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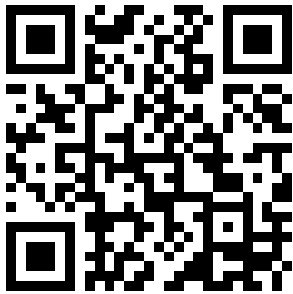


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# HARDWARE

HARDWARE  
EXCLUSIVELY.

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 275 Broadway, New York.

VOL. XXIII No. 1.

New York, April 10, 1901.

\$1 00 A YEAR

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## SHELF BRACKETS

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**STRONG, LIGHT AND ALL RIGHT.**

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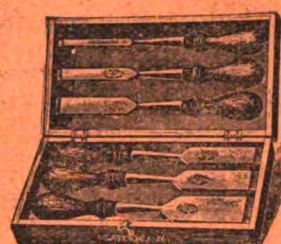


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Largest Variety,  
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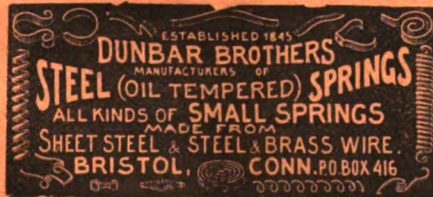


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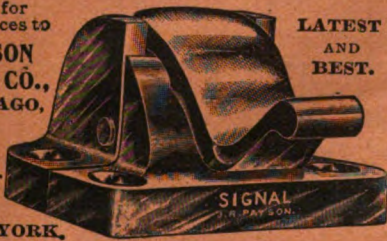
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**PERFECTION CRIMPED WIRE FENCE**



Turns any kind of Stock. Outlasts any other Fence made.

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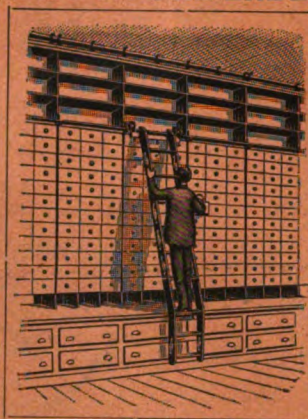
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Neat,  
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Are the  
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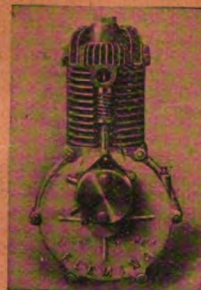
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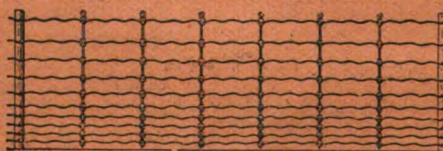
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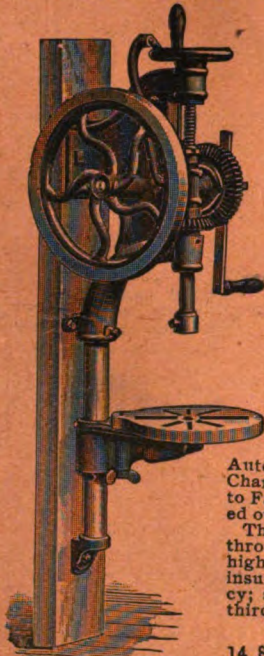
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..For smoky chimneys a sure cure..  
Made in two grades, 4 in. to 30 in.  
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Best because they  
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For the Largest Variety of

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HARDWARE,  
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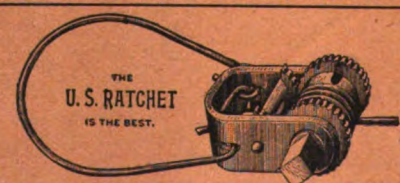
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Something Entirely  
New. The House-  
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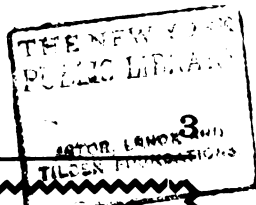
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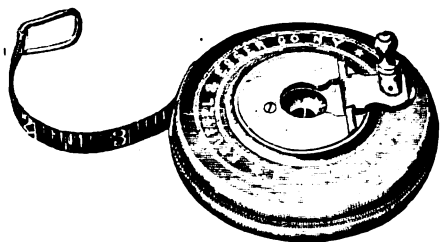
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## Iron & Steel Cut Nails

**STEEL WIRE NAILS.**

A Large Stock Constantly on hand for Immediate Shipment.

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**Crystal Grain.** Very Strong and Clean.

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A Perfect Powder for the Trap and Field, High in Velocity, Low in Pressure, Regular in Pattern, and Invariable in Results. Load same as Black powder. Directions on every wrapper.

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We notify our customers and others that we are enlarging our jobbing Plant to a Capacity of "SIX" 25 foot tanks and will be equipped to handle any kind of heavy work up to 25 feet in length, and also, with our special patent machinery and devices, small work of every description, such as nails, screws, bolts, etc., at very low prices. Special prices made for yearly contracts and large orders.

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The Ausable Horse Nail Co. is not connected with any Trust or Combination existing or projected.

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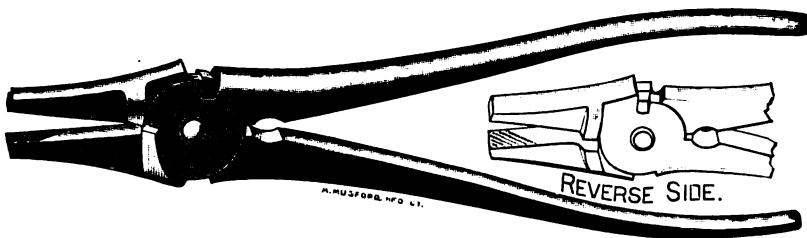
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IT IS MADE FROM FORGED TOOL STEEL AND THEY ARE FULLY WARRANTED.



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 Wood Turnings, Hand, Bench and other Screws, Mallets, Handles Vises, Clamps, Tool Chests, Croquet, Lithographs, Wood Toys, Novelties, and also the Celebrated  
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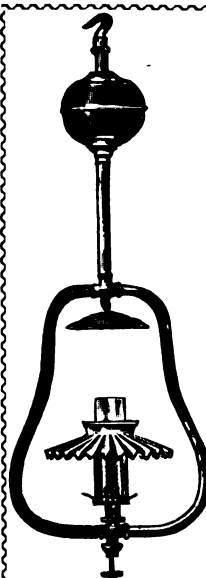
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The "SIMPLICITY" Burner will not Clog Up. It Cleans Itself Automatically. . .

Our line comprises Ten Styles, which we have arranged to suit all requirements.

Exceptionally Liberal terms to Hardware dealers.

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**UP-TO-DATE BARROWS**

ORDER THE . . .

**Champions, the**  
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All Kinds of Wood and Steel Barrows.

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## ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.  
Dixon's Lumber Pencils.  
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Dixon's Lubricating Graphite.  
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These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

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75 YEARS.

ESTABLISHED 1825.

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CELEBRATED **HEINISCH** SHEARS



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Tailors' Shears, Trimmers, Scissors, Tinnern's Snips, etc.

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No slamming of doors, no broken glass.

Over Three Million in Use.

Made in Three Sizes, any finish.

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The most complete and best finished line in the world, consisting of . . .

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

This cut shows  
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No. 1. Length without Bit, Spiral extended, 16 1/4 in., closed 11 1/4 in. No. 2. Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Aillard" Original Patent Spiral Screw-Driver with Three Bits.

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... "Electric" Spiral Screw-Driver...

THE BEST IN THE MARKET FOR THE MONEY.

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**Sand  
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FOR ALL PURPOSES

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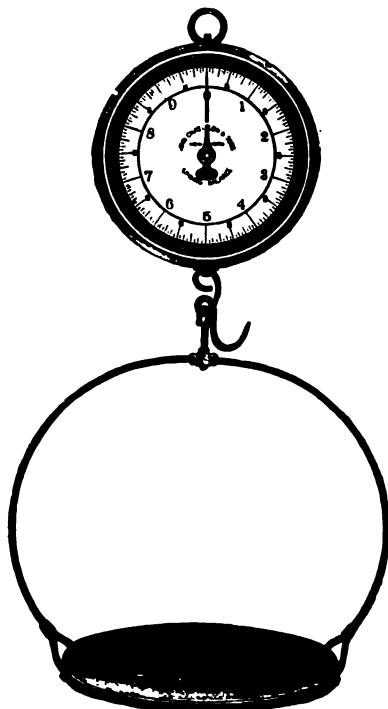
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# CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chatillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

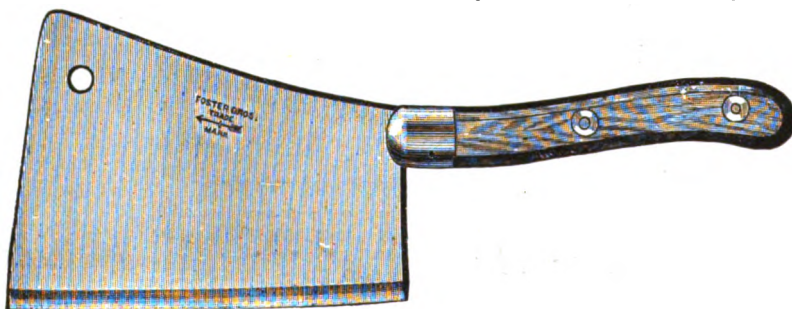


has our name as makers plainly on the dial, thus:



and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

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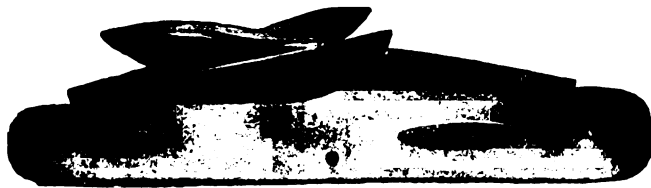
These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

## FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.

## PHOENIX KNIFE COMPANY'S POCKET KNIVES.



Finest quality American Pocket Cutlery in large variety. Knives that are good sellers, and will give satisfaction to the user.

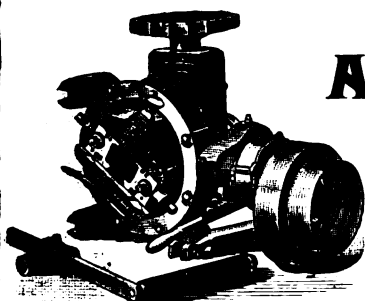
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85 to 93 Cliff Street and 12 Jacob Street,

NEW YORK CITY.

# Your Stock Is Not Complete



No. 0. Threading Machine, Power Attachment.

## Without a line of ARMSTRONG

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never disappoint. Catalogue?



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—NEW YORK OFFICE: 130 CENTRE STREET.—

# Stevens' Sprayers

Patented January 29, 1901.

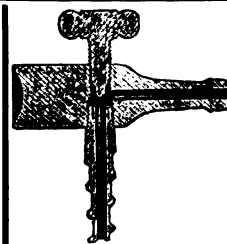
Best Construction. Finest Finish, Packed in Most Convenient Form. Our Prices are Right. We furnish the best goods made and meet all competition. Write us for prices. Send sample order. We also make a special small Sprayer in both Brass and Tin, for household use. Ladies like the small size, for roses, houseplants, etc.

**STEVENS & CO., 99 Chambers Street, New York City.**



None but a fool believes all he hears or reads. We say our No. 1900 Champagne Tap does not leak and we mean it too, but as we do not take you for a fool we do not expect you to believe our statement till you have proved it by testing the Tap.

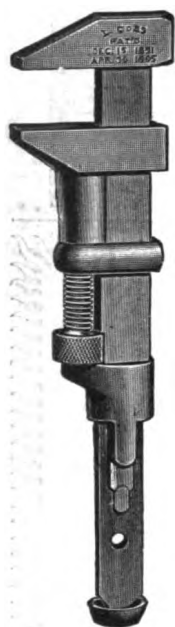
This view shows the Seat and Direct Cut-off.



A Tap without a Direct Cut-Off isn't worth a sou marquee.

Order a sample dozen—Order one and test it, then you'll believe, not because we say so, but because your test proved No. 1900 absolutely proof against leakage. This Tap retails readily for one dollar and yields you a good profit.

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369A MULBERRY ST., NEWARK, N. J.



# L. COES'

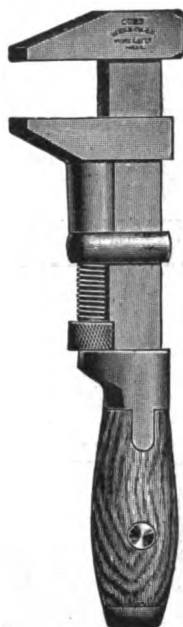
Genuine improved  
KNIFE HANDLE  
PATENT

## Screw Wrenches.

MANUFACTURED BY  
**COES WRENCH CO.,**  
WORCESTER, MASS.

Established in  
1889.  
Registered  
April 9, 1895.

Patented Dec.  
15, 1891.  
Patented April  
30, 1895.



Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

—Straight Bar, Extra Long Nut for Screw in Jaw.—

The BEST MADE and STRONGEST WRENCH in the MARKET.

J. C. McCARTY & CO.  
JOHN H. GRAHAM & CO. } New York Agents.

1876.

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# REESE'S ADJUSTABLE STENCILS

Write for our Three Catalogues and Description of our New Cabinet and full line Samples Free.

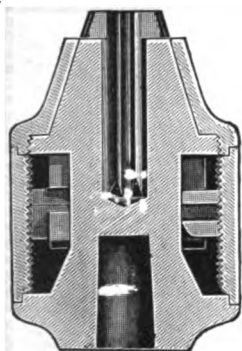
EXPRESSLY FOR THE HARDWARE TRADE.  
S. W. Reese & Co., 160 Fulton St., New York.

# HORSESHOE MAGNET HAMMER—WARRANTED.



Fitted with long handles. A specialty for bill-posters and traveling advertisers; also useful in other trades.

Superior to any magnetic tool heretofore made.  
ARTHUR E. ROBERTSON, Patentee and Sole Mfr.,  
244 Oliver Street, Boston, Mass.



# The WEIR "Model" Drill CHUCK.

Powerful Grip. Perfectly True.

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MIDDLETOWN, CONN.

# RESULTS ARE SO SATISFACTORY.

Capewell Horse Nail Co., Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for years to come.

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## Patented Hardware Specialties

Rapid Grinding and Pulverizing Mills

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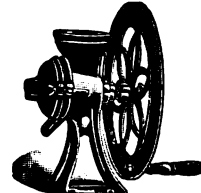
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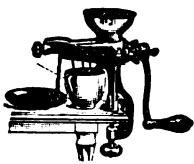


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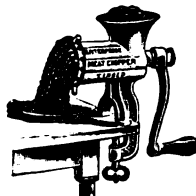
Meat and Food Choppers



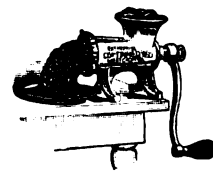
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**THE BEST  
THE MODERN WITCH.**

SELLING AGENTS  
**JOHN H. GRAHAM & CO.**  
NEW YORK CITY.

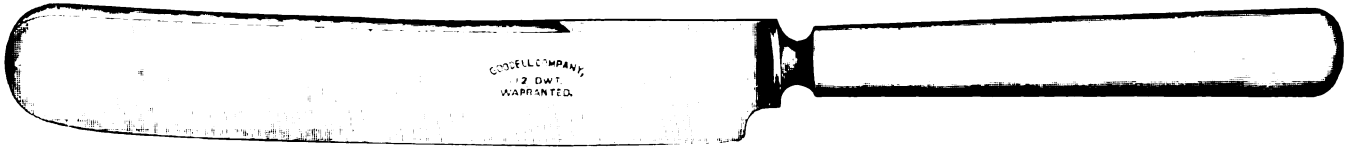
MANUFACTURED BY  
**THE NEW DEPARTURE BELL CO.**  
BRISTOL, CONN. U.S.A.

FREE WHEEL,  
TIGHT PEDALS,  
ANY SPROCKET,  
ROLL BACKWARD.



# DECEPTION

*Is a mighty poor argument to sell goods.*



When you Sell Silver Plate sell that which is stamped with the *Maker's Name*. Not with a fictitious one. *Maker's name* is an *honest* guaranty.

**GOODELL SILVER IS GOOD SILVER.**

Our guaranty is good because we can be reached when wanted.



**NEW YORK OFFICE:**  
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**GOODELL COMPANY,** ANTRIM, N. H.,  
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## REFRIGERATOR



New Construction.  
New Features.

...GLASS LINED.

MANUFACTURED BY

**Cooper & McKee,**

Catalogue on  
Application.

113 to 121 Gwinnett St.  
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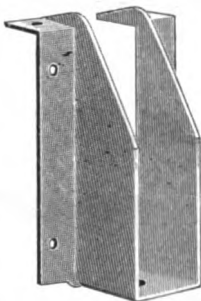


## A Great Labor Saver.

Will pay for itself in a single day. Where **Steel Giant Grubbers** are kept and shown a large trade is soon established. They are a necessity to almost everybody owning land. Moderate price. Large margin of profit to the dealer.

Sample orders solicited and promptly filled.

**New Century Manufacturing Co.,**  
48 East 8th Street, New York.



Patented May, '96

## NATIONAL STEEL JOIST HANGER, FOR WOOD HEADER AND BRICK WALLS.

*The best, cheapest, and latest improved  
on the market. Send for Catalogue.*

**THE NATIONAL IRON AND WIRE CO.,**

Structural and Builders'  
Iron Work.

Sole Makers,  
**CLEVELAND, OHIO.**

## MCCRAY REFRIGERATORS

**BUILT TO ORDER.**

Also a full line of stock sizes ready for immediate shipment, for

**Residences, Hotels, Clubs, Restaurants, Groceries,  
Meat Markets, Hospitals, Public Institutions, Etc., Etc.**

The McCray System insures perfect circulation of pure cold air; absolutely dry; never sweats; therefore is **PERFECTLY HYGIENIC**. For economical use of ice it has no equal. Physicians, prominent men, hospitals and sanitariums **endorse the McCray Refrigerators.**

**McCray Refrigerators Speak for Themselves.**

Catalogues and estimates furnished free upon application. Catalogues: No. 36 for Residences; No. 45 for Public Institutions, Hotels and Cold Storage houses; No. 56 for Groceries and Meat Markets.

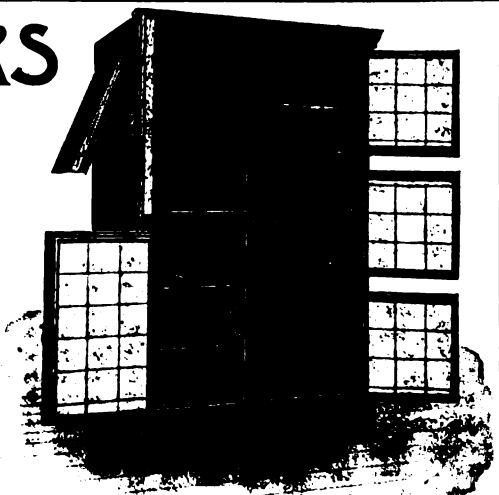
**McCray Refrigerator & Cold Storage Co.,**

167 Mill St., - KENDALLVILLE, IND.

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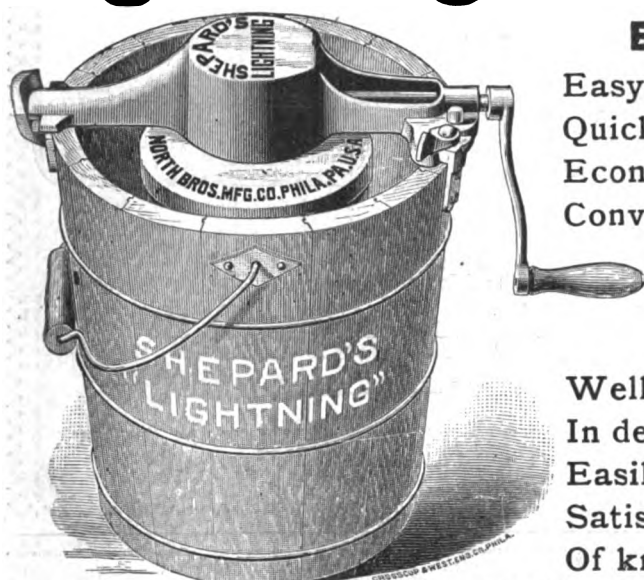
Chicago, 189 W. Van Buren St.	Baltimore, 15 N. Liberty.	Atlanta, Ga., 28 S. Broad St.
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"ADDRESS MAIN OFFICE unless you reside in one of the above named cities."



Built to order for A. J. Wellington, Newton, Mass.  
TILE LINED. ICED FROM OUTDOORS.

# Lightning Freezers



**EXCEL** in  
Easy running.  
Quick Freezing.  
Economy.  
Convenience.  
Practical results.

**ARE**  
Well advertised.  
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Easily sold.  
Satisfactory in use.  
Of known reputation.

SEND FOR 1901 FREEZER BOOK.

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**THE BEST IS EVER AND ALWAYS CHEAPEST.**

The merchant can recommend with confidence.  
The consumer will report superiority.  
Excellence will insure enlarged demand.  
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

**THE VERY BEST**

can be had at a small advance over poorer  
**QUALITY?**

**FOR CENTURIES THE WORLD RENOWNED HOUSE OF  
JOSEPH RODGERS & SONS, LTD.,  
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Has had neither equals nor superiors in the manufacture of

**CARVING KNIVES and FORKS,  
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**RAZORS,  
HUNTING and BOWIE KNIVES  
POCKET CUTLERY, &c.**

Its Corporate Mark



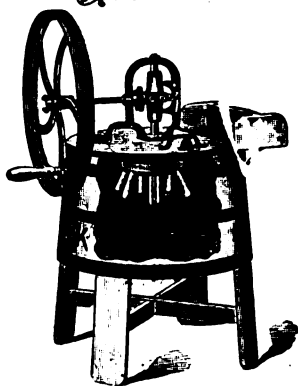
Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

**ALFRED FIELD & CO.,  
93 Chambers Street, New York.**

**WHY IS THE**

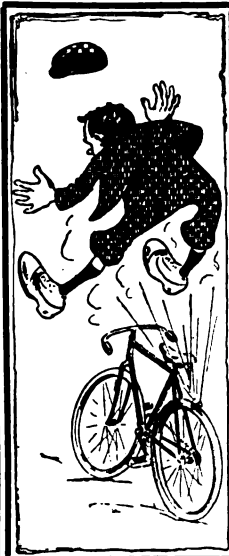


**O.K. THE BEST ROTARY  
WASHING MACHINE?**

**—BECAUSE—**

- 1.—It is the only Rotary washer that has Revolving Steel Ball Gearing, reducing the friction and thus making machine so light running and almost noiseless.
- 2.—The tub is made of Louisiana Red Cypress Lumber, cherry finish; the legs are solid with tub (not removable, breakable legs fastened with screws).
- 3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot soap-suds, and cleaning them without rubbing them to pieces.
- 4.—This washer is made by experienced mechanics, and will out-last any other washer on the market.
- 5.—The tub has a wringer box fastened with steel brackets.
- 6.—The lid on tub closes tight, no escape of steam.

Manufactured by **H. F. BRAMMER MFG. CO.,  
DAVENPORT, IOWA.**



**A  
Satisfied  
Rider**

Means a permanent customer.  
G. & J. Tires will please and satisfy your trade.  
We will be glad to send you our catalog, telling of their merits.

THE GREAT

**G. & J. TIRE**

Detachable Double  
Tube Corrugated.

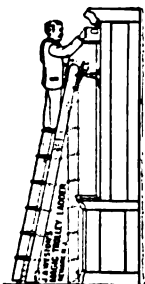
**G. & J. TIRE CO.**

INDIANAPOLIS, IND., U. S. A.

**J. A. WESTON'S**

**STORE LADDER SERVICE.**

*Special Features, Smaller Space,  
Bear More Weight,  
Last More Years than all others.*



The trolley guide wheels at the top allow the ladder to be used at any desired angle. These ladders run on noiseless ball bearing rubber covered rolls that do not require any track on the floor.  
Made of White Ash, finished light.

**LADDERS,  
DERRICKS  
AND  
FLAG POLES.**

**Portland Ladder Co.**

Manufacturers  
of all kinds of  
LADDERS.

... 28 Place St., NEWARK, N. J.



**TRIMO PIPE CUTTER**

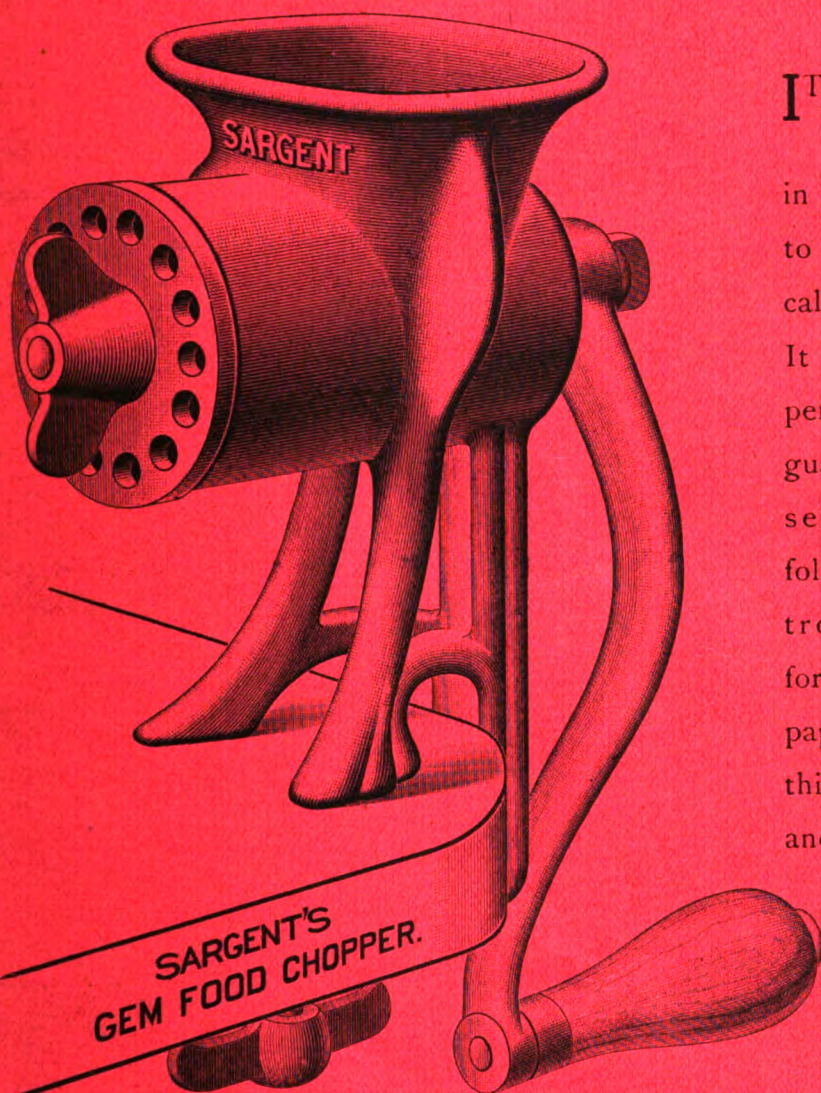
Decided improvement. Less friction. Can be changed from a roller to a three-wheel cutter. Extra wheels in the handle. Send for catalog.  
**TRIMONT MFG. CO., Roxbury, Mass., U.S.A.**

**Benefits Greater Than Ever  
Before.**

Nicholson File Co., Providence, R. I., [Files]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are greater than ever before.



# Sell the Gem.



IT IS a kitchen necessity and every housekeeper in your section will be glad to purchase one if you call her attention to it. It is the best Food Chopper made and you can guarantee it. We furnish selling helps—booklets, folders, hangers and electrotyped advertisements, for use in local newspapers. Get a supply of this advertising matter and with a little systematic effort you can sell many Gems in your vicinity.

## Steel Cutters do not Break

—that's a point in favor of Sargent's Gem Food Chopper. It has four steel cutters for coarse, medium and fine chopping and for pulverizing. They chop in pieces of uniform size—do not mash, tear, squeeze or grind the various substances. The Gem is a well-built machine intended for kitchen use day in and day out.

## It is a Meat Chopper

and chops all kinds of meat, both raw and cooked, better than anything else ever made. It is useful in the preparation of all kinds of dishes—the substantial and the dainties. It chops quickly, quietly and easily; is easy to take apart, easy to put together, easy to adjust, self-cleaning. An economical article for the housekeeper to have.

## A Food Chopper, too,

that chops all kinds of vegetables, all kinds of fruit, crackers, bread, eggs, cheese, nuts, raisins—in fact everything that has to be chopped. It takes the place of chopping bowl and knife, and relieves the housekeeper of much work, saves time and is altogether a great kitchen convenience.

**SARGENT & COMPANY, MANUFACTURERS,**

NEW HAVEN, CONN.

NEW YORK.

PHILADELPHIA.

BOSTON.



# MILLERS FALLS CO'S STAR SAWS.

## STAR HACK ★ SAW BLADES.—With 14 or 23 Points.

Length of Blade,	6	7	8	9	10	11	12
Price, per dozen,	55c.	60c.	65c.	70c.	85c.	95c.	\$1.05
Price, per gross,	\$6.00	7.20	7.80	8.40	10.20	11.40	12.60

The blades in the above list are our standard goods with 14 teeth to the inch. We also make the 8, 9, 10, 11 and 12 inch blades with 23 teeth to the inch, for cutting tubing and thin sheets of metal, the prices of each kind being the same. Both have a good set. In filling orders we shall always put in the coarse blades unless the fine ones are particularly named.

WITH 14 or 23 POINTS.—See note opposite.

### PATENT STAR ★ HACK SAW No. 2.

Solid frame, to hold 8 inch blades only, and face them in four directions. Polished and nickel-plated. Cocobola handle.

Price, per dozen, \$8.40.



No. 2.

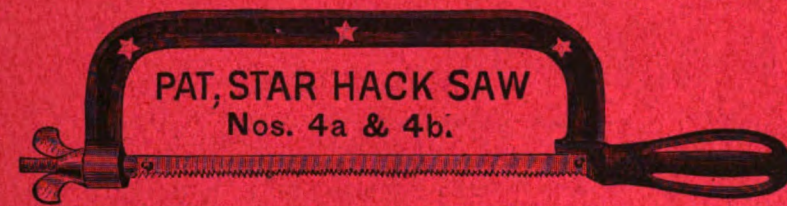
### PATENT STAR ★ HACK SAW.

4A and 4B

This No. 4 is a Patent Cast Iron Frame and so constructed as to face blades in four different directions. The pins which hold the blade are fast in the frame and cannot drop out. It is a very stiff and desirable frame with japan finish.

No. 4 A, for 8-inch blades, per doz., \$3.00.

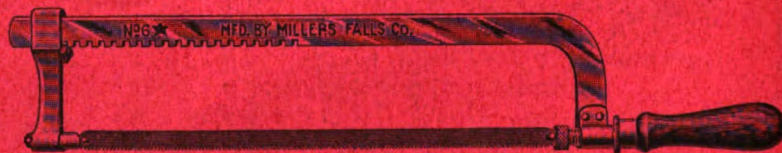
" 4 B, for 9-inch blades, " 3.00.



### PATENT STAR ★ HACK SAW No. 6.

This is the stiffest frame we make. It is highly polished, heavily nickel-plated, and will face the blades in four directions. The handle is cocobola. This No. 6 Frame will hold all blades from 6 to 12 inches.

Price of No. 6 Frame, per dozen, \$12.00.



No. 6.

### PATENT STAR ★ HACK SAW No. 9.

This frame holds blades from 8 to 12 inches in length. It is an extension frame covered by a steel sheath, as shown in the cut and has cocobola handles. The sheath makes it very stiff, and at the same time very light. It is polished and nickel-plated. The blades may be faced in either direction. Price, per dozen, \$12.00.



No. 9.

### PATENT STAR ★ HACK SAW No. 10.

We offer this as the best Extension Frame in market. It is light and quickly adjusted, having strength in the middle, where strength is needed. It is made of tempered steel, polished and nickel-plated. The handles are cocobola wood, highly finished. It carries blades 6-7-8-9-10-11 and 12 inches long.

Price, per dozen, \$12.00.



No. 10

### STAR BUTCHER SAW FRAME.

Prices of Frames Without Blades.

Inches,	14	16	18	20
Per dozen,	\$11.00	12.00	13.00	14.00
Inches,	22	24	26	
Per dozen,	\$15.00	16.00	17.00	



### STAR BUTCHER ★ SAW BLADES.

These blades are not intended to be filed, but to be thrown away when dull. The ordinary old-fashioned blade would need to be filed several times while doing same amount of work which a Star Blade will do before becoming dull. Use this blade and save filing expense. Can be furnished in either 1/2 or 3/8 inch width.

Length,	14	16	18	20	22	24	26 inches.
Price, per dozen,	\$1.08	1.08	1.20	1.20	1.32	1.32	1.44



STAR KITCHEN SAW.

### STAR KITCHEN SAW.

These steel frames are polished, with beech handles. They have what most other kitchen saws do not have: an arrangement for straining the saw, which adds much to their value.

Price of 14 inch frames, with one blade, per dozen, \$4.00.

Price of 14 inch blades, per dozen, \$1.08.

**MILLERS FALLS CO., 28 Warren Street, NEW YORK.**



TELEPHONE,  
3038 CORTLANDT.

ESTABLISHED 1858.  
CABLE ADDRESS, MACARTYCO.

P. O. BOX,  
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# J. C. McCARTY & CO.,

## Manufacturers' Representatives

...IN...

# HARDWARE AND KINDRED LINES.

### 10 WARREN STREET, NEW YORK.

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Improved Knife Handle and Mechanics'  
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Hoes, Forks, Rakes, Coke and Coal  
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Freezers.

**Oliver Iron and Steel Co.,**  
Carriage and Machine Bolts, Coach and  
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17 to 27 EUCLID AVENUE, NEWARK, N. J.

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## Camel Hair Belting

"CAMEL BRAND."

## Stitched Cotton Belting

"SPHINX BRAND."

For Machine Uses and Endless Threshers,

### LINEN FIRE HOSE,

Brands: { "RED AND BLUE LINE."  
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"COMPETITION."

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THIS OLD WOMAN FINDS, LIKE ALL THE REST,  
FOR ALL PURPOSES, THE NATIONALS ARE BEST.

**MARION  
MONARCH  
PERPETUAL**

**NATIONAL  
SWEEPER  
COMPANY.**  
MARION, IND.

WRITE FOR SPECIAL PROPOSITION. IT IS INTERESTING.





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Worcester, Mass., U. S. A.

MAKERS OF

## Hair Clippers

ALL KINDS UNDER THE  
COATES PATENTS.

Power Clippers, both hand & mechanical.

Anti-Friction Horse Clippers.

Barbers Adjustable,

The best made.

—SEND FOR CATALOGUE.—

## The DANDY SINK CLEANER

... A perfect and complete



Household  
Specialty.

A Sink Cleaner  
and Shovel  
Combined.

Tidy housekeepers  
will throw away the  
dirty sink broom  
and buy the Dandy  
Sink Cleaner at  
Sight.

TRY IT AND BE  
CONVINCED

For sale by all Wholesale Hardware Dealers, and  
by the patentee and manufacturer.

John W. Sudlow, 986 HALSEY STREET,  
BROOKLYN, N. Y.

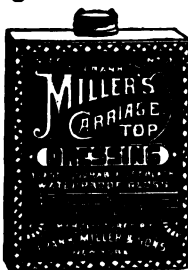


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FRANK MILLER'S

Carriage Top  
Dressing

Gives an Elastic,  
Durable Waterproof  
Gloss, and is posi-  
tively safe to use on  
the finest stock.



FRANK MILLER'S  
AXLE OIL.

Superior to Castor  
Oil; lasts longer,  
and will not gum.

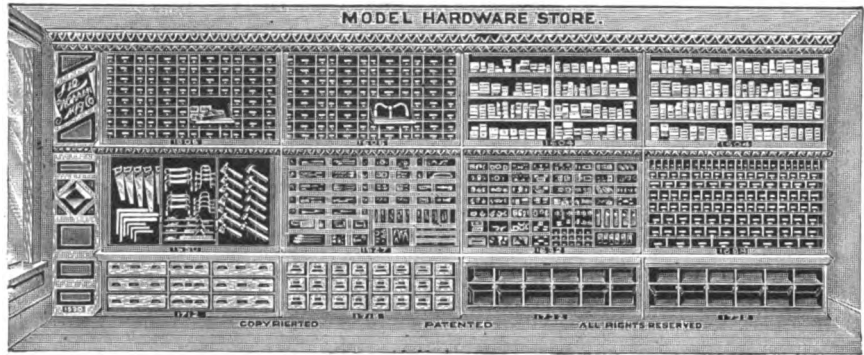
Manufactured by

THE FRANK MILLER CO.,

349 & 351 West 26th Street,  
NEW YORK.

## MAKE YOUR STOCK SELL ITSELF.

WRITE AND  
ASK HOW.



BECAUSE WE MADE IT SO.

EXPERT DESIGNERS OF HARDWARE SHELVING.

Office: Dept. D,

Rooms, 502-508 Masonic Temple.

J. D. WARREN MFG. CO., CHICAGO, U. S. A.

## PELOUZE SCALE & MFG CO.

# Scales

HOUSEHOLD  
COUNTER  
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CANDY  
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SCALE'S  
SPECIALLY  
DESIGNED

## IWAN'S IMPROVED SERRATED HAY KNIFE

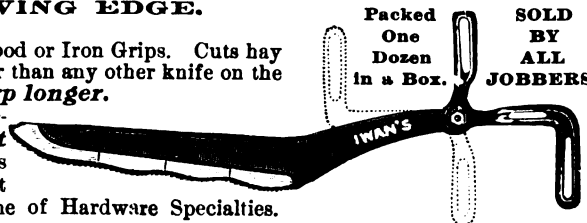
WITH WAVING EDGE.

Adjustable Handles, Wood or Iron Grips. Cuts hay  
or straw faster and easier than any other knife on the  
market, and *keeps sharp longer.*

Tool steel blades, malle-  
able iron back. *A perfect  
tool.* Write for prices  
and discounts for our Post  
Hole Diggers and full line of Hardware Specialties.

Packed  
One  
Dozen  
in a Box.

SOLD  
BY  
ALL  
JOBBER'S.



IWAN BROS., - - STREATOR, ILL.

## UNDERHILL, CLINCH & CO., GENERAL HARDWARE,

94 and 96 Chambers Street, - NEW YORK.

— AGENTS FOR —

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## H. & R. Arms Co.'s HAMMERLESS

## REVOLVER

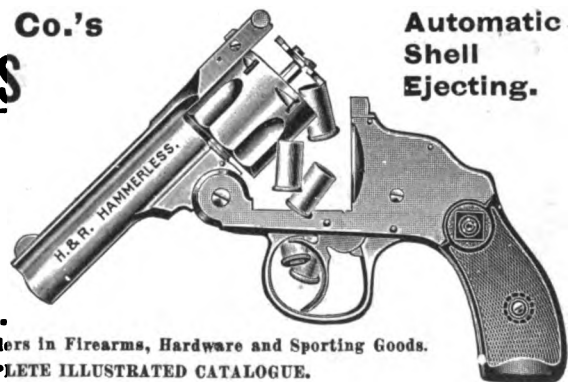
AN ABSOLUTELY SAFE Arm,  
Superior in Style to any on  
the market.

It is now fitted with  
**INDEPENDENT  
CYLINDER STOP.**

For sale by the leading dealers in Firearms, Hardware and Sporting Goods.

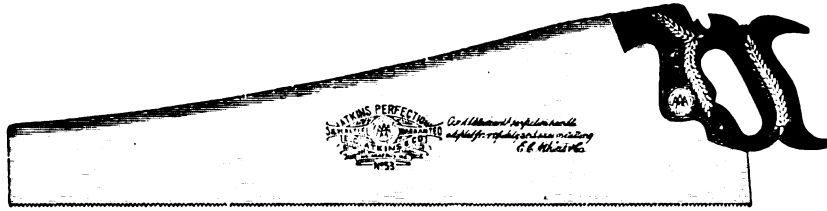
SEND FOR COMPLETE ILLUSTRATED CATALOGUE.

HARRINGTON & RICHARDSON ARMS CO., Worcester, Mass., U.S.A.



Automatic  
Shell  
Ejecting.

HIGHEST AWARDS, TWO GOLD MEDALS AT THE PARIS EXPOSITION.  
 ...IF YOU ARE AFTER TRADE....



# ATKINS SAWS

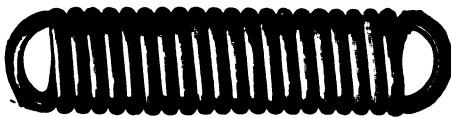
WILL BRING IT YOUR WAY.

HARDWAREMEN REMEMBER! That you don't find Atkins' Saws in Catalogue House catalogues. We don't sell them.

**E. C. ATKINS & CO.,** Manufacturers,  
**INDIANAPOLIS, IND.**

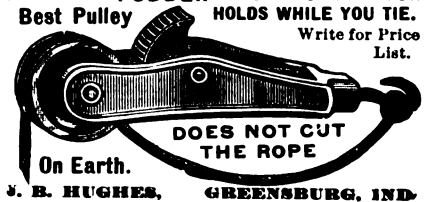
Memphis, Tenn. Minneapolis, Minn. Atlanta, Ga. Portland, Ore.

We make a specialty of making to order only, a superior quality of Cast Steel Wire Springs, either for extension or compression.  
 These Springs are all oiltempered and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales.



**JOHN CHATILLON & SONS,**  
 85 to 98 Cliff St. and No. 18 Jacob St.,  
 Established 1835. New York City.

**AMERICAN CORN AND SHOCK COMPRESSOR**  
 Best Pulley HOLDS WHILE YOU TIE.  
 Write for Price List.



## Remember

When ready to place your order for perfect working and economical line of

Blue Flame Wick and Wickless Oil Cook Stoves and Ranges,  
 Gasoline Vapor and Evaporating Stoves and Ranges or  
 Gas Ranges, Stoves, Cookers, etc., etc.,

that the **DANGLER** lines are to-day the most popular in the market.

FOR FURTHER INFORMATION SEND FOR CATALOGS, ETC.

**THE DANGLER STOVE & MFG. CO.**

CLEVELAND, OHIO, U. S. A.



# ALASKA

## Stove Hardware.

SEND FOR CATALOG.



Made only by **TROY NICKEL WORKS, Albany, N.Y.**

All our line is marked **ALASKA**. None other Genuine.

These handles are always cold fine in finish, material of the best; they require no apology on the part of yourself or clerk to sell them. Sold by all first-class Jobbers in Hardware.

### A PROFITABLE MEDIUM TO ADVERTISERS.

Gilbert & Bennett Mfg. Co., Chicago and New York. [Wire Goods]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

Established  
1836.

### ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

### HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

JOSEPH RODGERS & SONS, LIMITED, BEST CUTLERY IN THE WORLD.  
PEUGEOT FRERES, HORSE AND TOILET CLIPPERS.  
COATES CLIPPER MFG. CO. CAPS, WADS, CARTRIDGE CASES, ETC.  
ELEY BROS., LIMITED, FINE FRENCH PLYERS AND OTHER SMALL TOOLS.  
L. HUGONOT TISSOT, SHEEP AND GARDEN SHEARS.  
ISAAC GREAVES, GRASS HOOKS, SCYTHES AND STRAW KNIVES.  
W. K. & C. PEACE, GRASS HOOKS, SICKLES, ETC.  
R. & J. LINACRE, PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.  
WEBSTER & HORSFALL,

Proprietors of the following brands of Cutlery.

ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY Co., CONTINENTAL CUTLERY Co., WALTHAM CUTLERY Co., ALEXANDER FRAZER & Co., JONES & Co.,

### BERGER'S CUTTER HANGERS, PIPE FASTENERS.

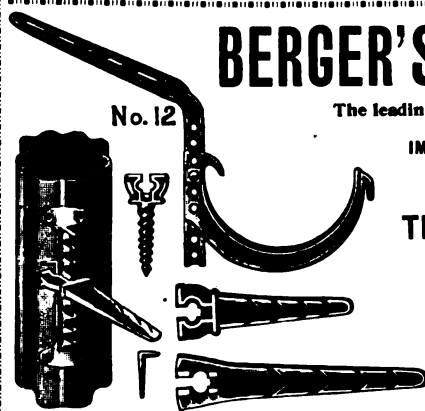
The leading Hangers and Fasteners everywhere.

IMMENSE STOCK AND VARIETY.

Ask for Samples and Catalog of our  
**TINNERS' AND ROOFERS' SUPPLIES.**

**BERGER BROS. CO.,** Manufacturers,

231 and 237 Arch St., PHILADELPHIA.



## The Eclipse Cleanable.

(Made in Burlington, Vermont.)

The only removable ice chamber refrigerator that introduces cold dry air at the bottom of provision room, getting it under and between the food and forcing the warm, moisture-laden atmosphere upwards and away to the ice, the great condenser and purifier. This is positive circulation.

It is original and has no imitator or competitor. It is a success, and the dealer who wishes to build up a permanent trade in refrigerators can do it with the **Eclipse Cleanable**.

The people like it. It does good work economically, and is attractive in appearance. Made in plain and ornamental finishes. Every one sold is a standing advertisement.

We want your trade. Let us send you a couple of samples and we will get it. We have the utmost confidence in what we are offering you. There is money in it for you and ourselves. Our interests are mutual.

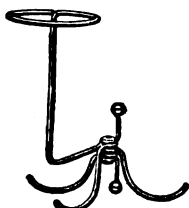
1901 CATALOGUE NOW READY.

**Eclipse Refrigerator Works, . . Burlington, Vermont.**



## The B.-R. Spring Wire Novelties.

*A High Grade Line of Quick-Selling Specialties, Carefully Constructed from First Class Material. Highly Finished.*



HAT & COAT RACK.  
PRICE 15C.



TOWEL RACK.  
PRICE, 15C.

CARPET WHIP.  
PRICE, 10C.



A Good Margin  
of Profit.

Send for Catalogue and Prices.



BROOM HOLDER.  
PRICE, 5C.

**The Beckley-Ralston Co.,**

180 LAKE STREET, - - CHICAGO.

**Tubular Rivet & Stud Co.**  
**Tubular Rivets,**  
**Boston, Mass.**

**FILLGROVE BROS. & CO.,**  
IRONTON, OHIO.

**"SUPERIOR" DRIPPING PANS.**



**GOOD MATERIAL, WELL MADE.**  
**WRITE FOR PRICE LIST AND DISCOUNTS.**

## The Horton Rotary Washer

*Has proven to be  
decidedly popular.*

### WHY?

Because it is the up-to-date Washing Machine.

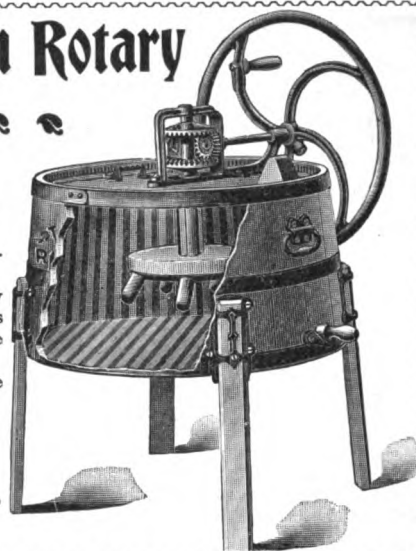
Because it sells readily and stays sold, and makes money and friends for the dealer.

Give it a trial, and we will guarantee the rest.

Catalogue and prices on application.

**Horton Mfg. Co.**

FORT WAYNE, IND.



## The .. Little Giant Grass Hook

is a miniature scythe, looks right, hangs right and cuts right; the thing long sought for. Can mow a small lawn with it; can cut closer to trees, fences, etc. Can be used for cutting corn or clipping hedges.

Ask for catalogue B, and prices.

**H. S. EARLE,**  
705 4th Ave., DETROIT MICH.

Patented  
Feb. 13, 1900.  
June 26, 1900.  
Other  
Patents  
Pending

## "BARON'S B. B." Water Filter

(PATENTED)

Will Fit any Plain or Hose Faucet

Filtering material of charcoal and quartz. Flow of water not decreased by use of Filter. Filtering material easily cleaned and replaced. All parts interchangeable.

**PRICE 50 CENTS**

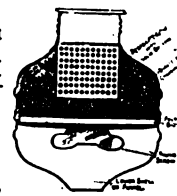
Write for Discounts

**A. L. BARON MFG. CO.**

2-4 Howard Street, NEW YORK



General View



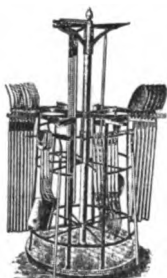
Sectional View

## ARE YOU USING ONE OF HERRICK'S TOOL RACKS?

To Display Your Steel Goods.

If not, you are missing a good thing. This is not all of the good things we have either in the way of store helps. Our catalogue will explain all, and we shall be glad to have you see it. We are certain that it will interest you. Respectfully,

**F. A. HERRICK CO.,**  
JACKSON, MICH.



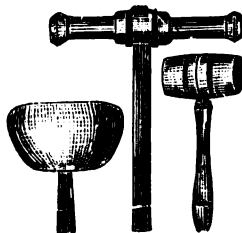
## WE ARE THE INVENTORS OF THE CAULKING MALLETS

NOW USED IN ALL THE SHIP YARDS  
OF THE WORLD.

We make Mallets and Handles of all descriptions. This is our specialty. Illustrated Price List and Catalogue mailed upon application.

**N. Y. Mallet & Handle Works,**  
Established 1845.

454 E. HOUSTON ST., NEW YORK, U. S. A.



**SOMETHING NEW.**

BARNES' PATENT

**Lawn and Vine Trimmer**

(BARNES' PATENTS.)

Unexcelled for trimming the edges of a lawn next to the fence or curbing, around trees, shrubbery, or any place inaccessible with a lawn mower. Can also be used to trim bushes, grape vines, etc., without the use of a ladder.



This man uses a Canton Trimmer and does not suffer from backache.



MADE FROM FIRST-CLASS MATERIALS AND

IN FIRST-CLASS MANNER.

A FINELY TRIMMED LAWN, EVERYONE'S PRIDE.

SIMPLE, PRACTICAL, DURABLE AND INEXPENSIVE.



This man uses a Sheep Shears and has all kinds of acres.

Ask your Jobbers for prices, if they do not handle them write direct to us.

**E. H. ERK HARDWARE SPECIALTY CO.,**  
RICHMOND, IND.

**Mr. Dealer**

WE INVITE YOU TO WRITE FOR OUR PRINTED MATTER, WHICH IS CONFIDENTIAL TO THE TRADE

We are putting this advertisement in the leading popular magazines to help you sell them.

**Something New**

PUT THIS ON YOUR PIPE,



The

Fowler

Automatic

Draft

Regulator

and you will notice the following about your furnace, stove, or boiler:

Regular Draft at all times.  
No overheating of furnace.  
Less chimney fire danger.  
No burning out of grates.  
No escaping gases in cellar or room.  
Perfect ventilation.  
Retention of heat in furnace.  
Perfect combustion of fuel.  
Minimum of clinkers.  
Therefore, greatest economy of fuel and care in operation.

Prevention of fires burning out on windy nights.  
A great coal and trouble saver.

Why? Because "The Fowler" Automatic Draft Regulator insures absolute and perfect regulation of draft under all conditions in any heating apparatus on which it is put.

Can be quickly applied even when heater is in use.

All stove dealers have them.

Send your address and that of your stove dealer on a postal. We are sure the reading matter we send you will be interesting.

Address:

**JOSEPH BATTLES,**  
SOLE AGENT,  
Box N, LAWRENCE, MASS.

NOTICE  
HERE.

**A HOT BLAST.**

THE "CHAMPION" is the only line of steel ranges equipped with the **HOT BLAST** combustion.

The **DOUBLE FLUE** gives the hot blast which is a principle of construction that operates our ranges with one-third less fuel than any other known make.

It means simply the use of space wasted to fill with sand in all other constructions.

Why not sell the range that has such advantages? It means friends for you.

Write to-day for Catalogue and price list.



L. W. PINEAR CLEVELAND

**CHAMPION STEEL RANGE CO.**

CLEVELAND, O., U. S. A.



CATALOGUE FREE

WELL TANK & SPRAY PUMPS

GET OUR REDUCED PRICES

F. E. MYERS & BRO.

ASHLAND, OHIO.

HAY CARRIERS, FORKS, PULLEYS & C.

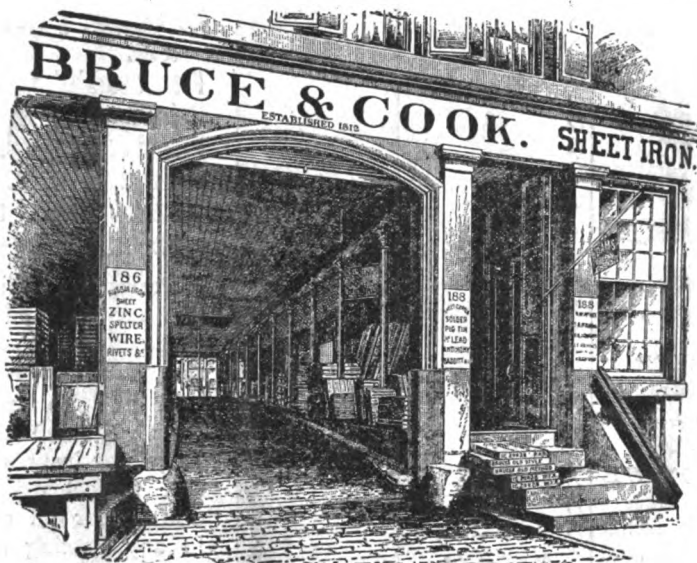
GLASS VALVE

# BRUCE & COOK,

## TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,  
248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



- |                         |                        |                         |                     |
|-------------------------|------------------------|-------------------------|---------------------|
| Antimony.               | Gem Gasoline Furnaces  | Roofing Seamers.        | Taggers Iron.       |
| Babbit Metal.           | Gutter, Wide Roof.     | Rosin.                  | Taggers Tin.        |
| Boiler Rods.            | Gutter Strainers.      | Sheathing Paper.        | Terne Plates.       |
| Burritt's D'ble Seamer. | Hard Metal.            | Sheet Iron--Char. Cl'd. | Tin--Bar and Pig.   |
| Copper Bottoms.         | Kettle Ears.           | Sheet Iron--Cold Rol'd. | Tin Plates.         |
| Copper Circles.         | Lead--Bar and Pig.     | Sheet Iron--Com. Cl'd.  | Tin Shingles.       |
| Copper Ingot.           | Leader Hooks.          | Sheet Iron--Corrugated  | Tinners' Machines.  |
| Copper Sheets.          | Malleable Ears.        | Sheet Iron--Galvanized  | Tinners' Tools.     |
| Copper Wire.            | Mallets.               | Sheet Iron--Planished.  | Ventilators--Globe. |
| Corrugated Leader.      | Metal Lath.            | Sheet Iron--Russia.     | Wall Hooks.         |
| Cor. Elbows and Snocs.  | Metallic Paint.        | Solder.                 | Water Cut-offs.     |
| Dampers.                | Nails--Roofing Tinned. | Soldering Coppers.      | Wire--Annealed.     |
| Eave Trough Lead.       | Nails--Wire Roofing.   | Spelter.                | Wire--Bright.       |
| Eave Trough Galvan'd.   | Nails--Wire R'g Tinned | Spelter Solder.         | Wire--Coppered.     |
| Eave Trough Mitres.     | Pail Woods.            | Squaring Shears.        | Wire--Galvanized.   |
| Eave Trough Irons.      | Perforated Tin.        | Stove Boards.           | Wire Tinned.        |
| Elbows--Stove Pipe.     | Ribbed Leader.         | Stove Pipe.             | Zinc for Etching.   |
| Elbows--Adjustable.     | Rivets.                | Stove Pipe Collars.     | Zinc Sheets.        |
| Fire Pots.              | Roofing Tin Plates.    | Strainer Wire Cloth.    |                     |

## Have You Tried a Banner Oil Heater

### For That Cold Room of Yours?



Odorless : Smokeless : Portable  
Easily Carried from Room to Room

Satisfaction Guaranteed or  
Money Refunded

VERDICT, after 8 years' trial;  
the best

When not kept by  
dealers, will send, freight  
paid, to any point east  
of the Rocky Mountains,  
on receipt of

\$5

The Plume & Atwood Mfg. Co.  
NEW YORK CHICAGO

Factories, . . . . . Waterbury and Thomaston, Conn

## Eyelet Tool Co.



Manufacturers of

Eyelet Sets and Leather Punches,  
Drive or Belt Punches,  
Burr and Rivet Sets, etc.

SETS AND PUNCH TUBES  
of all kinds made to order.

Send for Catalogue.

42 Lincoln St. BOSTON.

ESTABLISHED 1840.

## Luther Boardman

EAST HADDAM, & SON.

CONN. U.S.A.

MANUFACTURERS  
AND ELECTRO PLATERS  
OF  
NICKEL SILVER  
FLAT TABLE WARE.

SPOONS, FORKS,  
BUTTER KNIVES ETC.

ALSO  
BRITANNIA SPOONS,  
QUALITY GUARANTEED.

THESE GOODS HAVE  
BEEN BEFORE THE PUBLIC  
FOR FIFTY YEARS  
AND UPON  
THEIR EXCELLENCE  
ALONE HAVE ATTAINED  
UNPURCHASED PRE-EMINENCE  
WHICH ESTABLISHES THEM AS  
UNEQUALLED DURABILITY.

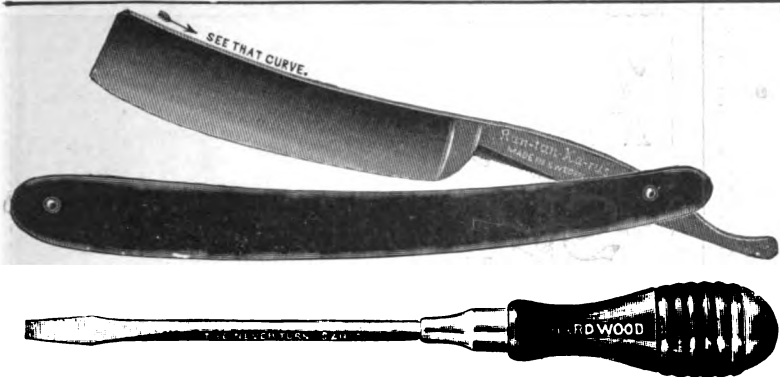
ASK YOUR DEALER FOR THEM  
AND TAKE NO OTHER

WRITE US FOR PRICES.



WIRE FENCING,  
COILED SPRING WIRE,  
SMOOTH, SOFT GALVANIZED WIRE,  
BARR WIRE AND STAPLES,  
PLAIN and ORNAMENTAL STEEL GATES.  
Lowest Prices. Quality Guaranteed. Prompt Shipments.

THE FROST WIRE FENCE COMPANY,  
Cleveland, O.



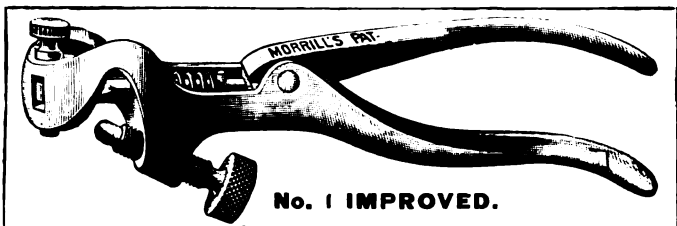
Watch

Our advertisements for Fine Tools and Cutlery. If interested, ask for the Green Book.

**SMITH & HEMENWAY CO.,**  
UTICA DROP FORGE & TOOL CO.,  
THOMSON BROS. & CO.,  
299 Broadway, - New York.

**MORRILL'S Perfect Saw Sets,**  
Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE MARK  
Registered, Pat. No. 80,572.  
This Trade Mark is stamped on all Hardware Specialties of my make.



TRADE MARK  
Registered, Pat. No. 80,572.  
This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue. **CHAS. MORRILL,** Broadway Chambers, Broadway and Chambers St., N. Y.

**HORSESHOE-H-CALKS.** (Neuss' Patent.)  
Always Sharp! No Slipping of the Horse!  
No injuries as caused by other Calks.  
Great Saving of Horses and Horseshoes!  
Price List, with Testimonials, Post Free.  
Patentees and Sole Manufacturers,  
**LEONHARDT & CO.,**  
BERLIN-SCHOENEBOURG, GERMANY

**Miller's Patent**  
**Catalogue Case.**  
Send for Descriptive Circular.  
**Roy Miller, Box 60, Alma Center, Wis.**

**Give You Your Money's Worth.**

Coldwell Lawn Mower Co., Newburgh, N. Y. [*Lawn Mowers*]: We think HARDWARE is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-get spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us," that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continuance.

**THE CLARK MFG. CO.,** Buffalo, N. Y.  
Manufacturers of  
Lull & Porter, O. S.  
**"DIXIE"**  
—AND—  
**"BUFFALO REVERSIBLE" SHUTTER HINGES.**  
—AND—  
CLARK'S SURFACE BLIND HINGES, GATE HINGES, SASH PULLEYS, SPRING HINGES, CAST DOOR BUTTS, STOVE PIPE DAMPERS, ETC.

**THE SUN**  
**Improved Odorless Gasoline Stoves**  
Ready to Light . . . . .  
the moment gasoline is turned on.  
**POSITIVELY ODORLESS.**—No soot, smoke or dirt.  
**SAFE.**—The tank is out of sight and away from danger.  
**SIMPLE.**—Burner has only three parts and it can't wear out.  
**A WARMING CLOSET** which doesn't heat the house.  
**MADE IN TWELVE SIZES.**  
**The Sun Vapor Stove Mfg. Co.,** 29 East Atwater Street, DETROIT, MICH.

**TURNBUCKLES.**

**MERRILL BROS.,** 470 Kent Ave., BROOKLYN, E. D., N. Y.

What is  
**STERLING WHITE LEAD**  
and why is it the best Paint?  
Write Pittsburgh for booklet.



# PADLOCKS. . .

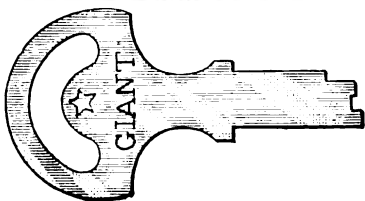


Smooth or  
Government  
Finish.

Furnished the U. S.  
Post Office De-  
partment for mail  
bags for nearly  
twenty years.

**ALL  
PADLOCKS**

made with four  
tumblers each.



WRITE FOR  
CATALOGUE.

**The Smith & Egge Mfg. Co.,**  
**BRIDGEPORT, CONN.**

# A good spring tonic

For removing that worn, weather-  
beaten look of a house, barn,  
wagon, buggy, and any other  
article about the house or farm,  
is a can of

**HARRISON PAINT.**

Why not lay in a stock?

**Harrison Bros. & Co., Inc.,**  
White Lead, Colors, Paints, Varnishes & Chemicals,  
Thirty-fifth St. and Grays Ferry Road.  
**PHILADELPHIA**

117 Fulton St. 72 Broad St., 27 Lake St.  
**NEW YORK, BOSTON. CHICAGO.**

# THIS CAN ▲ ▲ ▲

HAS A

**Clock Spring Steel Bottom**

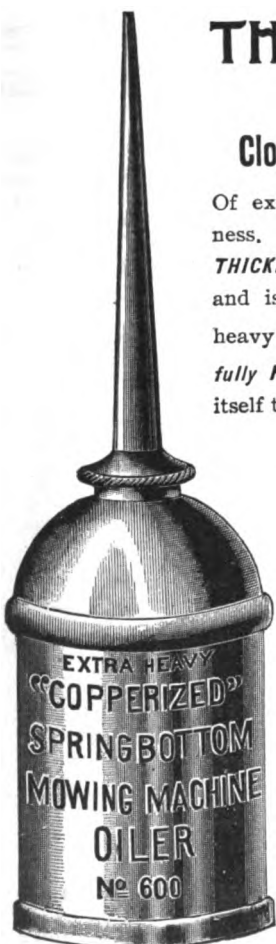
Of extreme durability and springi-  
ness. The *CYLINDER* is of *DOUBLE  
THICKNESS* around the lower edge,  
and is drawn seamless from extra  
heavy "Swedoh" Steel, *Beauti-  
fully Finished* It readily commends  
itself to all *AGRICULTURAL* and *HARD-  
WARE DEALERS* on account of  
its *Elegance, Durability* and  
*Cheapness.*

Special price on large orders  
from the Jobbing Trade.

**ORDER NOW FOR  
SPRING DELIVERY.**

**The Wilmot & Hobbs  
Mfg. Co., ▲ ▲ ▲**

**BRIDGEPORT,  
CONN. . .**



**AN  
ALL-'ROUND  
GOOD  
ROOFING  
IS**

# P & B RUBEROID

Ruberoid is just as effectual in  
Winter as in Summer. Cold does  
not harm it. Heat will not cause  
it to run, because there is no tar  
in it to melt.

Its great popularity is due to  
the fact that it "Stands up" under  
the most trying conditions and  
**NEVER VARIES IN QUALITY.**

**THE STANDARD PAINT COMPANY,**  
**NEW YORK.**

OFFICES:  
100 William St.

WAREHOUSES:  
81 John St.

# HARDWARE

The Hayes File Co., of Detroit, Mich., have bought all the machinery of the Crescent File and Tool Co., of Wilkesbarre, Pa.; also the machinery of the Diamond File Co., of Cleveland, Ohio, and several smaller plants. Although they bought a lot 125 x 52 feet, on which they erected last August a two-story brick factory, they now find it too small for their increasing business, and are having plans drawn for an addition to their building, which, when completed, and they have all their machinery installed, will give them a capacity of four hundred dozen files a day.

H. F. Brammer Mfg. Co., Davenport, Iowa, manufacturers of the O. K. Washing Machines, state that their orders are increasing steadily beyond all their previous anticipations. The many testimonials given them on account of the good merits of the O. K. would justify the use of an expression made in one of the letters that referred to the "Gilt Edge O. K. Washer." They have recently largely increased their facilities, and are prepared to ship orders promptly.

The Enterprise Foundry and Fence Co., Inc., have succeeded to the business of Ellis & Helfenberger, 366 South Senate Avenue, Indianapolis, Ind., and will continue the business under the same management and at the same old location. The new company announce that the high standard of work with which the name of the old firm has invariably been associated, will be steadfastly maintained, and they hope for a continuance of the patronage of the trade already established, assuring them that their favors will be faithfully attended to in a manner that will command their approval. William Helfenberger is President of the company, and George R. Ellis Secretary and Treasurer.

The next regular monthly meeting of the New England Hardware Dealers' Association will be held on the evening of Wednesday, April 10, at five o'clock, at the United States Hotel, Boston. The usual dinner will be served, immediately after which the business meeting will be held. The following speakers have been engaged for the occasion, who will address the members on topics of interest to the Association: Chas. E. Adams, of Lowell, President Massachusetts State Board of Trade, and William R. Chester, of Boston, Treasurer Massachusetts State Board of Trade. The Entertainment Committee consists of the following gentlemen William D. Parlin, Natick; S. D. Balkam, Jamaica Plain; Charles O. Tukey, Chelsea.

The National Association of Manufacturers will hold its sixth annual convention in Detroit, Mich., on June 4, 5 and 6. The detailed arrangements have not been completed as yet, on account of the Association's waiting for the Executive Committee to name the dates for holding the convention, but now this matter has been decided, active steps will be taken. Many inducements are offered the members of the Association to visit Detroit, among them an opportunity to visit the Pan-American Exposition at Buffalo during a single tour. Preliminary notices have been distributed to the members, and various details about convention arrangements, hotel accommodations, transportation and other essential particulars will be announced from time to time, as the work of providing for the accommodation of the convention progresses.

The Pittsburgh Stove and Range Co., Pittsburgh, Pa., will move on April 15th to their new offices and warerooms,

corner of Robinson and Darragh Streets, North Side. This location was formerly the Bissell plant, and in a leaflet, in which they announce the above fact, they state that to those who are not familiar with the location the best direction that can be given is "to look to the left when crossing the Sixth Street Bridge, and you will see the place," indicating the size of the plant is of sufficient importance. They state they have remodeled and enlarged the buildings to meet the requirements, and thus obviate the delay to which some orders have heretofore been subject. The booklet above referred to is very cleverly gotten up, and is happily entitled "A Move in the Right Direction."

The announcement of the incorporation of the old firm of Burditt & Williams, made in our issue of March 25th, should hardly have been placed in the column of "New Hardware Stores." This house enters upon its forty-first year at its old location, as the Burditt & Williams Co., the interests of the former partners being unchanged. It is known to the general trade of the country through its reputation as sole importers and agents of the Marty Rat and Mouse trap. Notwithstanding the competition here and there of imitations, this house reports the enjoyment of a larger trade than ever in this article, which has become standard in every Hardware stock.

The Manufacturers' Association of Kansas City, Mo., has established a catalogue library, and requests all manufacturers and mercantile establishments to forward their catalogues, receipt of which will be duly acknowledged. Catalogues will be filed and indexed by the card index system, both as to firm name and subject matter of the catalogue. The Association will maintain standing advertisements in all of the local papers announcing that the catalogue library is at the service of any one, and that inquiries by mail, which can be answered by reference to the catalogue library, will be promptly and freely replied to.

## To Avoid Freight Misunderstandings.

The manipulation of the freight allowance by shrewd salesmen has been the cause of many misunderstandings between wholesalers and retailers in the past. Gurney & Co., Boston, Mass., to prevent misunderstanding of the different terms by those who deal with them, print the following freight definitions. The company refer to the fact that invariably where the freight is allowed, it is added to the cost of the goods, and that a free freight is purely imaginary. The definitions are as follows:

*First.*—Our deliveries are made at the factory or warehouse.

*Second.*—"Freight allowance" means that we allow the amount of freight mentioned in the order.

*Third.*—"F.O.B." means free on board either cars or boats at shipping point.

*Fourth.*—"Freight allowed" means that we allow the full freight.

*Fifth.*—"Carload freight allowed" means that we allow carload rate on less than carloads.

*Sixth.*—"Delivered" means that we deliver f.o.b. at destination.

*Seventh.*—"Sidewalk delivery" means that we pay the freights and deliver the goods on the customer's sidewalk.

*Eighth.*—"Freight prepaid" means freight prepaid by shipper.

*Ninth.*—"Cartage" means the teaming of the goods from the warehouse or factory to the transportation company.

# HARDWARE

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**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade.

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**The Name of your Post-office and of the State you live in** should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

**HARDWARE PUBLISHING CO.,**

275 Broadway, New York.

L. E. MITCHELL,	President.
A. P. MITCHELL,	Secretary and Treasurer.
HENRY HOPKINS,	Editor.
A. E. BOLLES,	Advertising Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

In every section of the country, as far as heard from, everything strengthens the prevailing belief that we will enjoy to the utmost a condition of prosperity resulting from good sales as far as quantity and profits are concerned, and a steady demand from labor conditions of the most promising kind. No political questions affect the happiness of the home-loving workman, who is less influenced by demagogic appeals during such a stage of contented employment at satisfactory rates of remuneration. No wars or rumors of wars mar the general commercial activity. Industrial opportunities are being explored and promoted in our new possessions: new fields for the employment of surplus capital discovered and exploited; many of the intelligent pioneers of trade will find an abundance of chances awaiting the prospector, and a trade will follow the flag in the near future that will mark a new inspiration and increasing hopefulness to every commercial ambition.

A growing scarcity already in many goods admonishes the dealer that his views when ordering the stock for Spring sales were of a character entirely too conservative. Orders from the jobbers for Wire Cloth, Poultry Netting, Window Screens and Screen Doors, Lawn Mowers and Refrigerators are being entered and shipped in such good-sized quantities that it has created a fear that supplementary specifications given manufacturers may be slow in materializing. The great number of stiffened quotations and more important advances in prices are affecting the buoyancy of the anxious buyer, whose stock in hand is rapidly diminishing under a heavy demand. The Builders' Hardware departments of the jobbing houses are enjoying an activity new to them under such favorable auspices; indications in every

section point to an unprecedented demand, unless it may be scotched by unexpected changes in prices of a pronounced upward tendency.

Another phase of operations might serve to act as a deterrent influence—that of labor troubles—which so frequently are generated and check a satisfactory industrial movement almost at its inception. It sometimes seems as though when the prosperity of the country can be firmly established in so many channels of labor by a continuance of prevailing conditions, just that moment is selected by the restless mechanic to choke a higher rate of wages out of the confident bosses.

In the agricultural districts many improvements are in contemplation by the prosperous farmers. Machinery of all kinds has been ordered, increasing the present facilities of the production of phenomenal crops. Extensive areas are being added to territory already occupied by productive farms, stimulated by the high prices obtainable for our cereals, in the world's markets, which annually approach nearer and nearer to our own shores by improving conditions of economical transportation.

Posthole Diggers and Fence Wire are in greater demand than ever, notwithstanding the activity noted a year ago in those important staples for farm improvement. Prices are favorable for a continued demand from the agriculturists, who are experiencing times when the "Farm Mortgage Company" can take a back seat and the cashier of the local bank lifts his hat to the contented farmer, who is his most solid depositor and asks no discounting privileges.

## Changes Affecting Foreign Exports.

The record of exportation of manufactures from the United States in the fiscal year, which ends ninety days hence, is not likely to equal that of the preceding fiscal year, for three quite apparent reasons: 1. The exporters engaged in commerce with the Hawaiian Islands are now refusing to furnish to the Bureau of Statistics the statements of their exports as in former years, holding that their exports are no longer "foreign commerce" and that therefore the Bureau has no authority to require the usual statements which the law authorizes with reference to commerce between the United States and foreign countries. 2. The exports to Porto Rico are now separately classified and no longer included in the general statement of foreign commerce. 3. The exports to China have temporarily fallen off one-half by reason of the unsettled conditions in that country.

The total exports to the Hawaiian Islands in the fiscal year 1900 were 13 1-2 million dollars, and to Porto Rico over 4 1-2 millions, a total of more than 18 million dollars. The shipments to Porto Rico in the present fiscal year show a large increase over last year, and presumably those to Hawaii have also increased; but as neither of these is included in the export figures of our foreign commerce, it is apparent that more than 20 million dollars of actual shipments from our ports in the fiscal year 1901 will not be included in the general statement of exports to foreign countries. When to this is added the further fact that the exports to China, which in the last fiscal year were over \$15,000,000 in value, have been temporarily cut down one-half, it is apparent that the year's figures of exports to foreign countries will not furnish a fair or just basis for comparison or for measurement of the general growth of our export trade.

The total exports for the 8 months ending with February, 1901, show an increase of more than \$95,000,000 over last year, but those of manufacturers alone show but a slight increase, and there is reason to believe that the recorded total of manufactures for the full fiscal year will, for the above stated reasons, fall somewhat below that of the preceding

year. This is due to the fact that a large proportion of our exports to Hawaii, Porto Rico and China are manufactures, and that the apparent reduction, for the reasons above explained, in the Hawaiian and Porto Rican figures and the real reduction in the exports to China by reason of temporary conditions, therefore relates almost exclusively to the class of exports designated as manufactures. Another condition which has a tendency to reduce the total value of exports of manufactures is found in the fact that prices of manufactured articles in many cases have fallen because of the reduction in the cost of the raw material from which they were produced, and that the exportation of an equal or even greater quantity supplies a smaller figure in the statement of values by which the export movement is necessarily measured.

It is quite probable, in view of the facts above outlined, that the record of exports of domestic manufactures in the fiscal year 1901 may show an apparent reduction, though the fact that more than \$20,000,000 worth of actual shipments from our ports, which were formerly counted as foreign commerce, no longer appear in these statements will account for the reduction, which will thus be more apparent than real.

### Musings on Individuality.

EDITOR HARDWARE: You and I are occasionally favored in knowing a man with a nature so great that the ordinary trials and buffets of existence hardly touch him and he lives a life serene and unruffled, guided by a single motive, and seemingly attaining his desires with no visible effort or discomposure. These are the men to whom we instinctively uncover and who are great in any station in life, and so rare that we can each write on the margin of this page the names of those we have known. Fortunately for mankind, this type is not limited to any one nation, but all lands have their citizens of this class whose influence is wider than any national boundary, and who are not limited in their operations by circumstances or surroundings.

We meet oftener—daily, in fact—another type of man; the tense, nervous, energetic individual so common that he has come to be accepted the world over as the typical American. He lives upon no serene heights but in an atmosphere of struggle in an effort to achieve ideals which seem farther and farther away as his ideas expand. His hope outstrips his successes, and while his body treads the path of to-day his eager spirit lives in the triumph of to-morrow when his plans shall have matured. Thus when each success comes he has already exhausted its virtues in anticipation and counts it as nothing in view of the greater one to which he is confidently looking forward. Ever looking for something better and seeking a larger field, his advancement is limited only by his natural powers and the nature of his surroundings.

Once in a while, this energetic citizen, either from a recoil of his overworked nerves or some rude awakening to the stern reality of his present circumstances, has a gray day, when the world seems out of joint and the aims that fire his daily action appear mean and trivial. These are the times when he is seized with an intense distaste for everything in his daily routine and he thinks that if he could only rid himself of the load he has so gladly assumed and shed even his own name and nature he would be fortunate. At such a time, he forgets that he has had other attacks just as severe and recovered from them, and until his old habit reasserts itself he is a prey to melancholy.

It is the man of this temperament who has the greatest ambition and the highest ideals who suffers the most in these periods of relapse, and to whom they do the most good. Then, if ever, when he is out of conceit with himself, he sees things from a new point of view and corrects his reckoning; and when the rebound comes, if he is made of the right stuff he is all the stronger for his unpleasant experience

and has a wider, clearer knowledge of events and his relation to them. Skies are bluer after a gray day, and mists and shadows vanish with the clouds.

Nature seeks an equilibrium in men's souls as well as in more material substance, and these gray days come to every person who seeks to raise himself above his present level. The man with a great nature does not have them, for his level is above the fluctuating forces that rule lesser men. The man who has no ambition and no hope never has them, for he has nothing to gain and nothing to fear; but you and I, my brother, know the days when the sky is as lead and the earth is as brass and life is bitter to the taste. We know also the joy of coming out of the dark mood as a man from a bath, refreshed and strengthened, taking up our tasks with a keener insight and a surer judgment and finding them altogether pleasant. It is good to have a hope for the morrow and to try to bring it true; it is good to work until mind and body are tired and rest is sweet, and if the over-wrought nerves and too eager ambition bring a temporary relapse, that, too, is good in its final results.

THE FACTORY PHILOSOPHER.

### The Late William G. Bridgeo.

We present herewith a portrait of William G. Bridgeo, whose death occurred February 8th, 1901. He was one of the oldest Hardware traveling men in New England, and one of the most highly respected. He was with the Dana Hardware Co., of Boston, for many years, and will be re-



WILLIAM G. BRIDGEO.

membered for his business ability by his associates and friends whose orders he was successful in taking for so many seasons. William G. Bridgeo commenced business with the firm of Rogers, Snelling & Co., of Boston, being employed as store clerk in the earlier years, and at a later period going on the road for that firm. He first associated himself with them about 1864, remaining until about 1868, or until the time when the firm went out of business. Subsequently he engaged with Stratton, Cory & Co., of Boston, and traveled with that firm until the fire of 1872. Succeeding the fire, the firm of Cory, Brooks & Co. was formed, and remained in business four years, Mr. Bridgeo being a member of the firm and continuing to travel over his regular territory notwithstanding that fact. He was subsequently in the employ of Eaton, Harrington & Dana, and remained with that firm and its successors until the time of his death. His absolute honesty and truthfulness under all circumstances gave him the universal respect of his customers and his competitors as well. His widow and son have the richest legacy possible for a man to leave.

## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION.—I was run over by a wagon about two years ago. I was crossing a street near a corner and the wagon came around the corner at a high rate of speed. The owner of the wagon, who was in the wholesale business, sent me some money when I was in the hospital and afterward employed me in his store for about a year. A short time ago he discharged me without cause. I am subject to epileptic fits, which the doctor says were caused by the accident; this makes me unfit for work. Can I now sue the owner of the wagon, or have I now waited too long? Would the fact that I worked for this man for about a year after the accident offset my right to sue now?

REPLY.—You have a cause of action against the owner of the wagon, provided you can show that the owner or his servant did not exercise due care in driving the wagon and that you are injured through no fault of your own. If the accident occurred two years ago you may still bring suit. An action to recover damages for a personal injury resulting from negligence must in New York State be brought within three years from the time said action occurred. The fact that you became an employe of the owner of the wagon would not in any way affect your cause of action against him.

QUESTION.—Some time ago I sold my stock in trade for two hundred dollars. The stock was to be delivered within thirty days to the purchaser. Nothing was paid down by the purchaser and there was no written contract. Before the thirty days were up I wrote to the purchaser, stating that the goods were ready to be shipped to him. I received an answer from him, stating he had changed his mind about the goods and had decided not to take them. Witnesses were present when the agreement to purchase the goods was made. Cannot this contract be enforced and cannot I compel the purchaser to accept the goods and pay me the two hundred dollars for them, as he agreed to do?

REPLY.—The contract such as you describe cannot be enforced. The Statute of Frauds in this State provides (and the Statute of other States is generally similar) that every contract for the sale of any goods, wares, or merchandise, chattels or things in action, for the price of fifty dollars or more shall be void unless, first, a note or memorandum of such contract be made in writing and subscribed by the parties to be charged thereby, or second, unless the buyer shall accept or receive part of the goods, or third, unless the buyer shall at the time pay some part of the purchase price. Unless one of these requisites to a valid contract for the amount named was performed by the prospective purchaser the contract cannot be enforced.

QUESTION.—Kindly answer the following question through the columns of your paper. A owes B a thousand dollars, borrowed in 1886. In 1890 A failed and lost everything. He started in business again in his wife's (C) name. A continued to pay interest for several years but has not paid any except a very little at a time since 1895. First, can B collect from either A or C? Second, A wishes to settle the debt by paying B three hundred dollars a year on principal and canceling interest. How can this be done? Third, if A should give B new notes, would that make C liable for the amount?

REPLY.—First, if the debt is evidenced by A's promissory note the creditor can collect from him, provided the debt has been kept alive by part payments or the payment of interest within the statutory time, which in this State would be within the last six years; B could not collect the debt from C unless C was an endorsee of the note, or personally bound herself to pay the debt. Second, if B will agree to this proposition you could enter into an agreement in writing upon a new consideration whereby A agreed to pay B three hundred dollars a year in payment of the debt upon the cancellation of the original note; or, the parties could sign new

notes for the amount specified and cancel the old one. Third, C would not be liable on A's notes unless she endorsed them, and in New Jersey she would not be liable then if she was an accommodation endorsee and she did not derive the benefit of the loan.

QUESTION.—I have occupied my store in New York City for over a year past, always paying my rent on the first day of each month. I never had any written lease with the landlord, but the understanding was that I should remain as long as I wished provided I paid my rent monthly. My landlord agreed that he would not raise my rent as long as I remained. When I paid my last month's rent, however, my landlord informed me that thereafter my rent would be increased five dollars a month and that if I did not care to pay the increased rent he would enter into possession again the first of next month. Kindly inform me if I have any redress against this landlord?

REPLY.—Where the tenancy is a monthly one the landlord has the right to demand possession of his premises after a month's notice for any cause whatever. If, therefore, the landlord chooses to raise his rent it is optional with the tenant either to pay the rent or to leave the premises, and no redress can be had against the landlord.

## Great Diversity of Manufactured Products Exported.

Exports of iron and steel manufactures from the United States continue to increase. An analysis of the February export figures has just been completed by the Treasury Bureau of Statistics, and it shows that the total for the eight months ending with February, 1901, is six and a half millions in excess of the unparalleled figure of last year, and nearly three times the total for the 8 months ending with February, 1891, thus showing an increase of 10 per cent. in a single year and 333 per cent. in the decade. In the 8 months ending with February, 1891, iron and steel formed but 3 per cent. of the total domestic exports from the United States; in the 8 months just ended they form 8 per cent., being \$81,553,132, against \$75,053,768 in the corresponding months of the fiscal year 1900, and \$18,823,384 in the same months of 1891.

Not only is the total larger in the aggregate but it covers a greater diversity of products, thus showing that the manufacturers of the United States are not only increasing their output but each year fabricating a larger proportion of their product and thereby securing for themselves and the labor employed thereon a greater share of the profits accruing from such manufacture. A decade ago such articles as typewriters, bicycles, electrical machinery, cash registers, laundry machinery, pumps and pumping machinery, shoe machinery and other articles involving a high degree of manufacture had no place in the export schedules of the United States; now they constitute an important part of our annual exportations of iron and steel and are steadily increasing both in volume and in the number of foreign markets in which they find profitable sales. In 1891 no exports of electrical machinery were recorded, but by 1900 the figures for 8 months' transactions had reached about two and a half million dollars, and for the 8 months ending with February this year amounted to \$3,777,673, an increase of \$1,345,000 in a single year. Exports of steel rails increased from \$395,484 in the 8 months ending with February, 1891, to \$4,818,226 in the corresponding months of the fiscal year 1900 and \$6,889,079 in the same months of the fiscal year 1901. Exports of sewing machines have increased in value from \$1,877,992 in the 8 months ending with February, 1891, to \$2,902,139 in the same months of 1900, while the figures for this year are slightly below those of last year, being \$2,828,165. Exports of typewriters were not separately shown in 1891, but by 1901 the exports for 8 months had reached \$1,785,821, an increase of \$60,000 over the preceding year. Scales and balances have increased in export value over 50 per cent.



during the decade; locomotives over 200 per cent., printing presses over 300 per cent., and builders' Hardware over 300 per cent. Every item in the entire iron schedule shows a substantial increase in 1901 as compared with 1891, but in a few instances there are decreases as compared with 1900, presumably due to the advanced prices consequent upon the increased cost of material.

The area of distribution steadily and rapidly enlarges. In builders' Hardware, for instance, the exports now go not only to the principal countries of Europe but to Mexico, Central and South America and the West Indies, British East Indies, China, Japan, Australasia, Africa and the islands of Oceania. Sewing machines and typewriters find a market in the most distant islands, and the demand from the European and the other leading countries is increasing, while the demand for electrical machinery is growing in every direction.

The following table shows the exports of iron and steel manufactures in 8 months ending with February, 1901, compared with the 8 months ending February, 1891:

	Eight months ending— Feb., 1891. Dollars.	Feb., 1901. Dollars.
Total iron and steel.....	18,823,384	81,553,132
Steel rails .....	395,484	6,889,079
Builders' Hardware .....	1,353,848	6,058,126
Electric machinery .....	Not stated.	3,777,673
Billets, ingots, etc.....	24,014	3,067,372
Sewing machines .....	1,877,992	2,827,652
Locomotive engines .....	837,308	2,828,165
Steel bars .....	Not stated.	2,637,813
Structural iron and steel..	Not stated.	2,296,287
Wire .....	534,530	2,499,946
Typewriters .....	Not stated.	1,785,821
Pumps and pump mach'ry..	Not stated.	1,497,136
Wire nails .....	85,989	824,522
Printing presses .....	167,333	779,028
Firearms .....	640,664	686,530
Bar iron .....	74,244	594,696
Stoves and ranges .....	182,723	371,046
Scales and balances.....	212,656	358,892

### Hardware Club of New York.

The annual meeting of the Hardware Club of New York was held in the club rooms in the Postal Telegraph Building, Saturday, March 16, President George H. Sargent in the chair. The report of the secretary, James H. Kennedy, showed that the membership on March 1, 1901, was as follows: Resident members, 600; non-resident members, 137; on the waiting list, 4, the resident membership having reached the constitutional limit. The report of the treasurer, Thomas F. Keating, gave every evidence of the club being in good financial condition, notwithstanding unusual expenditures were made necessary during the past year. The election for governors resulted in the re-election of the following for a term of three years, succeeding themselves: Alfred D. Clinch, George J. Loughton, James D. Foot, Webster R. Walkley and Mortimer C. Ogden. Several minor amendments to the constitution and by-laws were also adopted by the same vote.

At a subsequent meeting of the board of governors, held on March 21, the following officers were unanimously elected for the coming year:

President, Edward C. Van Glahn.

Vice-President, Richard R. Williams.

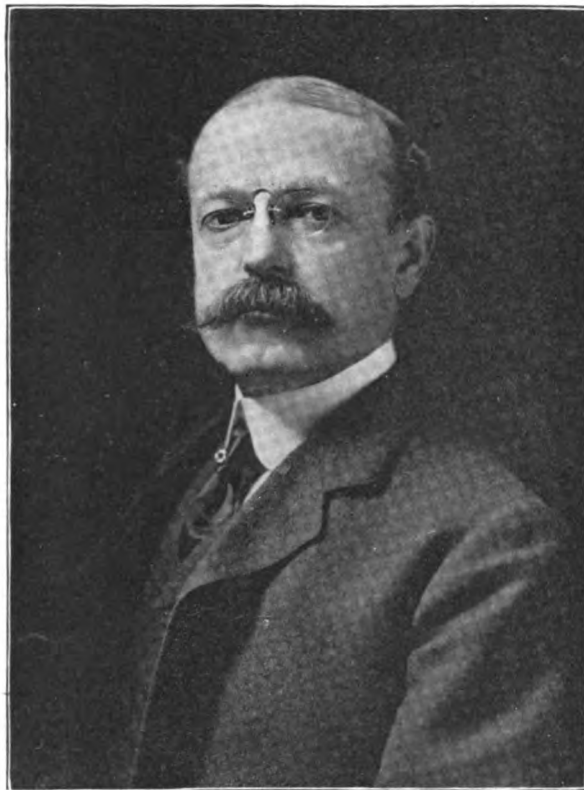
Treasurer, Thomas F. Keating.

Secretary, Arthur G. Sherman.

George H. Sargent, who, for two years past, had so efficiently handled the gavel of presidential authority, was unanimously tendered a re-nomination for a third term, but conscientiously believing in rotation in office, and adverse to third terms in general, he declined a re-nomination. This action was followed by James H. Kennedy, who has for three years so ably executed the onerous and arduous duties pertaining to the office of secretary, who declined a re-nomination to this responsible position, thus making two vacancies to be filled as referred to above.

The new officers who succeed to these responsible positions have been identified with the organization since its inception. Edward C. Van Glahn, the newly-elected president of

the Hardware Club, and one of its charter members, was also distinguished as being one of the trustees named in the articles of incorporation. Having always officiated on the several important committees of the club, either as chairman or active member, he has from the beginning been exceedingly active in the performance of his respective duties, an earnest worker and a sound adviser. He is recognized as a man of untiring energy, fine executive ability, decision of character and faithful to his honest convictions in all matters, especially those referring to the interests of the club. He was honored two years ago by being chosen vice-presi-



EDWARD C. VAN GLAHN—President Hardware Club.

dent, and as a natural sequence to the laudable manner in which he filled that position, fully deserved his elevation to the high and honorable position of president of the club. He is the senior partner of the old Hardware house of White, Van Glahn & Co., 15 Chatham Square, a house which has been in existence as a Hardware store on the same site since 1812. He has been largely identified with the establishment of a branch retail Hardware store at 49 East Forty-second Street, near the Grand Central Depot, carrying a large and finely-assorted stock, Mr. Van Glahn being able to devote his time between the two stores. He is also secretary of the Hardware Dealers' Association of New York City, recently organized, and has long been a member of the Union League Club. Arthur G. Sherman, who was elected secretary, was also one of the original trustees, or governors, named in the articles of incorporation. He has ever since been actively interested as a member of important committees, thoroughly imbued with the responsibility attached to the conscientious fulfilment of his duties in the interest of the club. He is the Export Representative of a number of well-known manufacturers, his offices being located at 14 Warren Street.

Steel freight car building is a remarkable line of industry in this country just now. A single company at Pittsburgh is said to have about \$20,000,000 worth of orders now on its books. Several other concerns have taken up the construction of steel cars, including the Cambria Steel Company, Sterlingworth Railway Supply Company, Pullman Company and several railways.—*Exchange*.

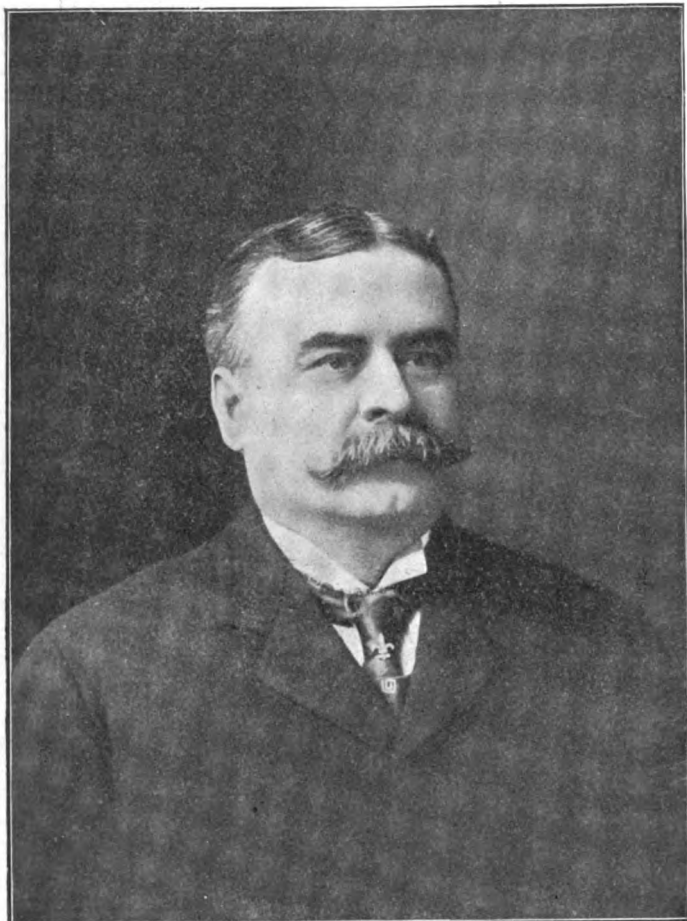
### M. S. Benedict.

M. S. Benedict, head of the house of M. S. Benedict Mfg. Co., received his first business experience in the employ of the Howard Cutlery Co., of New York, with whom he remained fifteen years. Some four years before he left them, he started with E. R. Wallace, a jewelry jobbing house at Syracuse, known as Benedict & Wallace.

After eight years, during which time he parted company with the Howard Cutlery Co., Mr. Benedict bought out Mr. Wallace and changed the name of the firm to the M. S. Benedict Mfg. Co. and opened a Chicago branch. Since then the only change in the *personnel* of the house has been the admission of Mr. Benedict's son, H. L. Benedict, as partner.

Soon after Mr. Wallace dropped out, the general jewelry business was discontinued and attention was turned to silverware jobbing exclusively.

Six years ago, the town of East Syracuse made Mr. Benedict a proposition agreeing to furnish him a three-story



M. S. BENEDICT.

brick building, 100x150 feet, for manufacturing silverware, and provide a certain bonus if he would locate there and undertake to maintain for five years a weekly pay roll of not less than \$600; at the end of that time the building would be deeded to Mr. Benedict. The offer was accepted, and the factory was started at East Syracuse, though the jobbing business was still continued at Syracuse proper. At the end of three years the pay roll was doubled, and East Syracuse made another proposition: If he would move all of the Syracuse business to East Syracuse, and put up another building the size of the original, the town would deed the factory and ground to Mr. Benedict at once.

This offer, too, was accepted, and now they are putting down a foundation for another enlargement that will increase the size of the factory one-third and make one of the best equipped factories for manufacturing silverware in the trade. There are at present over 250 hands employed, complete stock is carried at the Chicago branch, as well as at East Syracuse, and a New York office is maintained at

409 Broadway. Twenty-four men represent the house on the road, two of them devoting their entire time and energy to the jobbing trade.

Mr. H. L. Benedict is permanently at Syracuse, looking after the company's interests there, while Mr. M. S. Benedict divides his time between Syracuse, Chicago and New York.

Last year Mr. Benedict, with Mr. F. H. Macfarlane, formed a partnership known as the Benedict-Macfarlane Co. and started the manufacture of silver-plated flat ware with a plant at Bridgeport, Conn., employing 150 men. The M. S. Benedict Mfg. Co. takes the entire product of this factory. Mr. Benedict's business has increased largely from year to year; the volume of sales was increased nearly one-third during the twelve months just past.

In the Chicago branch it was found necessary to take another whole floor above the existing quarters at 109-111 Wabash Avenue. The capacity of the factory has been much increased, not only by the added space noted, but by the recent purchase of machinery, the dies and molds of the Acme Silver Co., of Boston, who for twenty-five years manufactured a complete line of fine silverware, especially for the jewelry trade. This purchase enables the Benedict Manufacturing Co. to furnish the trade with an exceptionally fine line of new goods.

The story is one of uninterrupted success. M. S. Benedict was born in the town of Milton, Saratoga County, New York, and there most of his early youth was passed. His home now is at Syracuse, where he is a member of the Citizens' and Syracuse Clubs. He has one son, Harry L. Benedict, who makes his home in Syracuse. Mr. Benedict has considerable real estate in Syracuse, is a member of the Chamber of Commerce there, and a stockholder in two of the local banks. The success that has attended him in all of his ventures is perhaps sufficient testimony to his acumen and far-sightedness.

He has not only been successful in his thirty years of business life, but has as well won that larger success that is shown in the respect and esteem in which he is held by his fellows in the trade he has followed.

He is a man with friends everywhere.

### How Old Newspapers Have Become Valuable.

An insurmountable obstacle to the making of old newspapers into a good quality of paper was the fact that the printer's ink with its resin and its heavy linseed oil could not be got rid of by any known process. Paper was made of old newspapers, but it was poor in appearance, poor in quality, and always betrayed its origin. So old newspapers became in a certain sense mere waste until about six years ago, when a young man in New Jersey ciphered out the fact that the resin and the oil in old newspapers, when the whole mass of ink and paper fibre together was subjected to a very high temperature would be just the thing for sizing for box-board paper. He had no capital, and he had difficulty in interesting people who had, but he succeeded at last, and now he is a millionaire. He himself ships from his mills 5000 tons of boxboard paper—"news board," as it is called from its newspaper origin—to England alone in the course of every year, while he derives a large income from the royalties on his patents.—*Exchange*.

### Uses of Slag.

Slag accumulates at the rate of millions of tons a year, its bulk being three times that of the iron from which it is separated. While it has heretofore formed mountains of waste, it is now utilized for building roads, for making bricks, paving blocks, tiles and railway ballast. In great monoliths, weighing over three tons each, it has formed breakwaters. It has proved its value as material for paint, because of the 55 to 75 per cent. of pure oxide it contains. As mineral wool, resembling asbestos, it is an excellent non-conductor of heat, and is used by architects as a filling under mansard roofs.—*Exchange*.



## CONSULAR COMMERCIAL COMMENTS.

### SUBSTITUTE FOR RUBBER.

The department is in receipt of the following report from Consul Nelson, of Bergen, dated February 6, 1901, relative to the discovery of a cheap substitute for rubber:

"After having experimented for several years, a Copenhagen chemist has succeeded in producing a material called 'solicum,' which possesses qualities that will render it of the greatest importance to the caoutchouc industry. It is produced, it seems, from asphalt, and can be used for the manufacture of linoleum, rubbers, insulators, etc. It is also claimed that the material can be used as a paint, in all colors, and that it is absolutely waterproof.

### COMMERCIAL ATTACHES AT GERMAN CONSULATES.

Consul-General Guenther, of Frankfort, February 14, 1901, says that the *Official News for Commerce and Industry*, in a recent issue, notes the appointment of commercial experts as attaches to the German consulates at Buenos Ayres, Constantinople, New York, and St. Petersburg. This move, adds the consul-general, is significant as showing the efforts Germany is making to increase the efficiency of her consular service, and is but a part of her general scheme of developing most advantageously foreign markets for her exports.

### COMMERCIAL SHIPBUILDING.

Consul Sawter writes from Glauchau, February 12, 1901: "England still holds the first rank among the nations of the world in the building of commercial ships. It is shown in Lloyd's register of English and foreign shipping that from the shipbuilding yards of the United Kingdom 1,442,471 tons of ships were turned out last year, against 861,692 tons turned out by all the other nations combined. If war vessels are added, the respective amounts are 1,510,835 and 1,053,792. In the last three years, however, foreign countries have doubled their output, while England has only increased hers by 50 per cent. Among other nations, the United States last year built 358,557 tons; Germany, 260,751 tons, and France, 165,348 tons. Next came Italy, where, through State premiums, 67,522 tons left the stocks. Germany turned out the largest ship—the *Deutschland*, with 16,502 tons—while four other steamers had each a tonnage of over 10,000 tons. England built eight big ships, four of them being 12,000 tons each and the *Minnehaha* 13,403 tons. France is making no headway with steamers, but, in consequence of subsidies, her sailing fleet increases, whereas England no longer pays attention thereto."

### ACETYLENE GAS VS. PETROLEUM IN GERMANY.

Consul Hughes, of Coburg, under date of December 18, 1900, writes as follows:

"Up to the present time, Germany has imported each year from \$25,000,000 to \$30,000,000 worth of American petroleum. This industry, however, seems to be threatened somewhat by the introduction of acetylene as an illuminant, in a convenient and safe form, for house, store, and other uses. This has resulted from the low price at which calcium carbide is being produced here, and also from the rise in the cost of petroleum in the German markets."

### GERMAN INFORMATION OFFICE FOR FOREIGN COMMERCE.

I am informed that a commission of the German Board of Trade has considered the question of the establishment of an information office for foreign commerce. In some quarters, it is doubted whether such an institution can be of any real service, as it may compete with bureaus already existing. Its promoters urge that the United Kingdom, United States

and France having anticipated Germany in this respect, this country dare not long remain behind. The new organization is not to supersede, but to complete, the old one. To finance the affair, it is proposed that three thousand firms should each subscribe annually \$25; the commercial chambers, 2 per cent. of their receipts; from unions, from the Empire, from the city of Berlin, an approximate sum of \$50,000 is expected. The work of the information office would consist in furnishing information on laws and decrees relating to trade with foreign lands, duties on each single article, regulations as to certificates of origin, agents, commercial travelers, protection of patents, information as to means of transport, cost of freight to districts where goods are required, or from which goods may be obtained. It is especially urged that reliable information should be given as to the addresses of respectable foreign solicitors. It is also expected that the German consular corps will help the project in every way in their power.

OLIVER J. D. HUGHES, Consul.

Coburg, February 16, 1901.

### GERMAN WIRE NAIL TRUST.

Consul-General Guenther reports from Frankfort, February 19, 1901:

The *Frankfurter Zeitung* states that the wire nail trust, during the second half of 1900, sold 2,230,717.6 tons in Germany, and 1,952,469.5 tons to foreign countries. While the sales to the latter were only about 300,000 tons less than those made in Germany, a profit of \$280,270 was made on German sales, while the sales to foreign countries yielded a loss of \$204,627. The price of wire nails in Germany is fixed by the trust at \$2.70 per 100 pounds; for export, however, at only \$1.51 per 100 pounds. The German consumers have to pay an excessive price in order to enable the trust to sell its surplus to foreign countries at greatly reduced figures. And still the trust asks an increase of duties of 7 marks (\$1.67) per 220 pounds. The present tariff is 3 marks (71.4 cents) per 220 pounds.

### AMERICAN GOODS IN THE WORLD'S MARKETS.

The following, dated February 1, 1901, has been received from Consul-General Guenther, of Frankfort:

In a recent publication, the Frankfort Chamber of Commerce calls attention to the growing American competition in the markets of the world. It says:

The harbor authorities of Calcutta advertised for bids on locomotives. The lowest English bid was 30,880 marks (\$7349) for each locomotive, to be delivered within nine months; the lowest American bid was 25,200 marks (\$5998), delivery within six months. The American firm received the contract. The contract for furnishing a large quantity of cast-iron pipes for the Dutch Colonies was some time ago awarded to an American firm, which underbid German competitors nearly 25 per cent. Lately, large orders for rails were placed in America from Holland. Even the English Government is obliged to give Americans the preference over their own works on account of lower prices and quicker delivery, as in the construction of the Uganda bridges. American competition will be felt, especially in the Chinese market, after the cessation of hostilities. A number of new steamers are already being built for the trade between San Francisco and Japan and China.

A movement is on foot to establish a commercial museum at San Francisco after the pattern of that of Philadelphia. This will be of great service to American commerce with East Asia.

## THE PAN AMERICAN EXPOSITION, 1901.

### STADIUM FOR SPORTS.

Handsome recognition of the popular sports of the Western Hemisphere has been made by the Pan-American Exposition. The Stadium is the largest and most beautiful arena for sports ever erected in America. It covers a plot 678 1-2 by 450 1-2 feet, and has a quarter-mile track with a width of 20 feet, and ground area ample for the requirement of all the events contemplated. The seating capacity is 12,000.

The front of the Stadium is very imposing. The broad entrance is through a two-story building covering 170 by 52 feet of ground. The second story will be occupied as a restaurant. Staff, color and sculpture are employed with excellent effect. A field of flags and streamers fluttering from staffs on the roof complete a scene of rare beauty.

A space 220 by 22 feet under the seats at the south side will be devoted to exhibits. A similar space at the north side

the site selected for the Exposition, house and grounds were taken by the Exposition Company, and it was decided that the clubhouse would be well adapted for woman's headquarters during the Pan-American Exposition.

When the Exposition architects looked over the house with a view to enlarging and remodeling it, they were surprised at the possibilities of the pretty little building. Plans were drawn. Partitions were knocked out. New rooms were added, and when the clubhouse was completed it was an artistic triumph.

The situation on the grounds is ideal. The house faces the Elmwood Gate, one of the main entrances to the grounds. It is directly opposite the New York State Building, which occupies a commanding position in the broad, beautiful parklands, and is a permanent structure of white marble. To the south the Woman's Building faces the park lake, where a great electric fountain is to be one of the scenic



will be devoted to quarters for participants in the games, storage, etc.

The nature of the sports planned is varied. Amateur events of all kinds will be particularly encouraged as representing the most desirable of athletic competitions. There will be professional events as well. College sports will be made a feature, and inter-collegiate events are being planned. There will be amateur and professional baseball, football, lawn tennis, Marathon races, cross country runs, lacrosse, cycling, basket ball, roque, shooting, Caledonia games, gymnastics, military maneuvers, turning, cricket, bowling and other sports.

### WOMAN'S BUILDING.

One of the attractive buildings on the Exposition grounds is the tasteful, artistic structure to be occupied by the Board of Women Managers.

The house was formerly the home of the Country Club, and, as the club's property was in the most desirable part of

beauties of the fair. To the east, it faces the Exposition rose gardens, which are to be marvels of fragrance and loveliness.

### Pan-American Stamps to Commemorate the Exposition.

In a recent number of the official *Postal Guide* the third assistant postmaster-general gives notice that the Pan-American series of postage stamps will be ready for delivery to postmasters "the latter part of April." These stamps were ordered by the postmaster-general at the instance of the authorities of the Pan-American Exposition, to be held in Buffalo from May to November, 1901. These series will include six stamps, and these will be, according to the statement of Edwin C. Madden, the third assistant postmaster-general, "the most artistic series ever issued from the department." The denomination, subject, color, etc., of each stamp are officially described as follows:

Denom-ination.	Subject.	Color.	Legend.
1 cent.....	Lake steamer .....	Green.....	Fast lake naviga-tion.
2 cent.....	Railway train .....	Red.....	Fast express.
4 cent.....	Automobile .....	Red brown.....	Automobile.
5 cent.....	Steel arch bridge.....	Blue.....	Bridge at Niagara Falls.
8 cent.....	Ship canal locks.....	Lilac.....	Canal locks at Sault Ste. Marie.
10 cent.....	Ocean steamship.....	Light brown..	Fast ocean naviga-tion.

The stamps are of uniform dimensions, .76 by 1.06 of an inch, the longer side being horizontal. The borders take the colors of the regular series on the same denominations at this date. The words "Commemorative series, 1901," and "United States of America" next below appear above the vignette; the legend in a line next below the central opening, with the denomination in a line at the bottom, appears in the same order on all stamps of the series. All the lettering is in white Roman capitals. The numerals are all white-faced Arabic in the Roman type except the 10 cent, which is the block letter type of figure condensed to secure space for the two figures. The borders are well separated from the central

Mason and Dixon's Line.

The original running of Mason and Dixon's line was done according to the terms of the final agreement between the Calverts and Penns, concluded in 1760 after protracted negotiations. There was a conflict in the grants of Maryland and Pennsylvania. The Penns had friends at court and Calvert was finally coerced into conceding everything Penn demanded, and this concession cost him the richest portion of his domain. The line between Maryland and Pennsylvania was begun in 1760 by a commission appointed for that purpose. The proprietors of the two colonies became impatient at their slow progress and agreed to engage Charles Mason and James Dixon to complete the work. Both Penn and Calvert were in London at the time, and they there engaged these two men, whose names have become so famous in connection with this historic line, for so many years the dividing line between the free States and the slave States of the Union. While Mason and Dixon are inscribed as mathematicians and surveyors, or merely as surveyors, they were men of learning and of scientific attainments. Both



pictures, and the words of denomination at the bottom are preceded on the same line by the word "Postage." All the central illustrations are from photographs as the objects represented appear to-day, and are to be printed in black.

One cent—The lake steamer presents the port bow, the pilot house is well forward and it is propelled by side wheels.

Two cent—The train of four cars is drawn by a locomotive with four drivers; four parallel tracks are shown.

Four cent—The automobile is of the closed coach order, with two men on the box and a part of the United States Capitol at Washington as a background.

Five cent—This presents the largest single span steel bridge in the world; two trolley cars are seen upon it, and a full view of Niagara Falls is shown under, beyond and up the river, with the graceful springing arch as a frame.

Eight cent—The great ship canal locks at Sault Ste. Marie, Mich., are given in a view from a higher point, including the immediate surroundings.

Ten cent—An ocean steamship of the American Line, with two smokestacks and masts, presents its starboard bow lapped by a rising wave.

were elected members of the American Philosophical Society. Mr. Mason was at one time assistant at the Royal Observatory at Greenwich. Their work in America included, besides running the line between Maryland and Delaware and Pennsylvania, the measurement of a degree of longitude in Maryland. After returning to England Mason and Dixon were sent to the Cape of Good Hope to observe a transit of Venus. Dixon died in Durham, England, in 1777. Mason came to this country to live in Philadelphia and died there in 1787. The two surveyors arrived in Philadelphia November 15, 1764, and began their survey early in the following Spring. The most difficult part of the survey was in fixing the line of the circle around New Castle, Del., according to Lord Hardwicke's decision. They reported that this line as fixed by them would not pass "one inch to the eastward or westward of the points indicated by the colonial surveyors several years previously" and that "the sighting along poles and the rude chain measurements of 1761 and 1762 would have answered every purpose, had the proprietary so thought."

On January 4, 1766, the party had crossed North Mountain in Washington County and had reached the Little Al-



legany. There they quit work because of the fear of Indians. The French and Indian War was going on, but the surveying party had been protected by the escort of a body of friendly Indians of the Six Nations. When they reached a point 244 miles from the Delaware River and thirty-six miles short of the northwest corner of Maryland their Indian escort left them and they abandoned the work. It was completed many years afterward by other surveyors.

Mason and Dixon did their work with the utmost care. Through the forests they cut a "vista" eight feet wide and set up a stone at the end of each mile. Every fifth stone was larger than the others, and had on the north side the arms of Thomas and Richard Penn and on the south side the arms of Frederick Lord Baltimore. One of these is preserved in Baltimore by the Maryland Historical Society, and some yet stand in their original places and are cared for by the authorities. The intermediate stones are smaller and have the letter "P" on the north and "M" on the south face. These stones were not erected west of Sideling Hill, a ridge near the boundary between Washington and Allegany counties. They were hauled as far as the neighborhood of Fort Frederick, in Washington County, and it was found impossible to carry them further through the mountains. Some of these abandoned stones, it is said, still remain in the neighborhood where they were left, having been utilized in buildings. West of Sideling Hill the line was marked by piles of stone and earth.

The removal of many of the historical landmarks has left the boundary line between Maryland and Pennsylvania in doubt in places, and it is to remedy this, as well as to perpetuate the historic line, that the Legislature has provided for this resurvey.—*Baltimore Sun*.

### Sargent's Gem Food Chopper.

Of all the many specialties that have been invented to lighten the labor of the kitchen in connection with house-keeping contentment, there is but little doubt that Sargent's Gem Food Chopper holds a front seat. It is a machine intended for daily use in the kitchen. It is not a piece of mechanism so complicated as to require a technical education to understand it, but is as thoroughly understood fifteen minutes after it has been put in use as any article of equal utility that aspires for the attention of the public. There are few parts, so that it is virtually impossible to get out of



SARGENT'S GEM FOOD CHOPPER.

order. Then it is so easy to take apart; to put together; to adjust; to use and to clean, that the operation of doing all this is approached with pleasure instead of dread, and when it is realized how much less trouble it is to perform its perfect functions than it used to be to operate a mincing knife and a chopping bowl, it does not astonish the careful housekeeper to know how popular it has become. Then again, there are no knives to sharpen, the four steel cutters being made so that they sharpen themselves. And this is something that *pater familias* is only too glad to know.

These steel cutters form one of the principal features, and are peculiar to Sargent's Gem Food Chopper. They run no risk of breaking; they chop the food; do not tear, mash, squeeze or grind it, but by their perfect operation it is prepared in pieces of uniform size, either fine, coarse or medium, as desired, and one of them may be used even for pulverizing. They chop quickly, quietly and easily. When it is understood that there isn't an article of food a housekeeper wants to chop that cannot be chopped in Sargent's Gem Food Chopper, the path for making ready sales is already a convenient one. Sargent's Gem Food Chopper is as useful in every season of the year, as though it were a combination of excellences. In preparing the breakfast, dinner, luncheon or supper when once clamped to the kitchen table it is ready for use at any portion of the twenty-four hours. Among the articles that may be chopped by its convenient aid, the principal are raw meat, cooked meat, all kinds of vegetables, fruit, bread, crackers, cheese, nuts and many other articles used by the up-to-date housekeeper in making substantial dishes and dainty desserts. Frugal housekeepers who understand what it is to economize find this a very useful article to have around, because many attractive and appetizing dishes can be prepared from the "left overs," which would otherwise be wasted if it were not for the Gem. Sargent's Gem Food Chopper is made in three sizes. Four steel cutters are furnished with each size for chopping in the manner referred to above. The numbers of the several sizes of Gem Food Choppers are: No. 20, which is the size generally purchased for family use; No. 22, which stands higher from the table, and has a larger hopper, and No. 24, which is extra large and heavy. The two larger sizes are so constructed that if necessary a sausage stuffer can be attached. Each chopper is packed in a pasteboard box in order to be distributed by the retailer in a handy manner. Sargent & Co., New Haven, Conn., and 149 Leonard Street, New York, who are the manufacturers of this most salable house-keeping specialty, do everything possible to assist the dealer in making a wide distribution of an article of such great utility. They send a collection of advertisements already set up, and from which electrotypes have been made to make it easy for the dealer to advertise in his local paper the merits of the Gem Food Chopper. This is a feature that will be appreciated by the dealer wherever found, as there will be no necessity for making up any advertisements of his own, as they are gladly furnished, ready for insertion, by the manufacturers of the Chopper.

CLEVELAND STONE CO., Cleveland, Ohio, have recently issued a large-sized pamphlet catalogue of 54 pages, which it is safe to say is one of the handsomest that was ever devoted to so conventional a product and where so little of an artistic character can be shown in connection therewith. It is handsomely printed on superior coated paper, having superb half-tone page illustrations with others scattered throughout the text, giving views of the various quarries from which this company draw their supplies, every illustration given being a gem, not only showing the articles themselves that are displayed in this catalogue and price list, but also the methods of using the same, and the methods of manufacturing, every picture in it apparently forming an object lesson of its own. This company controls the output of 20 quarries. The various stages of the work connected with the working of them are admirably shown in the illustrations in this pamphlet, together with fine views of the grindstone works and frame factories at Berea, West View and other points of interest in connection with their production. A number of pages are devoted to their line of scythe stones, which are handsomely illustrated, showing the distinguishing points of difference between the various styles, together with such other portions of their product as axe-stones, shoemakers' sand-stones, etc., etc. This is a publication that reflects a great deal of credit on this old established company, and should be in possession of every one of our readers handling this description of goods. Among our New Goods and Specialties will be found a description of their new mounted grind-stone, the "Auto," which has been recently added to their already large line of these goods.

### Facts From the Census.

The more interesting complications of the Census Board are now beginning to appear. Take a recent bulletin—that pertaining to the area in square miles of States, Territories and Counties—for example. From it we learn that in water surface, bays, estuaries, seaways, lakes and rivers, Florida leads with 4440 square miles, while next in the order named is Minnesota with 4160 square miles, North Carolina with 3670 miles, Texas with 3490 miles, Louisiana with 3300 miles, Maine with 3145 miles, Utah with 2780 miles, California with 2380 miles, Maryland with 2350 miles, and Virginia with 2324 miles. Delaware has the smallest water surface, 90 square miles. Which State or Territory in the United States contains the largest county is a question that would stump the average man. But not for long, for reference to the census bulletin referred to would tell him that in Custer, Montana has a county of 20,490 square miles, which makes it larger than any of the following States: Maryland, Massachusetts, New Hampshire, New Jersey or Vermont. Add Vermont and New Hampshire together, and their area is less than that of Custer. Other large counties are San Bernardino in California, 19,947; Lincoln in Nevada, 19,437; Coconino in Arizona, 19,322; Nye in Nevada, 17,376; Choteau in Montana, 16,049, and Socorro in New Mexico, 15,386. The largest county in Texas is El Paso, with 9353. There are about twenty-five counties in the United States larger than El Paso. Rhode Island naturally has the smallest county—Bristol, with 25 square miles. Custer County is more than 819 times larger than Bristol. These census bulletins should find a welcome place in all schoolrooms throughout the United States, for from their pages may be gleaned many interesting facts not contained in text-books.

### An Improved Method of Filing Catalogues.

We learn from C. B. Carter, the efficient Secretary-Treasurer of the Southern Hardware Jobbers' Association, that during the attendance in Asheville, N. C., of the Executive Committee recently, they took pleasure in calling upon a number of Hardware dealers in that town, and in one of the stores, which is conducted and owned by Miss Penniman, under the firm name of Penniman Bros., they were very materially prepossessed in favor of a system which that Hardware-lady has adopted in her business. It so pleased the business-like members of the Executive Committee that they desired Secretary Carter should bring it before the membership of the Association as something worthy of their adoption. The system which has been adopted by Miss Penniman is an exceedingly simple and not an intricate one, but it forms a most excellent arrangement, and it is doubtful if any of the members of the Association are pursuing the same plan. It is a well-known fact that all experienced Hardwaremen have greater or less difficulty in keeping track of price lists and discount sheets that have reference to the various catalogues which they receive, and many a time they have been provoked beyond measure from inability to find a certain discount sheet when it was essential to have the information contained in

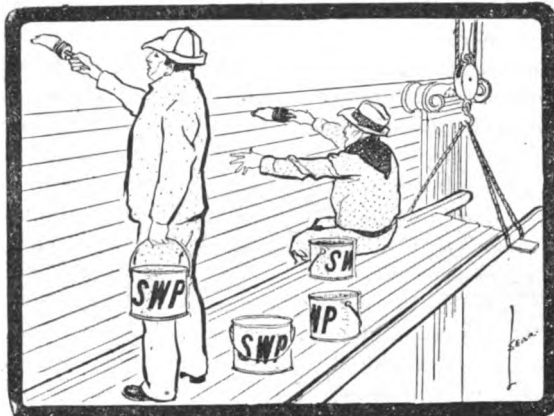
## Painting Activity.

There are only a few weeks before the busy painting season opens—the busiest in the history of this continent.

Are you ready to reap your share of the harvest?

Are you going to sell poor paint or good paint?

Are you going to work for the future or only for what you can make out of the present season? The dealers who handle



### The Sherwin-Williams Paint

will not only take the best advantage of the present prosperity and make a good profit, but by selling an entirely satisfactory paint will establish a big paint business for all the future.

It is not too late to get in line with S. W. P. Write us.

## THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS,

CLEVELAND,  
CHICAGO,

NEW YORK,  
MONTREAL,

BOSTON,  
TORONTO,

SAN FRANCISCO,  
KANSAS CITY.

it. Having experienced this difficulty herself, Miss Penniman has pasted an envelope on the inside of the front of each catalogue, of course pasting the writing side down, and the discount sheet is then folded and placed in the envelope. The catalogue is then fully prepared to be filed away for future reference. When it is found necessary to refer to the catalogue, and make use of the list and discount applying to any certain article, all that is necessary to be done is to turn to the front of the catalogue, turn back the flap of the envelope, which is there secured, take out the enclosures and all that you require is within reach. Sometimes an occasion arises where a customer desires a catalogue for examination. In such a case you do not wish him to see the price list or discount sheet, and it needs only a second to take the same out of the envelope and give him the book. It is a well-known fact that many jobbers merely paste discount sheets in the back of their catalogues, and when an occasion occurs to loan the book it will be necessary to either tear out those sheets, which would indicate to the customer that you were trying to keep information from him, or else permit it to be handled with that information unnecessarily within his reach; while if the envelope method had been used, there would have been no necessity for adverse criticism or want of confidence. This seems like a very feasible plan, and it would be good policy on the part of our readers to test this simple method of keeping such matters in systematic shape. We cannot do otherwise than commend the public-spirited manner in which Secretary Carter has seen fit to follow up methods that are so apt to be utilized when brought to the attention of those needing them.

“Miss Binks hasn’t a particle of social instinct.”

“What do you mean?”

“Why, when she is invited to lunch, she talks more than the girl who is to pay the bill.”—*Chicago Record*.

### Coldwell Lawn Mower Co.'s Specialties.

Among the numerous complete lines of Lawn Mowers that are offered to the attention of the Hardware trade of the country, it may well be believed the Coldwell line embraces the greatest variety, made by a single concern, in the world. They make no duplicates among their styles, which is frequently done in the distribution of a large line of similar appliances, that is to say: No one mower is similar to another in principle, with only a trifling difference in some minor part. Nor has any single machine been cheapened in order to make another to be marketed under different auspices. Each one of the large variety manufactured by this company is made for a special purpose. The durability, lightness of draught, and general excellence of a lawn mower depend to a great extent upon the material, but more particularly the skill employed in its manufacture in order to produce a perfect article. With the long and extended experience, and with certainly as perfect equipment in the way of a plant as it is possible for a manufacturer to achieve,

ning the machine backward, another point is made: The gears are stationary, and this, with the fact that the pinion is permanently affixed to the revolving cutter shaft, makes the gears less liable to wear and tear. They are quite easily sharpened by simply placing a nail or piece of wire in the hole in the outer edge of drive gear, and then turning the revolving cutter backward against the bottom knife, on which has been placed a little paste made of oil and emery. It will be noticed this does not necessitate either taking off

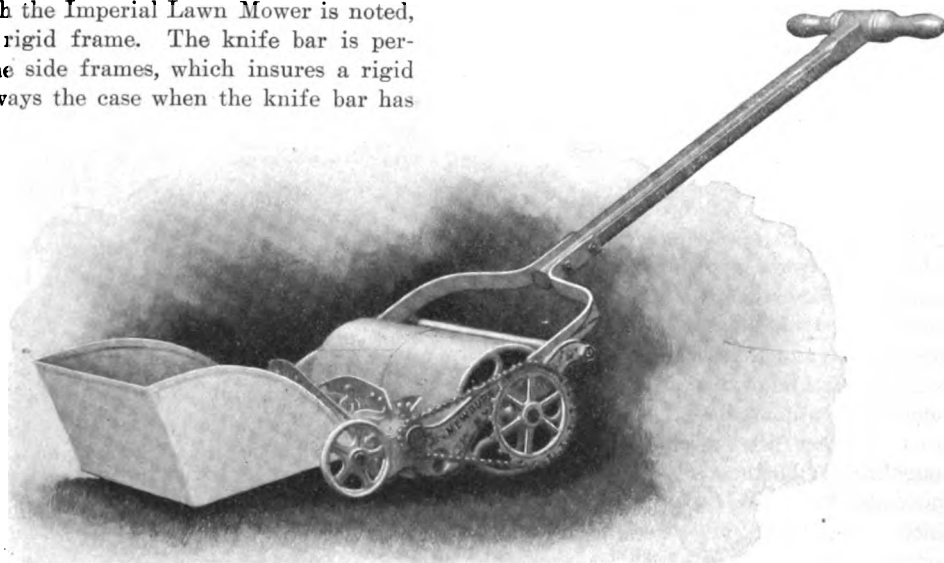


COLDWELL'S HIGH WHEEL IMPERIAL LAWN MOWER.—Fig. 1.

they have been enabled to produce a line of lawn mowers that are known in every part of the world where labor-saving devices of this character find a foothold. There is always satisfaction in handling a mower bearing the name of "Coldwell," from the fact it is guaranteed to give perfect satisfaction for the special work for which it is designed.

We present herewith an illustration of their High Wheel Imperial Lawn Mower, which is provided with the latest improvements emanating from the inventive ability of Thomas Coldwell, who may well be considered the father of the Lawn Mower industry in the United States. Among the many features for which the Imperial Lawn Mower is noted, may be mentioned its rigid frame. The knife bar is permanently secured to the side frames, which insures a rigid frame, which is not always the case when the knife bar has

drive wheels or pinions, nor changing the ratchets or pawls, which in almost all similar cases has to be done. Again, the hangers which carry the revolving cutter are so constructed that any wear which may occur either in them or in the revolving cutter shaft, can be readily taken up. It is claimed by the manufacturers that the ratchet and the adjustment, differing from other mowers, form the strongest points in the Imperial Mower. The fact that the Imperial Mower has attracted the attention of those having in charge the numerous great lawns in the several departments of the United States Government, and that it also was a successful mower



COLDWELL'S GOLF MOWER, WITH GRASS CATCHER.—Fig. 2

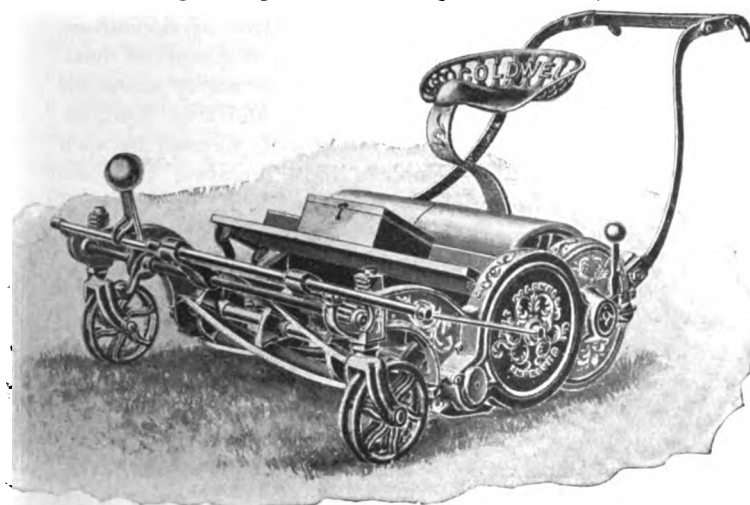
to be adjusted. The revolving cutter, which is adjustable up and down to meet the lower or stationary knife, is provided with the most perfect lock adjustment possible. Considerable attention has been given to the ratchet, which has usually been considered the weakest part of all lawn mowers, arising from its constant wear, which in the machine under review is so constructed as to be as durable as any other part of the machine, and well calculated to resist wear. In run-

ing the machine backward, another point is made: The gears are stationary, and this, with the fact that the pinion is permanently affixed to the revolving cutter shaft, makes the gears less liable to wear and tear. They are quite easily sharpened by simply placing a nail or piece of wire in the hole in the outer edge of drive gear, and then turning the revolving cutter backward against the bottom knife, on which has been placed a little paste made of oil and emery. It will be noticed this does not necessitate either taking off

We also illustrate Coldwell's Grass Catcher, which is used in connection with chain or geared roller mowers. This is a



very desirable addition to the utility of a lawn mower, making it a very suitable article for golf grounds. The grass catchers are made of heavy duck canvas hung on a steel frame, with fine mesh wire bottom. These for the side-wheel mowers can be easily lifted from the machine. The Coldwell six-blade chain roller mower is popularly known as Coldwell's Golfer, as it is an extremely light-running and very popular mower for golf grounds. The grass on a putting green should be cut very smooth and close to the ground. This is done with a greater degree of success, it is claimed, by a front cut machine, the height of cut being regulated by the front rollers. When the rollers are raised to the highest point it lowers the mower so that it will almost shave the sod. The substituting of large and small sprockets and a drive chain for gears lightens the draught, and the speed



COLDWELL'S IMPROVED HORSE MOWER. Fig. 3.

gained in combination with the six-blade reel, gives a smoothness of cut which can only be obtained by a higher gear for a greater number of blades in the reel, and this would add considerably to the friction of a mower.

The other illustration that we present herewith is the Coldwell Imperial Horse Mower, which is fitted up throughout with the best steel shafting, composition bushings or bearings, polished oak footboards, Loring Coe's knives, etc. The finest skilled workmanship that is put upon any mower will be found upon this perfect machine. These mowers have been adopted for use for many consecutive years by the United States Government and New York City Park Board after severe competitive trials and tests of durability.

### Stevens' Shot Guns and Rifles,

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are at the present time placing on the market a series of single-barrel shot guns, and also an improved form of rifle designed for shooting .22 short cartridges, conforming to the

struction, durability, simplicity and shooting qualities of this low-priced gun. The gun is made in 12, 16 and 20 gauges, with barrels measuring from 26 to 32 inches in length, the gun weighing but 6 1-4 to 6 3-4 pounds. Another style similar to the No. 100 is No. 110, of which we have no illustration. It is made with an attached fore end, but with

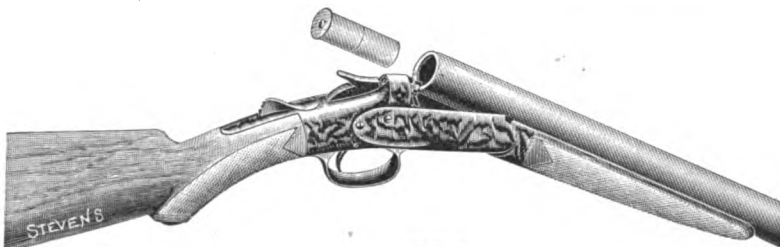
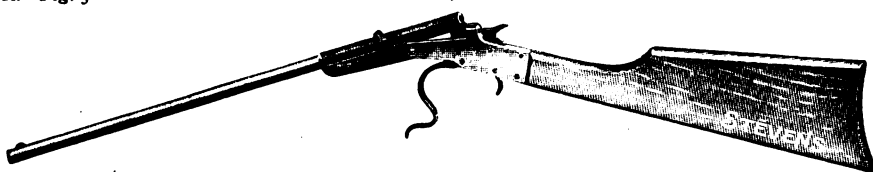


FIG. 2.

automatic shell ejector. It has the same checkered grip and fore end and pistol grip cap that is shown in Fig. 2, which illustrates the next higher grade, it being made in the same dimensions and gauges as the No. 100. The third gun of the series, which is known as the No. 120, is illustrated in Fig. 2. It is referred to as a fancy ejector, with patent fore end, checkered and automatic ejector, the latter being a special device enabling the sportsman to change it from an ejector to an extractor by a couple of turns of a screw. This gun, which is referred to as possessing a fine finish, has pistol grip and is checked and capped. The Stevens-Maynard, Jr., Rifle, which is an improved form of the old Maynard rifle, is illustrated in Fig. 3. This has an 18-inch half octagon barrel, with steel frame, walnut stock and steel butt plate, and is intended to shoot .22 short cartridges. The rifle is claimed to be exceedingly accurate, all parts being machine-made, and is true to gauge and interchangeable as to its parts. It weighs but 2 pounds, 14 ounces, and is distributed packed one in a box. This, in addition to their new Crack Shot Rifle, of which the list is one-third higher



MAYNARD JR.—FIG. 3.

in price, is designed by the company to supplant the cheap imported Belgian Flobert Rifles, furnishing an American substitute, and the pushing of the sale of which will give the dealer satisfaction. Further information regarding these new and desirable goods will be furnished on application to the manufacturers.

The Iowa Farming Tool Co., Fort Madison, Ia., are responsible for some of the most artistic stationery that is being distributed in the interest of the steel goods trade that we have had brought to our attention. They are artistic little leaflets running four pages each, with half-tone illustrations printed in colors, showing great care in their preparation. No one would believe it possible that unless the goods were of the degree of excellence that the product of the Iowa Farming Tool Co. is acknowledged to be, such pains would be taken to exploit them. Included in their assortment of this class of advertising are some very handsome blotters distributed to the trade, with illustrations in colors forming part of the announcement, that show an amount of appreciation of artistic advertising that should be equally impressive to the trade receiving it. We like to add our meed of praise to this class of work, believing that it cannot do otherwise than augment the distribution of the product.

A young girl who carried her dinner was observed to eat her pie first. When asked why, she replied: "Well, if there's anything left, it won't be the pie, will it now?"—*Ex.*



FIG. 1.

illustrations given in the course of this article. Fig. 1 shows the Stevens Single-Barrel Shot Gun No. 100, which has an electro-steel barrel, choke bored; is provided with walnut stock and pistol grip, with rubber butt plate, and case-hardened frame. It is bored for nitro powder, and possesses a top snap, low-rebounding hammer and forearm attached to barrel. The company refer especially to the con-

### J. B. McCarty & Co.

George B. McCarty, son of the head of this well-known firm, has recently been admitted to partnership. He was born in Brooklyn, New York, 1873, and was graduated from the High School in that city in 1890. During that year he made his first business venture with H. L. Judd & Co., with whom he remained a few years, when he became identified with J. C. McCarty & Co., 10 Warren Street, New York, the senior member of which firm is his father. While George B. McCarty is still a very young man, he has had the benefit of considerable experience as a salesman, and from his long association with his father, few men are better known among the buyers in the jobbing trade, as well as the department stores and catalogue houses throughout the country. His firm has, since its organization in 1858, made



GEORGE B. MCCARTY.

a specialty of representing manufacturers of Hardware and kindred lines, and to-day numbers among its principal agencies many of the leading manufacturing companies, a complete list of which will be found enumerated in their full-page advertisement which appears on page 13 of this issue.

The firm has some sixteen salesmen on the road, canvassing the entire country almost continuously. They have resident salesmen in Montreal, Buffalo, Chicago, San Francisco, Los Angeles, Knoxville, Covington and Cincinnati, independent of their home office staff. They control a large export trade in Canada; also in Mexico and South America as well as China and Japan.

Among the many concerns with whom Mr. McCarty is in almost daily touch are the large representative department stores and catalogue houses in the Metropolitan district, with whom he has been instrumental in introducing to the buying population a great many novelties which to-day are household necessities.

He has a great many years of usefulness before him, and, with a continuance of the energy and enterprise thus far manifested, should prove eminently successful in his career.

### Movement in Austria Against American Exports.

The expiration of the tariff treaties of Austria-Hungary in 1902 will necessitate a general revision of the customs laws of the country. There is a strong element in Austria which views with great displeasure the increasing imports of American commodities that come into direct competition with the products of the Austrian soil or workshop. The representatives of the Austrian iron and steel industry have repeatedly demanded the imposition of higher import duties upon our iron and steel ware, and the owners of olive groves have combined with the refiners of edible oils to demand a material increase in the duty on all oils which are used as substitutes for olive oil. There is no doubt that the sole aim of the latter movement is to prohibit entirely the importation of American cottonseed oil.

Recently, the Austrian Butchers' and Packers' Association appealed to the various chambers of commerce in the Empire to join them in petitioning the ministries of agriculture and commerce to prohibit the importation of American meat. The association claims that no necessity whatever exists for the importation of foreign meat stuffs, and that Austrian cattle breeding and trade are being greatly harmed by such importation. All the chambers have promised their co-operation in the proposed movement, with the exception of that of Klagenfurt. This body declares that it is not in favor of prohibitive measures, on account of the reprisals that would probably follow. It favors, however, a more thorough examination of all meats imported, declaring American methods of inspection too superficial to satisfy the European consumer.

There is certainly every indication that the new tariff laws of the monarchy will be framed with a special view to prohibiting the importation of American products, unless the manufacturers, as well as the laboring classes, enter a decided protest against such a policy—the former from fear of American retaliation; the latter because of the rise in the cost of necessities of life which would inevitably follow.

Austria buys from us much more than she sells to us, and that is perhaps the reason why a majority of her economists do not fear American retaliation. Prohibitionists in Trieste point to the fact that the total value of merchandise exported from this port to the United States in the year 1899 was only \$792,611, while direct imports from the United States during the same year amounted to \$7,876,990.

Of course, it is the agrarian element that has started, and is constantly furnishing fuel for this agitation. Public opinion, as far at least as it is at present expressed, is certainly on the side of the prohibitionists, who, it must be remembered, are a well-organized and active body, while their opponents, however numerous, are scattered and slow to move. It may, therefore, not be fully realized that there is another side to this question until it comes up for a final hearing.

FREDK. W. HOSSFELD, Consul.

### Ten Greatest American Railroads.

A table showing the mileage controlled by the principal railroad companies of this country on July, 1900, was compiled by the *Railway Age*. The ten largest systems are as follows:

New York Central.....	10,410
Pennsylvania.....	10,392
Canadian Pacific.....	10,018
Southern Pacific.....	9,362
Chicago & Northwestern.....	8,463
Chicago, Burlington & Quincy.....	8,001
Southern Railway.....	7,887
Atchison, Topeka & Santa Fe.....	7,880
Chicago, Milwaukee & St. Paul.....	6,437
Union Pacific.....	5,584

The Pennsylvania Railroad is the largest system in the country under one name. It is shown that twenty-eight railroad companies control a total mileage of 147,061.

The greatest height ever reached in a balloon was 26,160 feet. Two of the three aeronauts who made this ascent were suffocated.



### About Trusts.

The country has heard much about trusts of late. Some of the talk has been, after a fashion, wise; mostly it has been otherwise—foolish to a degree, absurd as ignorance and mulish conceit could make it. It was not so very long ago, the great-grandfathers of this generation were boys then, when workmen in England and over Western Europe, smashed iron and cotton machinery, being moved to such vandalism by the fear that the machines would, by making possible the doing the work of ten hand workmen by one machine workman, send nine out of every ten to the alms house or simply starve them to death.

But the world moved along, common sense and experience proved too much for the stupid and stubborn conservatism, that then, as in all times and countries, seeks to retain the outgrown and the worthless. Wages rose, instead of going down. Manufactures were so cheapened that great numbers wore better clothes and more clothes. Others worked with improved tools afield and at the bench and anvil. The old power loom and spinning jenny brought cotton dress goods down from 40 cents a yard to 12 1-2 cents, to 10 cents. Polished cast iron and steel plows replaced the old wooden mould-boards, and one man could turn over more ground than two or three could in the one man's father's time. The things the carpenter worked with were faster tools than those of the good old days. All this was chiefly the work of individuals. By and by the virtue and power of combination was found out, and men sought authority from the State to put their means together; they called these new kind of firms corporations, and they did wonders for that time. Invention came to the aid of combined capital. The blast furnace was invented for the smelting of iron, copper, zinc, silver and other ores.

In our own country, fifty or sixty years ago, cloth was made for the family in nearly every farmhouse. The wealthiest farmers wore homespun, clad their feet in cow-hide boots, the leather being tanned by some roadside rural establishment, and the boots made by the village Crispin. Rag carpets covered the floors, if they were covered at all. The housewife looked after the home keeping and knit a pair of stockings in a week. The men mowed their grass and cradled their grain, two of the most wearing drudgeries that ever fell to the lot of a civilized being. The mowing machine laid away the scythe, the harvester superseded the cradle, as the factory for making cloths and clothes and boots and shoes dispensed with the domestic product in these lines; and the result is a better clothed, better shod, better housed and better fed people, that has outgrown the primitive era and its methods. Coupled with the railroad representing a vast aggregation of capital, the factory, enlarged to many times the dimensions of its predecessor fifty years ago, has made the luxuries of our fathers the necessities of their sons. And we could not afford one-half of the good things, the beautiful things, the means of health and happiness we lavish on our families and ourselves, but for the vast aggregations of capital in all the lines of staple production. The howlers against the great factories of iron and steel goods, of cottons, woolens and silks and food materials, are the lineal descendants of the fools who smashed the crude trip hammers, power looms and spinning frames in the early years of the century that has just gone out. But let us revert to the matter of trusts. The earliest combinations of corporations into still larger combinations, were made in England. Now such monopolies are very common in that kingdom, also in Germany and France. Since 1888, no less than 328 concerns in different lines have been combined in Great Britain. There are fourteen of these trusts. Their aggregate capital is about \$235,000,000 expressed in our money. One of them, the calico printers' trust, combines sixty corporations, and has a capital of \$46,000,000. The average rate of profit these combinations pay their shareholders is less than 6 per cent., though the Coats thread monopoly,

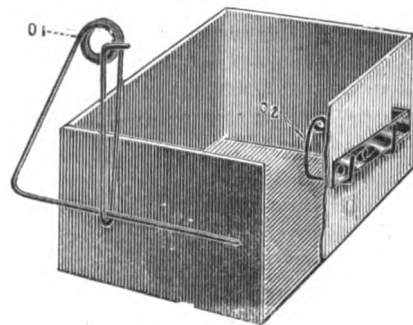
capital \$28,000,000, has paid from 10 to 40 per cent. dividends and seldom pays less than 20 per cent. The English Exporters' Union controls the export trade of iron and steel, and while it is a pool and not a corporation, it wields several hundred million dollars of capital, and virtually regulates the largest export iron and steel business in the world.

These combinations have grown up in England because competition with other countries' products forced the English concerns to save expenses of production, freight, etc., or go bankrupt.

Our great so-called trusts have been the natural evolution of the small and large corporations, that were originally organized to meet the people's demand for better and cheaper clothing, tools, shoes, nails and other iron goods, wire, machines, the long list of things we buy to eat, to wear, to work with. We will no more break them up than our fathers and ourselves broke up McCormick, Aultman, Case, the Millers, the vast textile and shoe factories, out of all of which the immense trusts have been formed. The latter need regulation, as the original corporation did a generation ago; but the enlarged co-operative corporation is as needful now as the several members that compose it were needed a few years ago; the great things have come when the time was ripe for them, and they have come to stay. The next generation will laugh about our shivering fear of them and our futile efforts to destroy them, as we laugh at the blind and dull fellows who, for a half century, fought against the introduction of labor-saving devices and prophesied that the machines would fill the poor houses with the workers, and give the manufacturers everything on, above, and under the earth.—*Chattanooga Tradesman*.

### Herrick's Spring Sampling Hooks.

F. A. Herrick Co., Jackson, Mich., are manufacturing the Spring Sampling Hooks which are illustrated in the cut given in connection with this article. They form a very desirable acquisition for the Hardware dealer, as it is an article he has felt the want of many times. By the aid of this useful appliance, samples are readily removed from the front of the sample boxes and may be sold and replaced with new stock in almost every instance, making it entirely unnecessary to leave an old, rusty, worn-out sample on the



front of the boxes to sell by, simply because it is usually too much trouble to remove it and replace it with a new one. This enables the dealer to keep fresh samples constantly before his customers. They are made in two sizes. The Fig. 01 hooks are formed from No. 18 tinned steel spring wire, and are the proper article for all light goods. The Fig. 02 are heavier, being made of No. 14 wire of the same quality, and are strong enough for all samples of heavy goods. In applying them to the sample boxes, the long end of the wire is passed through a hole in the box from the inside, and pressed up to within about a half inch from the box, as shown in the cut herewith. The wire is then bent up to fit whatever is being sampled. Should the end in this case be found too long, it may be cut off without detriment. Then drive the short end of the wire in the box, and if this is too long, cut this off also, so that it may go in up to the shoulder. By this method the hooks are held firmly in place, and by pressing on the spring slightly from the inside of the box, a sample may readily be removed.

### Wire-Nail Industry.

A HISTORY SHOWING HOW IT SPRUNG FROM A SMALL PLANT.

A quarter of a century ago the wire nail was practically unknown, states the *Chicago Record*, while to-day it is controlled by one of the greatest trusts in America and is of more general use than any other item in the iron industry. The story of the stride of this industry to so important a place is a splendid illustration of the inventive skill and the business sagacity of Americans, and at the same time is touched with a romantic interest that makes it fascinating. It was a clergyman who made the first wire nails in America and brought them to that degree of perfection that they supplanted the iron nail, but that clergyman has long since passed and the captains of business have taken up the results of his genius and through them have levied the tax of an enormous trust upon the people of the United States, and, in fact, upon the people of the world.

#### FIRST MADE IN COVINGTON.

It was in Covington, Ky., that the first wire nails were made in America. In 1875 Father Goebel was pastor in charge of St. Augustine's Catholic Church in that city, and he was one of those rare men who mingle the practical with their piety, and while he directed his one eye on eternity the other was fixed on one thing or another whereby he could turn a dollar. And in addition he was a mechanical genius. Father Goebel had studied for the ministry, had retired and married and raised a family, and had then returned to the pulpit. But all the time he was in close touch with the world and was connected with the first one thing and then another that offered hope and promise in a material way.

Before Father Goebel came to this country from Germany he had seen Frenchmen and Germans hammering nails out of wire. When he had established himself in the ministry at Covington he opened a forge in an old outbuilding standing in a brickyard. He started the making of wire nails, first by hand, and gradually one improvement after another came to his mind and was carried out until the nails made were more useful and could be made more cheaply. Soon after he began he improved upon the old nail by cutting barbs in its sides, and by this they were made to hold more firmly. Then, to accelerate his work, he made a die into which he slipped the wire that had been cut to proper lengths, and while resting on these dies the head was pounded on the nail. On an anvil he hammered on the point, and the barbs were cut in the sides by hand. It was the nail that is made to-day, but the production was so expensive that they were impracticable for ordinary use.

#### IMPROVEMENTS IN MACHINERY.

It was about this time that the French introduced a machine that would do what Goebel was doing by hand, and as soon as the latter heard of it he imported one of these machines. The introduction of this machine was the real beginning of the wire-nail industry in this country on a large scale. And this same machine is now in this city, stacked in the attic at the large local plant of the American Steel and Wire Co. Covered with dust as it is, and stored where it is never seen, it is nevertheless one of the epoch markers of this industrial age, and from this comparatively crude device sprung within a few years an industrial trust that is capitalized at \$24,000,000, and that is making a good percent. on that large amount of stock. It was a queer machine when it was received, but the principle was right, and the great machines that to-day turn out hundreds of thousands of nails a day are constructed on identically the same plan. It was operated by hand and the speed was sixty nails a minute. Goebel attached a flywheel, geared it to steam, and by other improvements increased the machine's speed to double this capacity, which was as many as twenty or thirty men working by hand could produce. This was the first "single-header" machine, making one nail at each stroke, and this machine produces, with its present improvements, as high as 45 nails a minute, while the double-headers, produc-

ing two nails at a stroke, turn out from 550 to 600 a minute, or a total of 30,000 an hour.

Goebel was a genius when it came to mechanics, but in business he had little ability. With an enterprise that was to make many men millionaires he could not keep even. His little congregation had faith in him, however, and it was not infrequently that a collection had to be taken up to support his little industry, as well as to support the church. Time and again this happened and the congregation was over-patient, but at last the members refused to put up any more and the industry fell into the hands of two Germans—Michael Baackes and James Michaelburg. These two operated it for awhile with indifferent success, and then the little shop came to the control of B. H. and L. H. Gedge, two young men who became the real developers of the wire-nail business. The two had opened a plant in Cincinnati. They later moved both plants to this city and now reside here, comfortable in a fortune made in a few years.

#### PREJUDICE AGAINST WIRE NAIL.

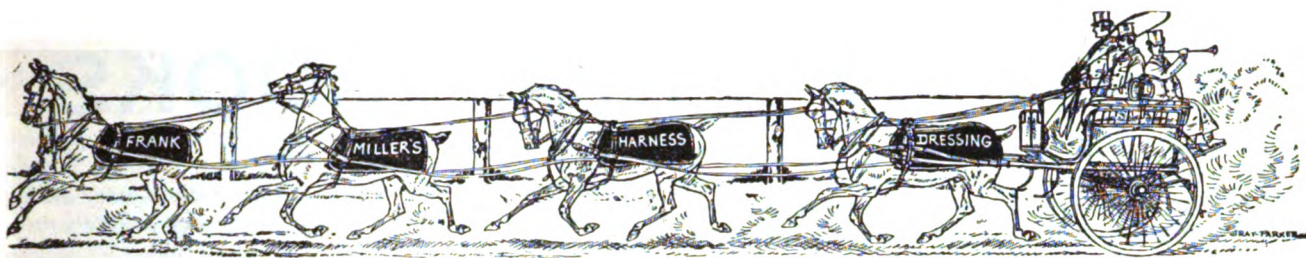
The general introduction of the wire nail over the country is yet fresh in the memory of comparatively young men. At the outset it met with a decided prejudice against it and in favor of the old cut iron nail. This prejudice was so strong that salesmen on the road had to carry hammers and blocks of wood with them in order to demonstrate the superiority of the wire nail by driving the new and the old into blocks and then splitting the blocks open. Business came slowly. In those days an order for a few kegs was very comforting, and when the Chicago & Northwestern road gave an order for 1300 kegs it created consternation among the makers of the cut nails and untold delight among the pioneers in the new industry.

It was a notable occasion in 1884 when the company made a shipment of fifty kegs. So notable was it that the plant was shut down that the men might see the car pulled out. Now barges, laden with from 10,000 to 20,000 kegs, pass Covington quite frequently on their way from Pittsburgh to points along the Ohio and the Mississippi. Cigar manufacturers took up the use of the wire tack very extensively and soapmakers were the next converts. In Louisville a traveling salesman showed the nail to two customers, both tobacco dealers and doing business on opposite sides of the street. One of these dealers refused to buy the nails because they would not hold the caddies together. This was what he thought. The other refused on the ground that once they were used the caddies could never be opened save by tearing them to pieces. So this general misinformation obtained, and backed by a natural and fostered prejudice the wire nail had to fight its way from start to finish. But the reward was enough. The annual production of these nails reaches at present from 8,000,000 to 10,000,000 kegs.

#### SOLD FOR \$2,000,000.

The Gedges, on bringing the factories to this city and combining them, took in with them C. P. and C. H. Garvey, young men of Covington, and E. J. Buffington, the son of a tobacco merchant of Cincinnati. The plant was enlarged here by the addition of a rod and a wire mill and its business soon began to prosper. Other mills began going up over the country, but the demand for the nails increased much faster than the mills and they all prospered and waxed strong. Two or three years ago these original developers of this industry sold out their local plant to the American Steel and Wire Co., the purchase price being \$2,000,000. All of these men had made their fortunes. The Garveys and L. H. Gedge have retired, and are enjoying life as suits their fancy. B. H. Gedge has built a large iron-roofing factory; E. J. Buffington became one of the head officers of the wire-nail trust and later became president of the Illinois Steel Co., and Fred Gedge has lately become manager of the Western plant for this same trust. Father Goebel, who made their fortunes possible, died in poverty in a Cincinnati hospital six years ago.





OLDEST.

ESTABLISHED 1838.

LARGEST.

# THE PREPARATIONS FOR USE ON HARNESS KNOWN AS "THE STANDARD OF THE WORLD."

HIGHEST AWARDS  
CENTENNIAL, 1876.



## HARNESS OIL.

Preserves and softens the  
Leather, consequently  
adds life. Compounded  
with pure Neatsfoot Oil.



## CARRIAGE TOP DRESSING.

Gives an Elastic, Durable  
Waterproof Gloss, and  
is positively safe to use on  
finest stock.



## HARNESS COMPOSITION.

Cleans, Oils, Finishes.



## HARNESS DRESSING.

The very best article of its kind. Unequalled for use by both  
manufacturer and owner of Harness. Is used by  
nearly all Harness Manufacturers in the World.



Beware of imitations and all articles that are sold  
as being as good as "Frank Miller's."

Supply your Customer with the *BEST*, and hold his trade.

Manufactured by

HIGHEST AWARDS  
WORLD'S FAIR, 1893



## IXL HARNESS OIL.

Second in Quality only to  
our Frank Miller's Har-  
ness Oil. Superior  
to all others.



## AXLE OIL.

Superior to Castor Oil, lasts  
longer, and will not  
gum.



## HARNESS SOAP.

Unrivalled for cleaning,  
softening and blacking Har-  
ness. Imparts a fine finish  
which will not soil the  
hands or gloves.

IT PAYS EVERY DEALER TO HANDLE. AND EVERY CONSUMER TO USE OUR GOODS.

OUR PREPARATIONS ARE UNIFORM IN QUALITY, AND THE QUALITY THE BEST.

# The FRANK MILLER COMPANY.

EUROPEAN OFFICE—

**Tower Chambers, Moorgate,  
LONDON, E. C.**

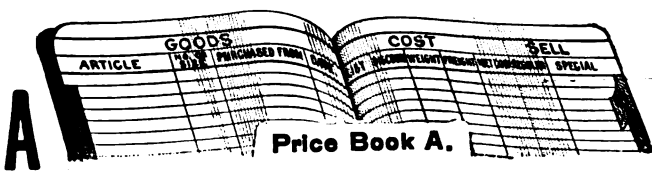
OFFICE AND FACTORY—

**349 and 351 West 26th St.,  
NEW YORK, U. S. A.**

# HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

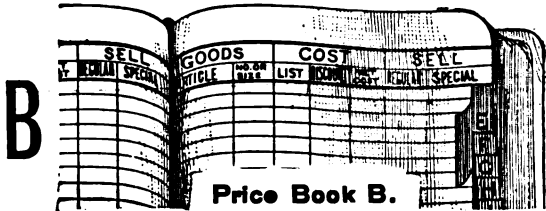


Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. *Size of page, 4 x 7 inches.*

FOUR EDITIONS:

- A, 200 pages, - - \$1.00
- A 2, 400 pages, - - \$1.50
- A F, 200 pages with flap, 1.25
- A F 2, 400 pages with flap, 1.75

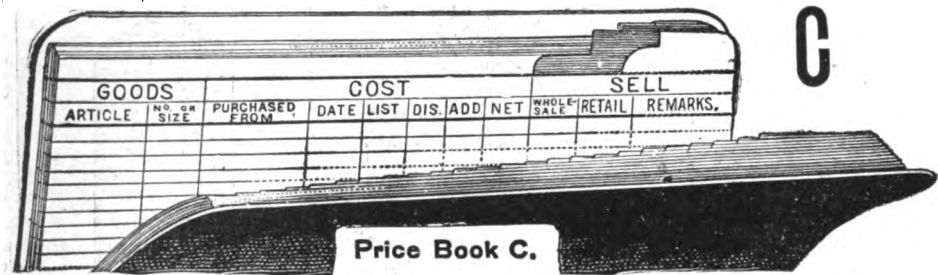


Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. *Page, 4 x 7 inches.*

FOUR EDITIONS:

- B, 200 pages, - - \$1.00
- B 2, 400 pages, - - \$1.50
- B F, 200 pages with flap, 1.25
- B F 2, 400 pages with flap, 1.75



Price Book C.

The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. *Page, 4 1/4 x 8 inches.*

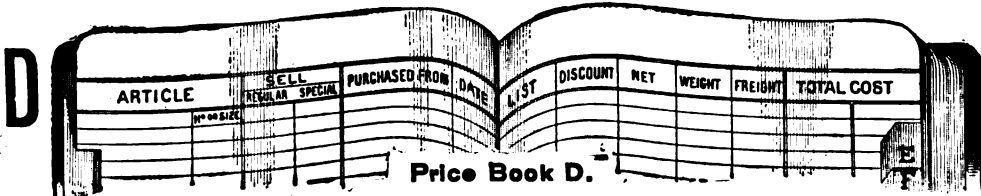
FOUR EDITIONS:

- C, 200 pages, - - \$1.00
- C F, 200 pages with flap, - 1.25
- C 2, 400 pages, - - 1.50
- C F 2, 400 pages with flap, - 1.75

Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. *Page, 5 x 8 inches.*

FOUR EDITIONS:

- D, 240 pages, - - \$1.50
- D F, 240 pages with flap, - 2.00
- D 2, 480 pages, - - 2.50
- D F 2, 480 pages with flap, 3.00



Price Book D.

## MULTIPLE INDEX PRICE BOOKS.

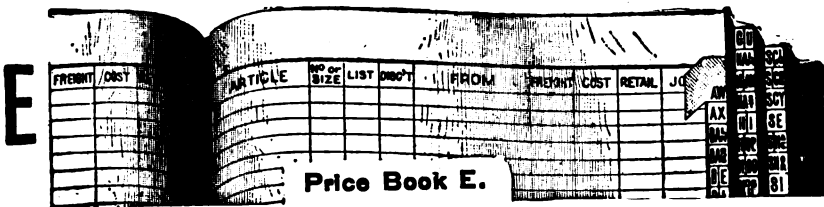
A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers, turn to **AU**  
" Parers, Apple " **PA**

For Chisels, turn to **CH**  
" Cutlery, " **CUT**

For Iron, turn to **IRO**  
" Irons, " **IR'S**

Both E and F are made of Heavy Ledger Paper and strongly bound in grain seal leather.

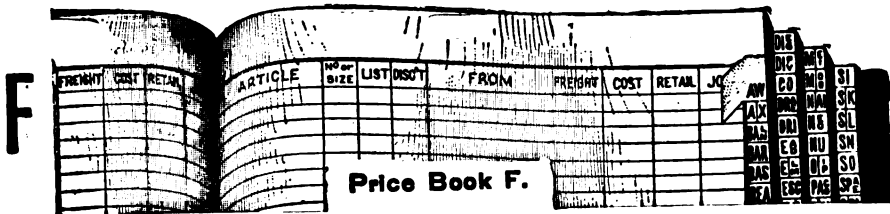


Price Book E.

A D G U SC  
A N H A SCR  
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ADDRESS

HARDWARE PUBLISHING CO., 275 Broadway New York City.

### Credit Speculation.

The query naturally arises, is there such a thing as Credit Speculation? From the reckless way in which some people grant credit, we are led to believe that such is the case. In conversation with a prominent attorney recently regarding commercial failures, speaking from an extensive experience with debtors and creditors, he stated: The creditor is to blame to a large degree for a very great many of the difficulties arising between the debtor and creditor. Overzealous to do a large business, he neglects to be cautious, conservative and fails to correctly discriminate between those whom he should and should not trust.

In analyzing this statement, let us endeavor to discover in what respects it is correct. To be equitable, we must admit at the outset that there is a great deal of truth embodied in this statement. Like all problems, whether political, social or commercial, there are two sides to this question, viz., the debtors and the creditors.

The purpose of this article will be to point out a few of the many errors that have crept into our modern ideas of doing business, and show how it is possible to speculate in credit. This, of necessity, was to a certain degree the condition under which our forefathers transacted their business, but in a time when profits were considerably larger than they are at present. A man to indulge in such methods to-day, with all the advantages of commercial agencies and other sources of information open to him, is reckless, to say the least. Greed for the mighty dollar and business has been the death-knell of many a business man.

In what respect, then, is the creditor to blame for the difficulties arising between the debtor and the creditor?

We will take a hypothetical case, to illustrate. Assuming that A is the debtor, doing business in one of our smaller towns, possesses the average ability usually found in that class of merchants, and a man of moderate means. B, C, D, E, F, G, and we might continue indefinitely, because they are so numerous, are the creditors. In due season, B, C, D, et al., start out their salesmen with the injunction: "Don't fail to sell A all the goods he will buy," which instruction every man obeys, as a matter of course; every fellow's goods are the best; all have bargains galore. A buys here and buys there, and in the course of time finds himself overloaded with a large stock, in which all his good money is invested, and for which, perhaps, he will be unable to realize 50 per cent. on the dollar. Time rolls on; his condition gets worse; he is unable to meet his obligations, and he is brought to realize that he is insolvent. If he is an honest man, he will stop short and transfer his business to his creditors. If, however, he is indifferent or inclined the other way, he will make an effort to take care of No. 1. How well he succeeds, a great many have learned to their sorrow. What is the remedy? When A appears for your consideration, don't think that you are the only people that are going to sell to him, but take into consideration that there are others; obtain, if possible, and, in a doubtful case, insist upon it, a statement which will show A's net working capital. Then follow the common-sense course. Unless you know positively from how many houses A is buying, in justice to others, as well as yourself, you must adopt a rule such as is in vogue with Credit Insurance Companies, of limiting your sales, according to the confidence you have in the ability and integrity of A, to 5 per cent. of his net working capital. If such a rule were adhered to a great many of our present-day "lack-of-capital" failures would be avoided. We all can do a great deal to assist A to keep within his limits. Overzealousness on the part of very many to do a large business disregarding the safeguards which should be thrown around every mercantile house to insure its success, leads to speculation in extending credit. To this reckless procedure there can be but one result, Failure.

It is worth while to recall a remark made by a man who amassed a fortune. "I never speculate in matters of business," it is the only safe course to pursue.

Again, is it not true that there are a class of persons (you will find them everywhere), looking for the lambs, and by artful means attempting either by giving a false statement, or by a great show of wealth and prosperity, to secure credit? To illustrate, we will cite a case in point of a party who operated on this fashion. He made a great display, used attractive stationery, furnished doctored statements under the direction of, a shyster attorney, purchased goods in small quantities and paid them in ten days, gradually increasing his purchases and paying promptly, until he had his game, when he wound up with purchasing all the goods he could get, which were sold at ridiculously low prices to close quickly, and when the bills became due and attempts were made to collect, the accounts were returned as uncollectible; all this was in the face of adverse ratings of this party by both Dun and Bradstreet. It seems almost incredible; one is amazed at the cupidity of some business men. Is it any wonder that our attorney friend views the relation of debtor and creditor in this light?

This is only one feature of how these sharps operate, and are usually the kind of cases that find their way into the attorney's hands. It does appear that credit is too cheap, and as it is commonly said, "I can get all the goods I want. If you will not trust me, others will." It behooves the credit men as well as the business men to carefully scrutinize all new business, and if perchance you open an account with your new found friend, keep your eyes on him until you are convinced that he is a solid man and worthy of your confidence. Better do a small business safely than a large business on speculation. Stop credit speculation. Learn to discriminate between the worthy and the unworthy, when, whom and how much to trust, and when you have decided that point, stick to it.

F. C. BRUNHOUSE.

### A Complimentary Dinner.

A complimentary dinner was given to Edward C. Van Glahn and James H. Kennedy, who were respectively the Vice-President and Secretary of the Hardware Club of New York. It took place in the rooms of the Hardware Club on the evening of March 21st, 1901, and the souvenir programme that was prepared for the participants in this happy affair, forms one of the handsomest brochures that has come to our attention in connection with a similar occasion. Its preparation by Alfred D. Clinch was in the nature of a surprise to those present, being laid out in the most artistic manner, filled with portraits of the Governors, and prominent in the earlier pages appeared page portraits of the two honorable gentlemen in whose interests the dinner was given. On two of the pages are presented the portraits of the incorporators and members of the first Board of Governors in 1892, which were as follows: Webster R. Walkley, William H. Williams, J. Leonard Varick, Peter McCartee, Eugene Bissell, Alfred D. Clinch, Brace Hayden, Charles Daly, Mortimer C. Ogden, Thomas F. Keating, Richard R. Williams, Robert H. Swayze and Arthur G. Sherman, which gentlemen, in connection with Edward C. Van Glahn and James H. Kennedy, of whom full page portraits are given, are all represented by their individual portraits upon the two pages referred to. This is followed by a page giving the additions to the Board of Governors since the date specified, portraits accompanying the same: George J. Loughton, George H. Sargent, James D. Foot and Robert Sickels. Mention is made in each case of the positions occupied by these distinguished members, and the committees upon which they have been active during the long time that they have attended to the duties connected with these offices. A superbly excellent menu, prepared under the supervision of the steward of the club, was followed by a number of speeches, the toastmaster of the occasion being Alfred D. Clinch. George H. Sargent responded to "Whether Predictions," Richard R. Williams discoursed on "The President and His Cabinet," James H. Kennedy did honor to all concerned by a "Greeting to the Officers Elect," and the governors generally under the designation of "Chitchat Without Logomachy" made brief addresses and entertained in general discussion the bright ideas usually engendered in a dinner of this character.



## RECENT TRADE PUBLICATIONS.

**ROBIN HOOD POWDER Co.**, Swanton, Vt.; New York office in charge of Tower & Lyon, 95 Chambers Street. Booklet of 14 pages, entitled "Powder Facts," in which the facilities possessed by this company for the manufacture of smokeless gunpowder, shells and Loaded Ammunition is given in an exceedingly interesting and attractive manner. Full descriptions of the various excellent qualities referred to as being peculiar to the Robin Hood Powder are given, together with list prices of the various sizes in canisters and otherwise, and also Loaded Shells, of which they are large manufacturers. The booklet is nicely gotten up, well printed, and is one that will doubtless be preserved by the recipient.

**SCHWERDTLE STAMP Co.**, 39 Fairfield Avenue, Bridgeport, Conn. Envelope-size catalogue of 20 pages, covering a line of Steel Stamps, Stencils, Seals, Baggage, Key and Trade Checks, Brass Labels, Burning Brands, Carriage Machinery Plates, etc. The catalogue covers all these varieties of goods in an intelligent manner, so that it may be readily ordered from, and gives throughout list prices of the same, so that an estimate of cost may be ascertained.

**TIPP BUILDING AND MFG. Co.**, Tippecanoe City, Ohio. 20-page catalogue of Lawn Furniture and Kitchen Furniture manufactured by this company, which was established in 1864. It is well printed and illustrated throughout, replete with articles of general utility that can be easily handled by the Hardware trade, which includes the Tippecanoe Swing, illustrated in our advertising columns; also Folding Lawn Chairs, with and without arms, one of which is illustrated, showing the foot-rest, which is a very popular specialty with them. This company makes quite a variety of campstools with and without backs, folding settees of various sizes, a variety of ironing tables, and a zinc-covered kitchen table.

**BRIDGEPORT MFG. Co.**, Bridgeport, Conn. Illustrated catalogue of 20 pages in pamphlet form, covering their line of Hardware specialties, which is a large one, embracing pliers, cutters, shears, scissors, nail pullers, tack pullers, can-openers, screw-drivers, etc. These goods are well illustrated, list prices and descriptions being given throughout, and present a very attractive line of goods that may be sold by every Hardware dealer in the country, who should be placed in possession of this catalogue.

**COOPER & MCKEE**, 113-121 Gwinnett Street, Brooklyn, N. Y. Pamphlet catalogue of 52 pages, for 1901, covering the product of this well-known plant, embracing refrigerators and ice chests for families, hotels and restaurants, houses and flats, grocers, butchers, lager beer, ice cream, florists and soda-water fountains. Embraced in its contents are also enameled iron water-tanks and incidental mention is made of a line of stoveboards that are well-known to be among the superior products turned out by this firm. The catalogue is handsomely illustrated throughout, some pages showing the glass-lined refrigerators, being printed in colors, with the bronze trimmings shown in a realistic manner, giving evidence of an artistic desire to make the catalogue a complete one. It should be in the hands of all of our readers handling this class of goods.

**G. DROUVE Co.**, Bridgeport, Conn. Pamphlet catalogue of 36 pages with stiff paper covers, embracing their line of Galvanized Cornices and Skylights, Finials, Crestings, Ventilators, Conductor Pipes, Eave Trough, Tin Roofing, etc. Printed on excellent paper, illustrated throughout, showing

all the various styles of goods mentioned above manufactured by this well-known company, including in their descriptions and illustrations Skylights and Ventilators in all the various styles demanded by the architect, including such skylights as Single-Pitch Skylight for a steep roof; Hip Skylight with a Louvre Ventilator; Ridge Skylight with a continuous Ridge Ventilator; Curved Extension Lights, and even photographers' skylights in all their manifold peculiarities in the way of construction are fully illustrated. Artistic metal fronts are presented for dwellings and apartment-houses; also for store fronts, opera-houses, armories, etc., indicating the wide range of work of this character this concern is able to take in hand, in connection with which they state that having made extensive improvements in their plant, introducing all the best labor-saving machinery and appliances, as well as power, they have reduced the cost of manufacturing to a minimum. They feel the conveniences of their establishment are second to none in the country. The catalogue under review would bear out this assurance.

**SEYMOUR SMITH & SON**, Oakville, Conn.; John H. Graham & Co., 113 Chambers Street, New York, selling agents. Pamphlet catalogue of 16 pages covering a line of Hardware specialties that have long been manufactured by them, which includes Pruning Shears in large variety, of all the patterns that are familiar to the trade, and including several that are more novel and original in design, such as the Loop Handle, Volute Spring, the Levin Pruner and the California Pattern with Volute Spring. Included in its contents are the Rockdale Pruner, Standard Tree Pruner, together with their line of Hardware specialties that covers Bull Rings, Cattle Leaders, Saw Sets, Bench Hooks and Spoke Shaves.

**UNION HARDWARE Co.**, Torrington, Conn.; New York office in charge of Tower & Lyon, 95 Chambers Street. 1901 catalogue of Gun Implements, embracing the entire line of these goods, which is very complete in its character, meeting all the requirements of the trade, and including Union Reverse Head Closers in large variety; Re-Cappers, Extricators, Powder and Shot Measures, Cleaning Implements, Cleaning Rods, Field Cleaners and Loading and Cleaning Sets. This salable assortment includes Loading Blocks, Whistles, Turkey and Duck Calls and Loading Mallets. Those of our subscribers handling this line of goods would find this a very advantageous catalogue to add to their collection.

**WILMOT & HOBBS MFG. Co.**, Bridgeport, Conn. Catalogue F, which is a pamphlet catalogue of 20 pages, devoted almost exclusively to the exploitation of the various oilers of every description manufactured by this well-known company, this being one of the special divisions of their product. It includes the line of Steel, Anti-Rust Oilers manufactured from cold-rolled "Swedoh" steel prepared at their own rolling mills, and covering a large variety of styles, shapes and sizes, with nozzles running from 3 to 18 inches. Embraced in the contents will also be found a large line of Railroad Oilers, Engineers' Fillers and Tallow Pots, Engineers' and Steamboat Sets, with round or oval tray; Mowing Machine Oilers, Textile Mill, Siphon Oilers, Black Enameled Steel Oilers, Jacket Lamps and Seamless Steel Lamps. To this has recently been added the "Automobile" Can, for which a new demand has sprung up, and which was illustrated by us in our recent issue. This catalogue is very complete in the line of goods represented in it, and should be added to the library of all up-to-date dealers.



# THE PECK, STOW & WILCOX CO.

MANUFACTURERS OF GENERAL HARDWARE

Chisels and Drawing Knives, Hammers and Hatchets, Auger Bits, Steelyards and Scale Beams, Steel Squares, and a large variety of MECHANICS' TOOLS.

## EASILY CLEANED THE IDEAL FOOD CUTTER ONE MILLION SOLD



It will cut Beef, Pork, Veal and all kinds of meat. Celery, Onions, Spinach, Potatoes, Kale, Horseradish, and other vegetables. Figs, Dates, Apples and other fruits, Coconut for Pies, Suet for Puddings, etc.

TINNED TO PREVENT RUSTING.

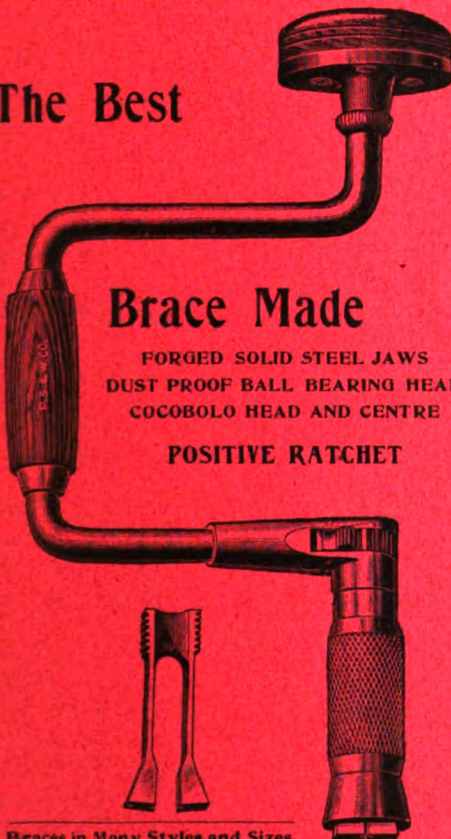
No. 25 Cuts 2 lbs. per Minute, . . . Each \$2 00  
No. 30 " 3 lbs. " " " " 3 00

The Best

## Brace Made

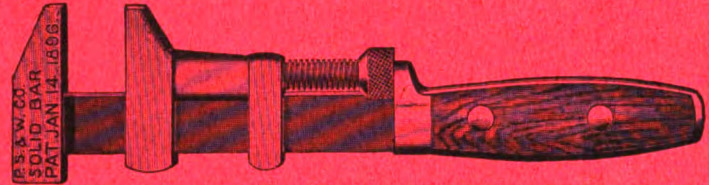
FORGED SOLID STEEL JAWS  
DUST PROOF BALL BEARING HEAD  
COCOBOLO HEAD AND CENTRE

POSITIVE RATCHET

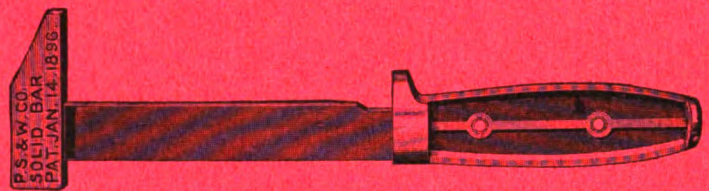


Braces in Many Styles and Sizes

## THE SOLID HANDLE WRENCH



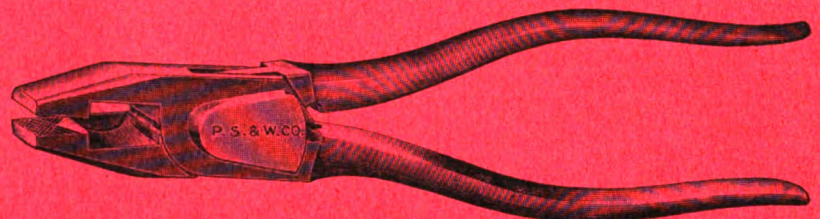
BY ACTUAL TESTS THE STRONGEST WRENCH MADE.



THIS ENTIRE BAR, ONE SOLID STEEL FORGING

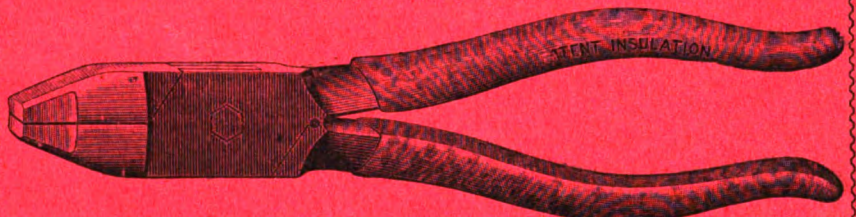
## PLIERS FOR THE LINEMAN ELECTRICIAN MECHANIC

FOR THE LINEMAN



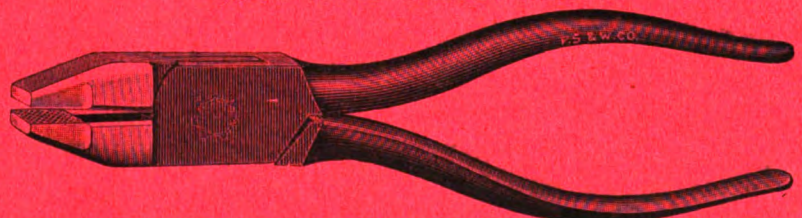
No. 50. Box Joint with Splicing Attachment, Patented.

FOR THE ELECTRICIAN



No. 300. Safety Side Cutting Pliers, Box Joint. Patent Insulation.

FOR THE MECHANIC



No. 80. Forged Steel, Box Joint, Raised Cutters.

Tinsmiths' Tools and Machines of the highest grade of excellence. Fully guaranteed.

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# THE PECK, STOW & WILCOX CO., - NEW YORK



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Chain.

"IMPROVEMENT THE ORDER OF THE AGE."

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*Have been steadily improved in manufacture, kept constantly up to date and abreast with the times.  
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Made from our  
own production of  
Special Refined  
Clay Crucible  
Steel.



Made by machines  
of our own Patent-  
ed Construction  
and tempered by a  
secret process.

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## NEW GOODS AND SPECIALTIES.

### "Enterprise" Cherry Stoner.

Among the many articles for household use manufactured by the Enterprise Mfg. Co., of Philadelphia, Pa., is the "Enterprise" Cherry Stoner, illustrated herewith. They are constructed with a patented regulating device, the simplicity of which makes it exceedingly easy to adjust the machine for the different sizes of cherries for the pitting of which it

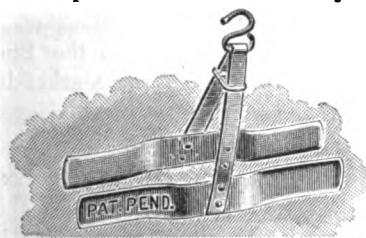


"ENTERPRISE" CHERRY STONER.

may be used. It absolutely insures the jaws retaining their position when properly set. It is highly recommended for rapid and effective work. It is made in two finishes, No. 17, japanned, and No. 18, tinned, the latter being the more salable of the two, and exceedingly popular with the trade. They are of the same general design and finish as those formerly marketed as No. 1 and No. 2.

### Automatic Trousers Hanger.

Chicago Form Co., 122 La Salle Street, Chicago, Ill., are placing upon the market an extremely desirable specialty that can be readily handled by the Hardware trade. It consists of the Automatic Trousers Hanger, an illustration of which we present herewith. It is claimed to be constructed upon correct principles that commend themselves. It hangs the weight of the garment on the parts desirable to be stretched. The clamping jaws arch over the upright seams, which need no stretching, and in this respect differs materially from competing hangers which permit the entire weight to hang by the seams. It is claimed by the manufacturers that no clamp should extend entirely across the leg,



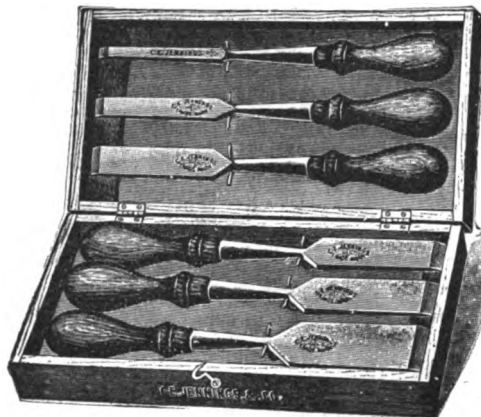
AUTOMATIC TROUSERS HANGER.

for the hem of the bottom should not be creased, and as these important points have been observed in the construction of the Automatic they form its most popular feature. They are made of specially rolled steel, which is first copper-plated and then nicked so thoroughly that it never marks the fabric. By the use of devices of this character it is claimed the clothes closet becomes more than twice as capacious. Upon application the manufacturers will be only too glad to furnish a booklet in which numbers of testimonials are given certifying to the many advantages obtained by the use of this important device.

### New Chisel Set, No. 401.

C. E. Jennings & Co., 101 Reade Street, New York, are manufacturing something quite new in the way of a superior Chisel Set, which is marketed under the number "401," and

the general appearance of which is shown in the illustration herewith. They are made from the finest tool steel that it is possible to obtain for the purpose, and are provided with cocobolo handles, making them exceedingly attractive in appearance. The blades are 3 3/4 inches long instead of the larger style that is found in general use. They are designed to fill a demand that has sprung up during the last few years for an article of this description to be used in manual

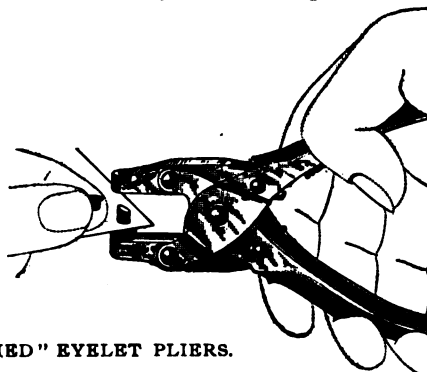


NEW CHISEL SET, No. 401.

training schools and by advanced amateurs, and also among skilled mechanics desiring something different from the ordinary kind now on the market. They are made with this shorter blade so they may be more easily used when it is necessary to get in closer contact with their work. They are distributed to the trade already sharpened for immediate use. This will be found a very desirable addition to the usual stock of any Hardware dealer handling fine tools.

### "Solidhed" Eyelet Pliers.

Hawkes-Jackson Co., 82 Duane Street, New York, are placing before the Hardware trade a very clever device of its kind, which is marketed under the name of the "Solidhed" Eyelet Plier. We give an illustration indicating the manner in which it is used. It is really a combination punch and eyelet set. It will punch a hole and set an eyelet without removing the punch from the hole. This makes it an extremely convenient article for binding documents, papers, or fabrics in manufacturing. They are able at present to supply them



"SOLIDHED" EYELET PLIERS.

in four sizes, one intended for metal eyelets for binding paper, and the other three sizes for the use of metal eyelets for leather. In its use the simple method is followed of first punching a hole, the punch being left in the hole. The eyelet is then placed small end down on top of the punch, and then the pliers are closed. This completes the operation, and the eyelet will be found firmly set. In case of inability to obtain these pliers from the jobbers the dealers can order them direct from the makers, as above.





gives it the largest amount of rubbing surface with less labor than many of the so-called washers on the market. Among the points of interest which are referred to by the manufacturers, it is claimed to be exceedingly easy to operate; so constructed that the clothes cannot be torn, and yet in the operation of washing they are thoroughly cleaned. It is adjustable to the extent that the size of the wash does not interfere with its work. If necessary, only a single article may be washed, or a much larger quantity at the convenience of the person using it. It is claimed to wash the finest clothes, lace curtains and even needle-work, without any fear whatever of tearing them, and certainly much better than it can be accomplished on the usual washboard. In fact, it is simple in construction, possessing no complicated machinery to get out of order, and is marketed at an exceedingly reasonable price.

#### Iwan's Post Hole and Well Augers.

Iwan Bros., Streator, Ill., are the manufacturers of a very desirable Hardware specialty suitable for the Spring trade. It is the Patent Improved Post Hole and Well Auger, an illustration of which accompanies this article. It is designed for boring post holes and wells; for electric and telegraph uses, and is useful when prospecting for phosphates and minerals. With this auger an operator can do three times as much work, it is claimed, as with any similar tool now on the market, and it is stated in connection therewith that the condition of the ground makes no difference in its operation. It is successful whether wet or dry, being ex-



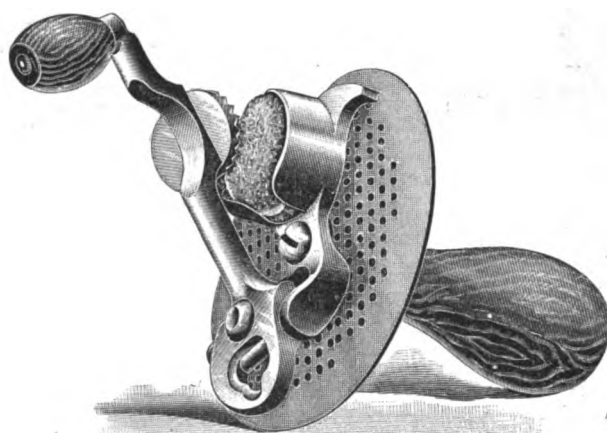
IWAN'S POST HOLE AND WELL AUGERS.

ceedingly effective in operation when removed from the hole. It is furnished in eight different sizes, running from four to twelve inches. Hardware dealers who have not been made familiar with the merits of these advantageous articles, by writing to the manufacturers will receive a number of testimonials certifying to their excellence for the purposes for which they are manufactured.

#### "Gem" Nutmeg Grater.

Among the many novelties manufactured by the Caldwell Mfg. Co., Rochester, N. Y., they are introducing among new goods the "Gem" Nutmeg Grater, which is represented in the accompanying cut, Fig. 1. It is so constructed that the rotary motion makes the grating a continuous performance. A very few turns suffice for its ordinary use, no springs being used. The nutmeg can be grated fast or slow, being regulated by the pressure of the right-hand turn crank. It is claimed to be one of the fast working graters now on the market. With the first order the company send out a handsome easel, made of wood, finished in ebony, on which are placed a half dozen of these graters, labeled in a proper man-

ner "Gem Nutmeg Grater. Price 10 cents." It forms a very attractive article to place on the showcase, as the con-



"GEM" NUTMEG GRATER.

trast with the bright parts of the grater attracts the eye of every customer and makes it an exceedingly popular article to handle.

#### Iron and Steel Industries in Canada.

The attention of capitalists is being directed to the possibilities of the iron and steel industries of Canada. A few years ago, the Canadian Government offered a bounty of \$3 per ton on pig iron made from Canadian ore, and \$2 per ton on that made from foreign ore. A bounty of \$3 per ton was also offered for steel ingots and \$3 per ton for puddled bar iron made from pig iron manufactured in Canada.

This bounty stimulated the building of iron furnaces, and large steel plants have been built or are under construction at Sydney, in Cape Breton, Hamilton, Sault Ste. Marie, Ontario, Collingwood, and a number of other places.

Mr. A. J. Moxham, general manager of the Dominion Iron and Steel Company, of Cape Breton, Nova Scotia, in a recent address gives figures to show that while it costs \$3.57 per ton of pig iron for assembling the materials for making steel at Pittsburg, the same materials cost only 79 1-2 cents at the Cape Breton mills and \$1.97 at the mills of the Lake Superior Power Company, at Sault Ste. Marie, Ontario.

#### Street Car Heaters in Germany.

Under date of February 11, 1901, Consul Warner, of Leipzig, reports that there is great need for electric heaters in the street cars of that city, the three electric street railways in and about Leipzig not having a single car which is heated, either by electricity or coal on the coldest days in Winter. Formerly, when horse cars were in use, they were heated by placing coals of fire in iron boxes; but, after several months' trial, the system was abandoned. It is not because there is no cold weather during the Winter months, says the Consul, that street cars in most of the cities of Germany are not heated, but because the city authorities do not compel the street railway companies to make their cars comfortable; and, unless required to do so by law, they will not put themselves to this extra expense. Mr. Warner urges the introduction of American electric street car heaters, but adds that, in order to meet with success, it will be necessary, first of all, to convince the authorities of the fact that the health of the general public is greatly endangered by riding in unheated cars during the Winter months.

**PATENTS** Preliminary Consultation Free.  
**HENRY J. MILLER,**  
 55 Equitable Building, BOSTON.

## REVIEW OF THE MARKETS.

**Wire Nails:** The excellent demand for Wire Nails continues in a decided manner. The mills are fully employed in filling orders already in hand, the feeling in the trade being that under present conditions it would seem as though some slight change upward in all probability would take place. Under the circumstances the orders sent to the manufacturers are fully up to the requirements. The quotations continue as previously quoted, f. o. b. Pittsburgh, terms 60 days or 2 per cent. discount for cash in ten days:

To jobbers in carload lots	\$2.30
less than carload lots	2.35
To retailers in carload lots	2.40
less than carload lots	2.50

New York prices are steady as previously quoted, the principal difficulty being to get a full supply of nails to satisfy the regular demand. This has a tendency to brace up the prices of small lots from store, which are now quoted at a slightly higher price, even for fair lots. Quotations are as follows:

To retailers, carloads on dock	\$2.53
Small lots at store	2.60

**Cut Nails:** The Cut Nail market is in excellent condition, the demand being fully up to the average for this season of the year, prices remaining unchanged, and the market in a firm condition. The following are the present quotations, f. o. b. Pittsburgh, plus the actual freight to point of destination, terms 60 days or 2 per cent. discount for cash in ten days:

Carload lots	\$2.00
To jobbers in less than carload lots	2.05
To retailers in less than carload lots	2.20

New York prices are fairly steady at the following quotations, an occasional irregularity being noticed in the price of less than carload lots on dock:

To jobbers in carload lots on dock	\$2.13
less than carload lots on dock	2.18
To retailers in less than carload lots on dock	2.36
Small lots from store	2.25

**Barb Wire:** The mills are exceedingly busy in supplying the demand for this desirable staple for this season of the year. The demand seems to come from every quarter, indicating that improvements are being undertaken, and the jobbing trade has every confidence in the future. Quotations are as follows, f. o. b. Pittsburgh, 60 days or 2 per cent. discount for cash in ten days:

To jobbers in carload lots, Painted	\$2.60
Galvanized	2.90
less than carload lots, Painted	2.65
Galvanized	2.95
To retailers in carload lots, Painted	2.70
Galvanized	3.00
less than carload lots, Painted	2.80
Galvanized	3.10

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** There is no cessation in the continued heavy demand for plain wire. This is so largely required by the manufacturers of the country in so many important departments of their specialties that more or less delay occurs in prompt shipment of orders of recent date. The market continues firm at the quotations which follow, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. off for cash in ten days:

Base sizes.			
	Plain.	Galv.	
To jobbers in carload lots	\$2.25	\$2.65	
less than carload lots	2.30	2.70	
To retailers in carload lots	2.35	2.75	
less than carload lots	2.45	2.85	

The above prices are for the base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

**Tacks:** Firmer and better conditions prevail in the Tack market than have been noticed in some time. The manufacturers realizing the necessity for stiffer quotations have withdrawn a number of the extreme extra discounts that have been obtainable during the last three months, and are now fully uniform on the discounts which we give below. These discounts show the revised quotations of the Shelton Co., Shelton, Conn., and 64 Reade Street, New York, and may be said to represent the extreme prices now prevailing in the Tack market:

	Discount.
Upholsterers' tacks	90 and 40 %
Bill posters' tacks	90 and 40 %
Gimp tacks	90 and 40 %
S. S. cut tacks	90 and 30 %
American cut tacks	90 and 25 %
Trimmers' tacks	90 and 30 %
Lace tacks	90 and 40 %
Looking glass tacks	70 and 10 %
Hungarian nails	80 and 15 %
Trunk and clout nails	80 and 5 %

**Bright Wire Goods:** The manufacturers of Bright Wire Goods announce a new list dated April first, which modifies to a considerable extent the discrepancies in prices which were complained of in the previous list, many of which have been made necessary by the quotations in the wire market. On the smaller sizes the changes are of lesser importance, but on the extreme large sizes, where the difference in cost of material is of greater proportion of the actual cost, the old lists are now out of proportion to the new. The new list has been adopted by the Associated Manufacturers as far as heard from, and discounts applying to the same from the various makers may be stated as 85 per cent., which forms the present market quotation.

**Wire Cloth:** The demand for Wire Cloth seems this year to be fully as heavy as any previous season; in fact, in the opinion of some, it is in advance of the usual requirements, the result of the existing conditions which have been brought about by the large orders from the jobbers and manufacturers. The ruling quotation may be named by \$1 to \$1.15, which represents the market. As difficulty exists in obtaining as full a supply as the jobbers would like to have, it is reasonable to suppose that this price will at an early date be quoted at still higher figures. This month will be an unusually heavy one for sales for the retail trade.

**McKinney Mfg. Co.**—McKinney Mfg. Co., Allegheny, Pa., under date March 15, announce the adoption of the revised list prices on Strap and T Hinges, which were published in our last issue.

**Cordage:** While the demand for Rope is now an eager one, being about the average for the season, the price continues as previously quoted by us. The market is in good, healthy condition apparently, and but little speculation is noticeable in the quantities required. We give herewith the quotations as now existing, conveying a satisfactory idea of the condition of the market:

	Pounds.	Cents.
Manila, 7-16 inch and larger	10½	
¾ inch	11	
¾ inch and 5-16	11½	
Sisal, 7-16 inch and larger	8	
¾ inch	8½	
¾ inch and 5-16 inch	9	
Lath Yarn, medium and coarse	7½	
Jute Rope No. 1	6½	
No. 2	5½	

**Binder Twine:** The market on Binder Twine is maintained on a basis of prices that have been regular for the last two weeks. The demand is a satisfactory one, but without any speculative feeling, the general supposition being



that as the demand increases, the prices will show some advance. We quote as respecting the market. General quotations are as follows for small lots of Twine, with a rebate of 1-4 cent per pound for carload lots, f. o. b. Eastern factory:

White Sisal, 500 feet per pound.....	8c.
Standard, 500 feet per pound.....	8c.
Manila, 600 feet per pound.....	9½c.
Pure Manila, 650 feet per pound.....	10¼c.

**Linseed Oil:** The Dean Linseed Oil Co., under date of March 15th, 1901, quote as follows:

In lots of less than 5 barrels.....	62 cents per gallon.
In lots of 5 barrels or more.....	61 cents per gallon.

The five-barrel price only applies to deliveries of that quantity at one time.

Bolled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil, 85 cents per gallon.

#### THE PHILADELPHIA TRADE.

The first of April is "settlement time" in Eastern Pennsylvania, when the farmers make an effort to settle up their affairs of the previous year, and outline new operations, and collections show this to be the case this year, while the volume of orders is keeping up very nicely, despite the muddy condition of the roads and the generally unfavorable weather. We hear hopeful reports as to future prospects, and, with the advent of Spring and warm weather, a large volume of business may be expected.

Prices are daily growing firmer—many goods which are near the raw material have already advanced, and there seems to be no indication of weakness whatever. The market is apparently almost entirely in the hands of large steel corporations, and it seems but reasonable to expect a maintenance of prices for some time.

The recent advances have included Strap Hinges, Wrought Butts, Trace Chains, Window Glass, Oil Cans, Tacks, Wire, etc., and almost daily the mails bring reports of further advances. BIDDLE HARDWARE CO.

#### THE BALTIMORE TRADE.

There appears to be a very healthy and general demand for seasonable goods, with marked improvement in collections, and we at present have our hands full. Most jobbers realizing that the market conditions, as well as trade demands, favor the carrying of large stocks, they have purchased so much that many manufacturers are very far behind in deliveries.

Poultry Netting, Barbed and other Wires and Wire Nails have been quite scarce in Baltimore for the past two weeks, and unless relief comes soon on these goods, there will likely be a panic in this section.

Barring disappointment and confusion in consequence of delays in deliveries of fortunately only a few articles, trade is as good as could be desired. H. W. WEBB & SONS.

#### THE BIRMINGHAM TRADE.

Since writing you, there has been some falling off in the volume of trade. Some lines continue active, while other lines of goods are lighter, so as to affect the aggregate result. There is a good demand for building material, which has been accelerated somewhat by the recent storm which passed through our city. Our city is also having much work done in the way of putting down sidewalks, grading out and paving streets, building sewers, etc., which is giving employment to many men, and keeps the money circulating actively.

The recent decline in cotton has somewhat checked the orders of the agriculturist and those who depend upon them for trade. It is to be hoped that some lessons have been learned from the unpleasant experience of recent past years resulting from too much surplus, and making only one crop and buying other supplies, and that they will henceforth vary their crops.

We have one of the best sections of our great country, and the purchasing power of our people is much ahead of what it

was a few years ago, which is a reason for congratulation.

We will be glad to see the world at peace again, and the trade in the far East restored to its normal condition, when we will be more hopeful that our export trade will be permanent. When we look at the balance of trade now in our favor and consider that if we should collect this in cash and bring it home, it would disturb the finances of our customers and place them where they would not be in good condition to continue to buy, and about the best thing will be to loan the balance and start our country out as a creditor nation; but if they continue to sell for paper, will not a time come when they will have to stop buying and thus shut off our export trade? MOORE & HANDLEY HARDWARE CO.

#### THE PITTSBURGH TRADE.

Business continues very good. Mail orders are frequent and of good size, while travellers find a welcome and orders waiting for them.

Bad country roads hold back the business of places off the line of railroads. Properly improved roads would add about three months to the business year of all such places. Something in this direction may be done by our legislature now in session.

Retail merchants are slow to realize the condition of the market in heavy goods; cannot believe goods are advancing. However, as prices promise to hold firm for at least several months to come, all will have to come to it sooner or later.

Prices advanced as they are at present by the great demand, cannot afford a cause for complaint against the great combines. A more favorable time for launching the great enterprise could hardly have been selected.

LOGAN-GREGG HARDWARE CO.

#### THE CLEVELAND TRADE.

Legislation to prevent trusts, so far as it relieves citizens from vigilance in the business of life, is not desirable. Legislation to make prudence unnecessary means degeneration. It attempts to give success to the unfit and invites all to the low level. Somebody has said that men are as lazy as they dare be, and legislation to encourage indolence is of doubtful value, as it tends to deprive industry of its stimulus. Industry is the mother of morality; civilization is the fruit of activity, not repose. The penalties attached to indolence and vice are as beneficent as reward is for industry and virtue. If we can stand the strain of intense activity of these times, the work of regeneration will go on rapidly, but all that are born tired will complain, and some of them will fall out of the ranks. Nevertheless the crowd will advance. The business of the country has been built up by competition; we are not yet in condition to dispense with it. Things move too rapidly for the comfort of some of us, but all who move with them are benefited. If, however, the activity in business continues to increase, working hours should be lessened, as there is a limit to human endurance. To get rich and retire from business, giving time and money to the public, is the ideal emphasized by Mr. Carnegie, which it is hoped many will follow. If they do, the greatness of this country will be assured.

Trade is remarkably good and houses that are in condition to furnish goods promptly are fortunate, and so are their customers. The difficulty of filling orders is far more serious than getting them; both retailers and jobbers are losing sales because they cannot get goods, and yet they complain, and some of them vote the Democratic ticket to rebuke the Administration.

THE LOCKWOOD-TAYLOR HARDWARE CO.

#### THE SAGINAW TRADE.

Trade for the month of March greatly exceeded our expectations. The weather was cold and snowy, and roads were generally bad, but, nevertheless, the volume of business was very large. Generally speaking, collections are good, although this is the season of the year that country merchants are asking for accommodation. The outlook for

# THE ARCADE FILE WORKS

NOW OWNED AND CONTROLLED  
BY THE

## NICHOLSON FILE CO.

All orders and correspondence  
should be addressed to the

MAIN OFFICE  
AT  
PROVIDENCE

Where they will receive  
prompt attention.

S. M. NICHOLSON, PRES. AND GEN'L MGR.

NICHOLSON FILE CO., PROVIDENCE, R. I.

business is very bright indeed. Local labor differences have practically been settled, and a large amount of building is contemplated. Coal miners and operators have made satisfactory arrangements for the season, and three new coal shafts are being sunk. The sugar beet industry is growing rapidly, and several new factories are organizing.

MORLEY BROTHERS.

### THE COLUMBUS TRADE.

Here it is April 3d, and still we are having ground hog weather. It is fortunate from one standpoint, for had we fine weather, there would be no end to the kicks about slow shipments. Even with disagreeable weather, it is impossible to keep up with orders. Trade is exceptionally good. Manufacturers are very slow filling orders, and transportation companies are also slow in delivering shipments. We have a shipload of Japanese fish poles which left China in September, and the vessel has not arrived at New York yet. Fish are no doubt waiting for an opportunity to nibble at a good fat worm, and there are plenty of tired-out men ready to offer the opportunity, and no poles. This is about as sad a catastrophe as we can imagine. Our sympathy is with the fishermen.

The outlook for an excellent business is certainly flattering, and will be realized, unless manufacturers get gay again and put prices up so high that people will begin to curtail in their buying. It looks very much as though that were going to happen on some lines, and those lines will affect other lines seriously. Glass has advanced nearly 50 per cent. That is enough to keep many a building from being erected, and whenever glass interferences with building, it affects all kinds of Builders' Hardware and tools. There is a threat from the Carpenter's Union in our city of a strike, unless their demand for 40 cents per hour and eight hours per day is conceded. More building permits have been granted so far this year than during the past two years combined; but many a projected building will not be built, if the carpenters insist on their terms. Talk about combinations of manufacturers, they are mild compared with labor combinations.

Galvanized ware of all kinds is advancing steadily, and it looks as though tinware will be higher. Chain takes a hitch up every few days; also bolts and many other articles. The demand for Fence Wire is good, and more Post Hole Diggers have been sold this Spring than usual. Farmers quit building fences in 1898, and have held off as long as they could, but evidently they have decided that prices are to remain as high as they are now for some time, and they are improving their farms. As a rule, farmers are in good shape financially. The cashier of a bank in a small country town said their deposits were \$165,000, and mostly from farmers. This

is certainly a very satisfactory condition for farms to be in. Money seems to be plenty, and still collections are not what they should be. Too many merchants are afraid of offending their customers by asking them for settlement. There is no doubt they all have plenty of customers who owe them that have money idle in the banks. We know from past experience that a great many farmers will get credit when they have plenty of money in their pockets. They think they may have a chance to buy a heifer, calf or a pig, or loan a neighbor money and make a few dollars, and the merchant can wait, and the merchant must make the jobber wait, but the manufacturer won't wait. We had a customer who was considerably behind with his account, and in answer to our urgent demand for money, he wrote us he was carrying a number of customers for good-sized amounts, and until he could get payment from them, he could not pay us. We answered him that he was greatly mistaken when he said he was carrying his customers, that it was we who were carrying them, not him, and told him he had no right to trust out other people's property. In other words, if he did not have capital enough to carry his customers, he should not trust them; that it was unjust for him to sell other people's goods to Tom, Dick and Harry on credit, and then ask us to wait their leisure in paying for them; but this is the way some merchants do, and if their customers don't pay, the merchant don't pay. There is too much business done on other people's capital.

THE SMITH BROS. HARDWARE CO.

### THE CHICAGO TRADE.

We are pleased to advise that we are busier than ever. The volume of orders that is pouring in daily is something enormous, and we have no fear whatever of a let up, but feel that matters will be very much the other way. The markets on all lines appear firmer each day, and advances that were probable some ten days or two weeks ago, have materialized, with possibilities of still further advances on the same goods in the very near future. There is a growing scarcity of goods, and we are experiencing more trouble every day in having our orders shipped promptly from the different factories, notwithstanding the fact that our specifications have been placed months ago. While goods, such as Wire Cloth, Netting, Screen Doors, Refrigerators, Lawn Mowers and the like, are going out in large quantities, the regular line of Shelf and Builders' Hardware is by no means being slighted, or overlooked. In fact, everything that there is now the least sale for is being ordered very generally, therefore the increased sales are being pleasantly felt all along the line. We are inclined to believe that within a very short time it will not be so much a matter of price, but a question of getting and furnishing the goods.

WELLS & NELLEGAR CO.



## THE DAVENPORT TRADE.

Weather continues horrid, and the roads are well nigh impassable; but notwithstanding these unfavorable conditions, trade is remarkably good.

Prices are firm in most lines, and in many are slowly, but surely, advancing. There are, it is true, a few cases where prices have climbed to the sky parlor, and are evidently attempting to get on to the roof.

The great monopolists of the country have added stoves to their lines, and the Hardware jobber has received another rap over the knuckles. When and how will this deplorable condition, arising from vast aggregations of wealth, cease to tyrannize and impoverish small, but legitimate, commercial enterprises?

SICKELS, PRESTON & NUTTING Co.

## THE ST. PAUL TRADE.

It looks at last as though Spring has arrived. We have had a very mild Winter, with but little snow, and hardly any extreme cold weather, such as we usually have. The farmer is already thinking of sowing wheat, and the young girl is thinking about her Spring hat. The Hardware merchant has his head filled with thoughts of his Spring stock, and that means that we are already sending out much poultry netting, barbed wire, etc. In fact our business at the present time, and for several weeks past, has been very good, and it looks as though the poor crops of last year had not dampened the ardor, and lessened the purchases of our customers; then, too, everybody expects that the American Steel and Wire Co. will advance prices, and all want to get under cover before the advances take place. We, ourselves, feel and believe that good conditions will exist for some years, though we do not admire such imminent trusts.

C. W. HACKETT HARDWARE CO.

## THE SAN FRANCISCO TRADE.

So much is being said and printed now-a-days about the great steel trust, that *Hardware's* San Francisco correspondent is reminded that Steele is the family name of a ten-year-old Willie boy whose widowed mother kept "our house" last Summer. Also that the lad Willie was then ticketed to Colusa County, to there spend a month of his vacation with an aunt, receiving from his mother parting instruction as to how to dress in this notably hot weather county of the interior. After Willie had been away a week, he sent this letter home:

"DEAR MAMMA:—It's not too hot, nor it's not too cold; it's just right."

And so it may now be recorded of present trade and weather conditions in San Francisco; everything is "just right," and no complaints are being heard from any quarter, barring the solitary "kick" noted in the next paragraph, merchants, as a rule, reporting everything satisfactory, commercially. Funds continue plentiful and readily accessible to solvent borrowers, and collections are as good as they ever are.

Last month, in the March 10th issue of *Hardware*, there appeared in this correspondence a brief notice of a new Hardware department attachment to the long-established stove and range house of Seller Bros. & Co., to be presided over by Charles Watts, late manager of the Alexander-Yost Co.

Responsive to a request note sent Mr. Watts for trade news notes for this letter, he kindly contributed as follows:

Trades Press Association:—Many thanks for notice in *Hardware* of March 10. We have received some catalogues from it, and hope to receive others from those who have not responded. In regard to news, I have not much outside of our own store, except in making purchases for our retail department I find the trade here short on several lines of staples, such as good tools, although they seem to have a large stock of some lines on hand and doing, I am informed,

The demand which we have created for this excellent wood finish makes it a most profitable article for hardware dealers to handle.

**JAP-A-LAC** is the best finish on the Market for  
FLOORS AND INTERIOR WOODWORK.

Women all over the country are buying and using it. Put in a line of JAP-A-LAC and add to your revenue.

We have a very attractive proposition for dealers.

The Glidden Varnish Co.,  
CLEVELAND, OHIO.

a large business. This, however, is the case with some of the Eastern houses, so I suppose trade is brisk with the manufacturers.

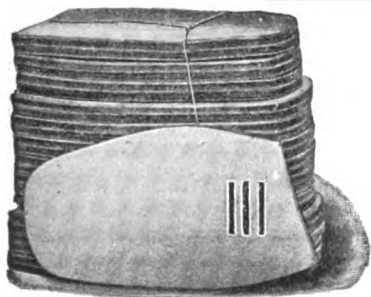
I am getting along with the fitting up of the store, and expect to be ready for business in about two or three weeks. Just received 600 drawers for small stock, and will commence to sample goods on them at once.

I shall be a very busy man for some time. I am at present making out price lists, and would like to register my "kick" with the many others gone before. Why do manufacturers and jobbers make lists and discounts so outlandish that the man of all work (and a large number are such in small stores), has to puzzle his brains figuring out the net cost of tacks at \$1.15 per dozen, 90 and 4 tens off, and so on down the line with the one thousand and one manufacturers with their 27 1-2 and 5 and 10 and 2 1-2? I don't think it would be wise to do away with lists and discounts altogether, but I do think they could be modified so as not to be so complicated, and thereby taking up much valuable time that is required by the ordinary business man in finding out cost of his goods, or he does not do it at all correctly. Hoping to see this change before long, I am, respectfully yours, Chas. Watts. TRADES PRESS ASSOCIATION.

## Case-Hardening Iron and Steel.

The case-hardening of iron or steel really consists of two processes. First, the surface of the piece, whatever it may be, and so on to a greater or lesser depth, depending upon the process employed, is changed very definitely from iron to steel; then this surface is hardened as any steel is hardened. There is surprisingly little difference as between iron and steel—that is, between a bar of good iron and a bar of steel—so far as the constituent parts are concerned; yet this little difference constitutes the important distinction between something that will "cut like a razor" or that may be tied up in a knot, like a whip lash.

The first process in what will always be called case-hardening is the supplying to the iron—the surface of the piece under treatment—what it lacks to make steel of it; otherwise it will not harden. The principal thing to be supplied is carbon, one of the most common of all substances. Cast iron is made up generally of not less than 3 per cent. carbon. For the purpose of converting this into wrought iron, an essential part of the process consists of getting rid of the carbon—burning it out. In the process of converting the wrought iron into steel, some of the carbon must be restored; the wrought iron must be recarbonized. In the first process of case-hardening the surface of the wrought iron is kept in intimate contact with something that will supply the carbon to the iron when the latter is at a fairly high temperature.



THREE-BAR LEATHER  
shoe-soles and top-lifts (for heels) are the best.

Write us; we'll give you points.

Baxter Schenkelberger & Co,

350 Congress street, Boston.

For case-hardening superficially—that is, for converting into steel a thin film of the iron only—the operation is all in the open air, which makes it imperfect in every respect. Prussiate of potash is very commonly employed. If the piece is well polished and reasonable care is taken, a fairly fine mottled gray surface is obtained. When the process is employed for small pieces at frequent intervals, the potash may be kept in any suitable iron vessel. The piece to be hardened is dipped into this and stirred about, an old spoon being used to keep it covered with the potash. When the piece cools somewhat, it is again heated slowly, the potash adhering to it, and when hot again treated with the potash, then heated as for tempering a piece of steel and plunged into water. The heating and covering with potash may be repeated three or four times, or more, if a little deeper hardening is desired.

Where case-hardening to a considerable depth is desired, the pieces are packed in a suitable iron box or pot, along with equal parts of charcoal, pulverized bone, and leather scraps. Or, instead of this, saltpetre and leather may be used in the proportion of one pound of the former to eight pounds of the latter. First, a layer of the mixture is put in the bottom of the box, upon which a layer of the pieces to be case-hardened is carefully placed so as not to touch one another or the sides of the box. Over this another layer of the mixture is placed; then another layer of the pieces, and so on till the box is filled. The cover is then put on and the joint luted with clay to exclude the air. The box and its contents are then kept at a red heat for from three to five hours longer, according to the depth it is required to harden. It is then uncovered and the contents dumped into a tank of clean, cold water, with the least possible exposure to the atmosphere.—*Exchange*.

#### Some British Ideas of Blacklead.

The New York *Sun* says that in a case settled in England some time ago the Recorder was brought up short by a phrase used by the counsel for defence, who spoke of a transaction concerning a pound of "blacklead." This is a common and useful article, but the counsel, on being asked to explain its nature, said it was a black substance used for boot polishing. The Recorder thought it was a mineral used in lead-pencils, but another barrister asserted it to be a "tough kind of lead used for roofing houses." The case was brought to a standstill, and one lawyer, unsurpassed in legal knowledge, declared that blacklead was a slang term for pig-iron, as produced in the North Country! A fourth expounder of the law vaguely suggested it was the opposite of white lead; and, finally, a domestic servant put the court right, and the assembly at last learned that it was used for blacking stoves.

It was the first time Miss Pertie Goodwin had ever seen the inside of a sculptor's studio.

She noted his clay-stained blouse and soiled hands, and glanced briefly at the figure of a horse he was modeling.

"Gracious!" she said to the friend who was showing her about. "What won't some people do to make a living!"—*Chicago Tribune*.

Father (meaningly)—Who is the laziest boy in your class, Tommy?

Tommy—I don't know, pa.

Father—I should think you should know. When all the others are industriously studying or writing their lessons, who is it sits idly in his seat and watches the rest, instead of working himself?

Tommy—The teacher.—*Glasgow Evening Times*.

QUALITY IN EVERY WAY THE BEST

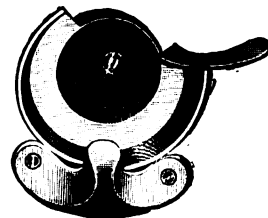
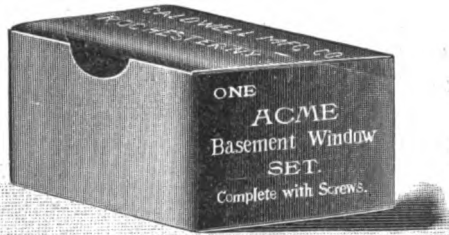
DEWITT SOLVAY LAFRANCE ROSE

**M.S. BENEDICT MFG CO.**  
FACTORY EAST SYRACUSE, N.Y.  
109 WABASH AVE. CHICAGO ILL. 409 BROADWAY N.Y.  
**SILVER PLATED WARE.**

**BOLT AND RIVET CLIPPERS**  
**CHAMBERS BROS. CO.**  
Fifty-Second and  
Media Streets, Philadelphia, Pa., U.S.A.

#### ACME BASEMENT WINDOW HARDWARE,

In Sets Complete, with Butts and Screws.  
SAVE TIME.

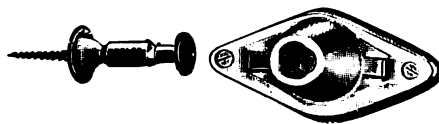


PAT. APPLIED FOR.

A Fastener which binds sash tightly into frame, excludes cold air and prevents rattling.

Write for Circular.

**Caldwell Mfg. Co.,**  
4 JONES ST., ROCHESTER, N.Y.



AN AUTOMATIC CATCH  
To hold sash open. Much easier than Hook and Eye.



# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

### New Incandescent Lamp In Norway.

Under date of February 23, 1901, Consul-General Guenther, of Frankfort, says:

It is reported that Ch. Petersen, of Christiania, has constructed a new incandescent lamp, which is of interest on account of its peculiar arrangement. For the radiation of light, a conductor of the second class, which conducts electricity only when heated, is used, the same as in the "Nerst" lamp. The conductor in this new lamp, however, is not a thread, but a small rod, which is brought to a white heat and thereby emits light. Around this "second-class" conductor a thin metal wire of good conductivity is wound, which is connected with the current conductor by equaliz-

ing resistors, which serve the purpose of heating the second-class conductor and increasing the resistance of the current. The second-class conductor takes up the greater part of the current. This arrangement results in a great saving of the electric power, which about equals that of a Nerst lamp, but yields a considerably stronger light.

First Little Girl—Oh, you told a lie. You'll go to hell if you tell lies.

Second Little Girl—Hell! Where's that?

"What! You a good Methodist and don't know where hell is?"

"No, I don't. They don't teach geography in our class."—*Life.*

The . . .  
"ORIGINAL  
JENNINGS"  
AUGERS and  
AUGER BITS



Genuine have  
"Russell Jennings"  
stamped in full  
on the Round of  
each Bit.  
FOR SALE BY ALL HARDWARE JOBBERS.  
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

**A B A NAIL FILE**  
No. 11 that does the work

### "Bright & Newsy."

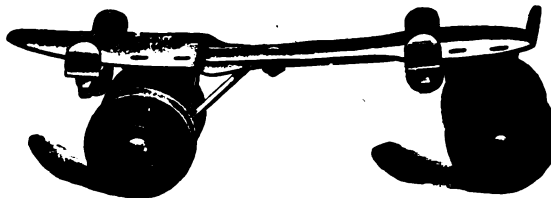
Biddle Hardware Co., Philadelphia, Pa. [*General Hardware and Bicycles*]: In season and out, we have claimed that the Hardware trade was the proper medium for the disposal of bicycles and bicycle sundries throughout the country, and our opinion on this point is so well known, that it does not seem as if we could strengthen it materially by saying it again. Of course large cities may be able to support a few exclusive bicycle men, but in the majority of towns and cities throughout the country the man must have other business in order to make it pay. We appreciate the fact that from the first **HARDWARE** has held the same views, and we think they have been fully justified by the trend of events. **HARDWARE** is always welcome in our office, and its bright and newsy columns are often a relief amid the cares of business.

## UNION HARDWARE CO.

TORRINGTON, CONN., U. S. A.

New York Office, 95 Chambers Street, in charge of TOWER & LYON.

ALL CLAMP RINK SKATE.



No. 9.

EXTENSION—"ONE SKATE FOR ALL SIZES."

Pat. April 11, 1899.

### Roller Skates.

MOST COMPLETE LINE.

FINEST FINISH.

BEST QUALITY.

STRONGEST.

GENUINE HEMACITE ROLLS.

### OUR RINK EXTENSION SKATES

Are New and Up-to-Date, and combine all the latest improvements in materials, designs and ideas and are in advance of any other skate on the market. The tops, trucks, clamps and stampings being made of the best cold rolled Swedish steel, insures fine appearance and strength. Trucks are oscillating, with best rubber cushions, and turn in three-foot circle. Clamps are made under patent of April 11, 1899, are neat, easily removed for repairs, cleaning or side adjustment, and will hold to shoe like a vise.

We Manufacture a COMPLETE Line, both for Sidewalk and Rink. Plain and Ball Bearings.  
Send for Catalogue.

## TOWER & LYON, 95 CHAMBERS ST., NEW YORK.

MANUFACTURERS OF

### Fine Tools and Hardware Specialties.

SOLID BOLSTER.

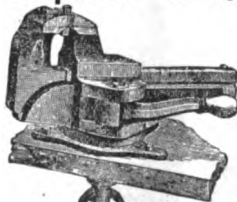


CAUTION.—See that the word  
"CHAMPION"  
is on each Screwdriver.

IMPROVED CLARK'S PATTERN  
EXPANSIVE BIT.



### Stephens' Patent Vises.



SWIVEL BASE.

Quick Adjustment.  
Cam and Toggle Joint.  
Stationary or Swivel  
Base.

This Vise, well known as the "Old Reliable," is to-day the Best Quick Acting Vise made. All sizes, Large and small.

### THE CYCLOPS NAIL PULLER.

THE HANDLE  
Saves Time in Operation,  
Saves the HANDS from Injury,  
GIVES Control of BOTH JAWS.

THE BEST. THE SIMPLEST.  
THE QUICKEST IN ACTION.

No other Nail Puller combines these points of superiority:

- 1st.—Absolute Simplicity.
- 2d.—Absolute Control of Both Jaws instead of One.
- 3d.—Absolutely No Chance to Hurt the Hands.



## MERCHANT'S HIGH-GRADE ROOFING PLATES

Made by the Palm Oil Process. No Wasters. Evenly Coated.

The Brands are: { "Merchant's Old Method," "Merchant's Roofing,"  
"American Old Style," "Camaret," "Alaska."

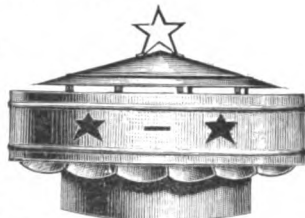
Each Sheet Stamped.

Send for booklet, "How ROOFING TIN (good and bad) IS MADE"

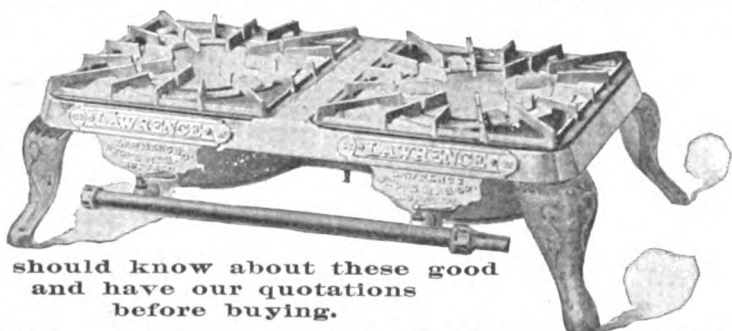
STORM-PROOF **The Star Ventilator** EFFECTIVE

For Ventilating Factories of all kinds, Foundries, Machine Shops, Power Houses, etc.

Philadelphia **MERCHANT & CO., Inc.** Chicago  
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## "LAWRENCE" and "SENECA" FRAME STOVES and HOT PLATES



You should know about these good and have our quotations before buying.

Catalog "H." **LAWRENCE STOVE & CO., BUFFALO, N. Y.**



## THE ARGAND LAMP

We make it ourselves, and KNOW that every lamp is PERFECT before it is sold. Every "ARGAND" sold helps to sell others because it does the work.

**GOOD PROFIT TO DEALERS.**

Retail Price \$4.00 and upwards.

Ask us for particulars.

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DETROIT, MICH.



## The Peoria Vapor Lamps

Are the oldest and most reliable Vapor Lamps on the market. Simple in construction, low in price, 90 to 100 candle power of

**PURE WHITE LIGHT**

Approved by the insurance underwriters. Safe, a child can operate them.

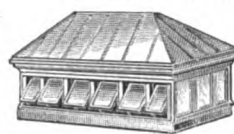
**BIG MONEY FOR AGENTS.**

WRITE FOR PRICES TO-DAY.

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413 So. Washington Street,  
PEORIA, ILL.

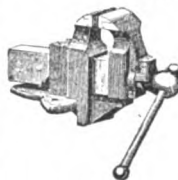
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MANUFACTURERS OF  
**Metal Skylights  
Ventilators,  
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of every description. Send for catalogue.

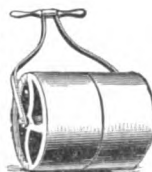
## Howard Iron Works, BUFFALO, N. Y.



Manufacturers of

## BENCH VISES.

Price Lists Sent on Application.



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Hand and Horse Lawn Rollers,  
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61 Beekman St., New York City.

## SOMETHING NEW "STANDARD" BALL-BEARING PHILADELPHIA CASTERS.

Samples and Catalogue free.

**Standard Caster & Wheel Co.,**

312-326 East 23d St., New York.



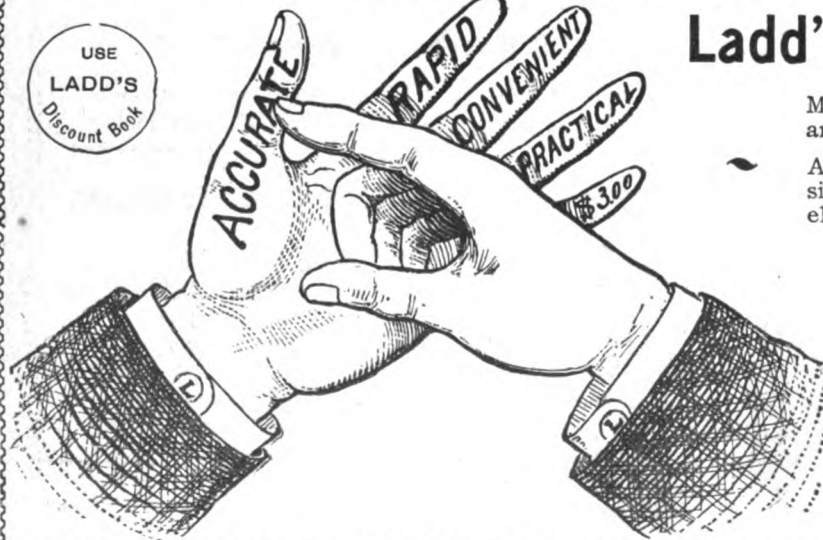
## FEDERAL ROD CUTTER HAS MANY GOOD POINTS.

Send for Circular.

Cuts 1/4 in. to 0 in.



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131 Congress St.,  
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## Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

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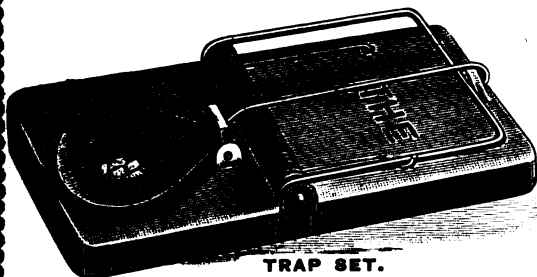
**HARDWARE PUBLISHING CO.,**

275 Broadway, New York.



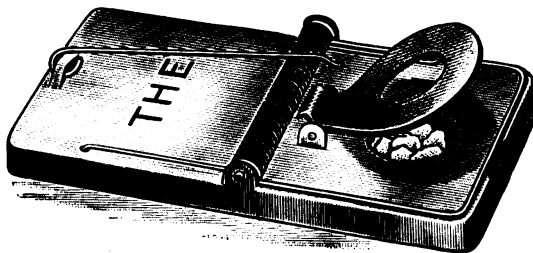
## A 20th CENTURY PRODUCTION "THE" TRAP IS "AT THE TOP"

As compared with all other traps, it is **SUPERIOR**.  
It is **ALL METAL** and will never warp nor split like wood block traps. It can be washed and kept clean.  
"THE" Trap will never spring of its own accord, but will *always* spring for a mouse. It is *easy to set*.  
It has the *safest set* and *quickest trigger* ever produced.



TRAP SET.

The manner of baiting "THE" is *superior*, crumbs of bait being put in the bait box either before or after it is set, and "THE" trap can then be put in a less accessible place, frequented by mice.  
The bait cannot be touched by mice without springing "THE" trap.



BAIT BOX, SEE?

"THE" stamped on every trap, and is a guarantee that it is the **BEST**.

FOR SALE BY JOBBERS EVERYWHERE.

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**HARRISON, N.J., U.S.A.**

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Complete, Accurate and Up-to-Date, Including CUBA, PORTO RICO, HAITI, THE DOMINICAN REPUBLIC, BERMUDA, THE BAHAMAS, BARBADOS, JAMAICA, CAICOS AND TURK'S ISLANDS, THE WINDWARD ISLANDS, TRINIDAD, TOBAGO, THE LEEWARD ISLANDS, GUADELOUPE, MARTINIQUE, ST. THOMAS, ST. CROIX, ST. JOHN AND CURACAO,

For 1901

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A most important work containing in its 1,000 pages ONE HUNDRED THOUSAND of the principal Business Houses, Individual Traders, Planters, etc., of the West Indies, whose names are of commercial value, CLASSIFIED by OCCUPATION and LOCATION in the 250 CITIES and TOWNS covered by the Directory, and a complete presentation of the latest import and export duties and customs regulations, together with local statistics, populations, routes of communication and transportation facilities, financial, commercial, industrial and manufacturing conditions, etc., etc.

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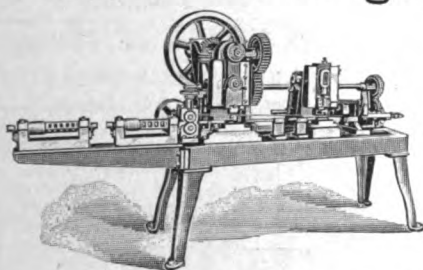
**SPANISH-AMERICAN DIRECTORIES COMPANY,**

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Telephone 1249 Cortlandt.

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### Automatic Lingoe Machine



Producing lingoes at the rate of 60' per minute, flattening, rounding and punching the holes in the end thereof. The machine is applicable to a large variety of long pieces required to be indented, or different forms to be made, leaving the larger portion of the wire straight.

Write for Illustrated Catalogue.

**THE F. B. SHUSTER CO., New Haven, Conn.**

Formerly John Adt & Son.

### Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,  
THE  
**AMERICAN STEEL ROOFING CO.**  
Middletown, O.

The Only First Hand Source of  
**GENUINE MARTY TRAPS**

is with  
**BURDITT & WILLIAMS CO.,**  
Sole Importers. BOSTON, MASS.

## "NONE BETTER" STEEL DOOR HANGERS.

Track & Stay Rollers.

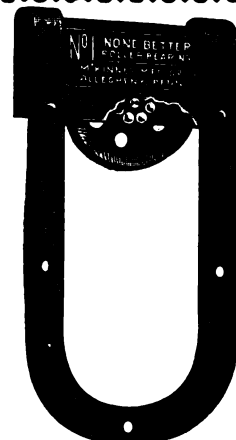
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Our Goods are all right.

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**McKINNEY MFG. CO.,**

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# THE "DISSTON SAW" WILL DO MORE WORK

WITH LESS EXERTION AND HOLD ITS CUTTING  
EDGE LONGER THAN ANY OTHER BRAND.

## DISSTON SAWS

Are Fully Warranted

As to  
Material  
and  
Manufacture.

No. 112



Owing to the  
Demand for a  
**SKEW BACK SAW**  
of the superior quality  
and finish of our No. 12  
we have placed on the  
market the  
No. 112.

**HENRY DISSTON & SONS, Inc.,**

Keystone Saw, Filc, Tool and Steel Works,

**PHILADELPHIA, PENNA.**

# WE HELP YOU SELL IT

In fact with our working model  
and window cards our

## Automatic Rope Attachment

**SELLS ITSELF.**

**A CLOTHES LINE FASTENER.**—It holds  
the line secure and does away with poles and  
props.

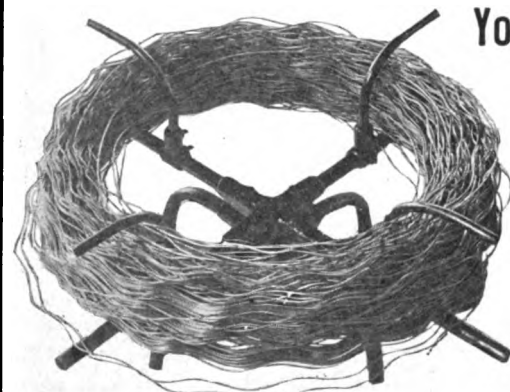
**FOR HAMMOCKS.**—Swings with the ham-  
mock and does not wear the rope like a hook.

**FOR AWNINGS.**—Just what is wanted. Pull  
and let go—it holds all the slack.

Order from your Jobber  
or direct from

**THE NEWTON MFG. CO., Erie, Pa.**

Ask for further particulars and prices.



## You Need It In Your Store.

*It's a Good Seller, too.*

Adjustable; holds any size of coil.

Light and Portable—Strong and Durable.

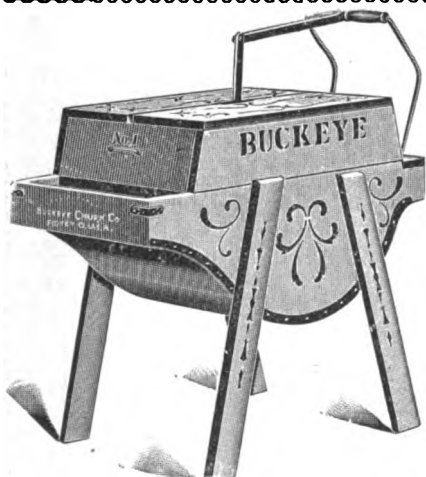
Retails at \$1.75. Good discount.

We are in a position to supply the trade  
with Smooth Wire, any size, at low  
prices, prompt delivery.

Ask for Catalogue of Field and  
Lawn Fence and Specialties.

**Chain Stay Fence Co.,**

**TOLEDO, OHIO.**



## "BUCKEYE" WASHING MACHINE.

Easy to Work. . . . .  
Can't Tear the Clothes.

Simple in construction - can't get out of  
order. Reasonable in price, with good  
profit to dealer.

GET OUR CATALOGUE.

**BUCKEYE CHURN CO.,**

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## Recent Victories!

At Sea Girt, Aug. 31, Sept. 8,  
1900, Great International Rifle,  
Revolver and Military contests;

## Peters Cartridges and King's Semi-Smokeless

Took all the following prizes—

WIMBLEDON CUP, 1000 yards,

SCHUETZEN MATCH,

INTERSTATE MILITARY  
MATCH,

INTERSTATE REGIMENTAL  
TEAM MATCH,

ALI. COMERS MILITARY  
MATCH.

NEW JERSEY RIFLE  
ASSOCIATION TROPHY  
MATCH,

WINCHESTER MATCH,

REVOLVER RE-ENTRY  
MATCH,

REVOLVER TEAM MATCH;

in fact almost everything  
within sight.

Peters Cartridges are all loaded  
with the famous King's Semi-  
Smokeless.

**THE PETERS CARTRIDGE CO., Cincinnati.**

Eastern Branch, T. H. KELLER, Mgr., 80 Chambers St., N. Y.  
Hibbard, Spence, Bartlett & Co., Chicago, Ill.

## An Advertisement

If you have a sign over  
your door, you are an ad-  
vertiser. The sign is in-  
tended to advertise your  
business to passers-by. An  
advertisement in a reliable  
Trade paper is only so many  
thousand signs spread over  
a great many square miles.

You can't carry everybody  
to your sign, but **HARDWARE**  
can carry your sign to every-  
body.





### THE BURR PATENT STEEL SAFETY LIFT BLOCK.

A Perfect Self-Locking Rope  
Tackle Block.

Runs as freely as an ordinary  
rope tackle block.  
Holds more securely than a  
chain block.

Locks instantly and does not  
cut the rope.

Allows the load to be lowered  
safely and slowly, the operator  
using only one hand.

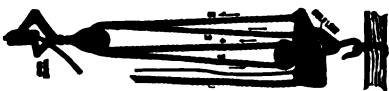
Cannot stick nor jam when  
the load is to be lowered.

Adopted by the Penna. R.R. Co.,  
Western Union Tel. Co.,  
and many others.

Liberal Discounts to Hardware  
Dealers.

Send for circulars and prices.

.. THE ..  
**BURR MANUFACTURING CO.,**  
223 Society for Savings Bldg.,  
Cleveland, Ohio, U. S. A.



USED AS A WIRE STRETCHER.



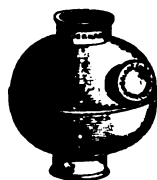
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**The E. Woodman  
Mfg. & Supply Co.**

Manufacturers  
And Dealers in  
Railway and Mill  
Supplies.

Send for Catalog.

63 Oliver St., Boston, Mass., U. S. A.



### THE IMPROVED GLOBE WATER FILTER

Never gets out of order.

Send for Catalogue

**GLOBE FILTER CO.,**

C. C. COBB, Manager,

71 Gold Street, New York.



Don't  
**MUTILATE**  
your papers  
with pins  
or fasten-  
ers but use  
the ...



### "GEM" PAPER CLIP.

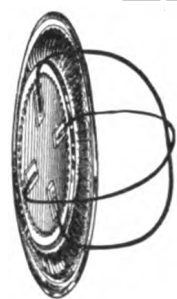
Only satisfactory device for the temporary at-  
tachment of all kinds of papers. Quickly applied  
and removed. Adopted by leading corporations  
as being without an equal. Samples free.

Price, 15 cents per box of 100.

**GUSHMAN & DENISON.** Mfrs. 240-2 W. 23d St., N.Y.

### EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio.  
[Tools]: During the five years we have had  
an advertisement in **HARDWARE** we have  
each year received better results.



## It's a Gem

that securely stops the flue-hole, and is absolutely dust  
and soot proof. . . . .

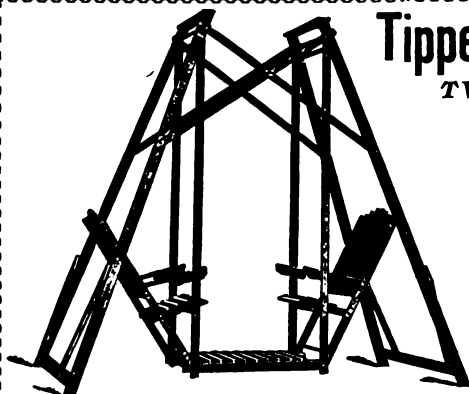
## Clark's Gem Flue Stops

are the acme of SIMPLICITY and can never be blown or jarred  
out of place—because they have four points of contact.  
Our new circular—"SOME MODERN IDEAS ABOUT FLUE  
STOPS"—with prices, sent upon request. . . . .

**J. L. CLARK HARDWARE CO.,**

497 STAY STREET,

ROCKFORD, ILLS.



## Tippecanoe Lawn Swing,

TWO and FOUR PASSENGER.

Neat, Attractive, Durable,  
Noiseless and Easily Operated.

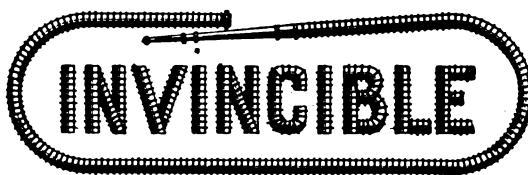
The Lawn Swing is beyond doubt one of the most  
popular articles ever placed on the market. It is  
found everywhere. The children find it a source of  
never failing amusement, while the grown people  
find actual comfort and complete rest in its use.

Made of Selected Hardwood, Finished in Red.  
The best in the market for the money.

Send for Circular and Prices.

MANUFACTURED BY

**The Tipp Bldg. & Mfrg. Co.,**  
TIPPECANOE CITY, O.



## INVINCIBLE

7 CENTS PER FOOT.

**A FIRST-CLASS 1/4 inch 8-ply  
RUBBER HOSE**, wound with  
heavy steel wire, complete with  
brass couplings and bands.

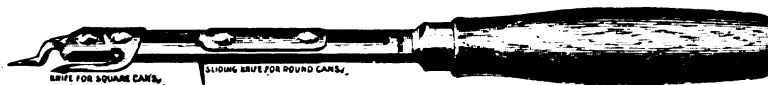
**I FULLY WARRANT** this  
Hose for the season of 1901 and  
will replace any proving defecti-  
tive.

I will be pleased to have you favor me with an order for a sample length, and have  
you give it a thorough trial before you place your order for this season's hose.

Send for Illustrated Catalogue of Rubber Goods and Fittings.

**J. W. BUCKLEY RUBBER CO., - 69 Warren Street, New York.**

## "THE WOODS" No. 100 CAN OPENER



Two Can Open-  
ers in One.

The Best not  
the Cheapest!

The Cutters are made from CUTLERY STEEL, finely tempered. The Shank is Drop Forged Cold Rolled Steel,  
Handsomely Nickel Plated. Hot-Water-Proof Enameled Handles. Samples 25c. postpaid. Write for Prices to  
**FRANK WHITE, (Manufacturer)** or **THE WOODS, RACON CO.,**  
76 Park Place, New York, U. S. A. 127 Duane St., New York, U. S. A.



## AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

## Patent Perfection Padlocks.

All sizes, 1/2 in. to 2 1/2 ins. Send for Catalogue.

## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Hardware Stores.

Afton, N. Y.—Clark L. Horton, Maple Street.

Ballinger, Tex.—The Hall Hardware Co. has been incorporated with a capital stock of \$30,000.

Bradford, Pa.—Geo. F. Guy, Washington and Main Streets.

Cambridge, O.—The Orme Niel-Thompson Hardware Co. has been incorporated with a capital stock of \$25,000.

Cleburne, Kan.—Vilander & Fosberg.

Cobden, Ont.—Gilbert A. Adair.

Dickson, Tenn.—W. T. Anderson Co. is the style of a newly incorporated Hardware firm, which has begun operations here, the incorporators being W. T. Anderson, V. B. Miller, J. S. Johnson, W. T. Andrews and Pitt Henslee. The official members are: W. T. Anderson, president; J. S. Johnson, secretary and treasurer; W. T. Andrews, store manager.

Geneseo, Ill.—J. J. Ryan.

Greenwich, N. Y.—E. M. Crandall.

Mazeppa, Minn.—John Pesheck.

Quitman, Ga.—Joiner & Whaley.

Seattle, Wash.—The Rainier Hardware Co. has been incorporated with a capital stock of \$18,000.

Sunbury, O.—The Pace & Miller Co. has been incorporated with a capital stock of \$10,000 to carry on a general mercantile business in Hardware, farm implements, etc. Incorporators are: J. W. Pace, H. R. Miller, Fred D. Miller, John B. Miller and Addie B. Paul.

Talladega, Ala.—Lyman Chardy.

Tampa, Fla.—The Foley Plumbing & Hardware Co. is a new corporation asking for a charter in this city. It is incorporating with a capital stock of \$10,000, and proposes to do a general business in its line. The incorporators are named as John Foley, J. Allet Rankin and E. R. Prince and others.

Washington, Ia.—Articles of incorporation for the Nicola Hardware & Furniture Co. have been filed. The corporation has a capital stock of \$6,000.

Winter Harbor, Me.—Milton Jordan.

### Changes and Improvements.

Bemidji, Minn.—J. W. White & Co. have sold their large storeroom to McClennan & Graham, Hardware merchants.

Bloomington, N. Y.—James Green and Alfred Owen have taken the tin and Hardware business, formerly run by McKinney & Ward, of Pine Bush.

Bryant, S. Dak.—E. S. Dunn & Co. have purchased the Hardware, implement and harness business of Underwood & Cole.

Clare, Mich.—David Ward, of Vernon, has purchased J. R. Goodman's stock of Hardware and has taken possession.

Conde, S. D.—W. W. Rounds has sold his stock of Hardware.

Goshen, N. Y.—James H. Conklin has purchased the Coe S. Goble tin and Hardware business at Westtown and taken possession.

Harrietta, Mich.—S. J. Doty is closing out his Hardware business.

Jefferson, O.—Walter Kellogg is enlarging his Hardware building.

Lawrence, Mass.—The Treat Hardware Co. has purchased the stock of the late John Glidden, whose place of business was at the corner of Amesbury and Valley Streets.

Mason, O.—W. N. Cox has purchased the Hardware store of J. S. Evans and taken possession.

Mayfield, Ky.—T. J. Carman & Co., Hardware, have recently succeeded C. R. Allen & Co.

Ravenwood, Mo.—Proctor & Proctor have the material ordered and part of it on the ground for a new addition to their Hardware store on the south. The building will be 22 x 80 feet, brick foundation, and corrugated steel siding.

Rochester, N. Y.—Extensive alterations have just been made in the builders' Hardware and manufacturers' supplies department of Matthews & Boucher's Hardware store in Exchange Street.

Shickshinny, Pa.—J. D. Woodworth & Co. have purchased the Hardware store of T. H. Doan at the old Campbell stand and will conduct a first class Hardware store.

Tempe, Ariz.—F. W. Holsapple has sold his stock of Hardware and wagons, buggies and farm implements to the Tempe Hardware & Supply Co. This concern has also bought out the Bicycle Electric Plumbing Co., and will continue the joint business as heretofore in the Odd Fellows' building.

### Business Embarrassments.

Clarksville, Tenn.—J. F. Wood & Co., dealers in Hardware, have made an assignment for the benefit of their creditors equally, none being preferred. The assets and liabilities are about equal, and it is thought that all creditors will be paid in full.

Newburgh, N. Y.—James Bennett Quinlan, the Hardware merchant at 128 Water Street, has made a general assignment without preference, for the benefit of his creditors, to Supervisor Henry B. Lawson. Mr. Quinlan's liabilities amount to between four and five thousand dollars, and his assets are upward of \$4,000.

Pennsgrove, N. J.—Edward G. Brick has made an assignment to David D. Leap.

The liabilities amount to \$14,000, but Mr. Leap thinks the assets will amount to as much.

Provo, Utah.—Lewis D. Watters and Thomas Erros, doing business as Hardware merchants in this city, have made an assignment for the benefit of their creditors. John B. Forbes, of Salt Lake, is assignee, and the liabilities aggregate \$2,374.67.

Rockland, Me.—The Lamson Hardware Co. has made an assignment to E. B. McAllister and C. E. Meservey, of this city, and A. H. Graves, of Boston. The company was incorporated in June, 1900, with F. I. Lamson as president.

### Fires in Hardware Stores.

Aplington, Ia.—Jas. E. Arenbo. Loss, \$8,500; insurance, \$2,600.

Arcadia, La.—Wakeman & Booth.

Armada, Mich.—S. B. Anderson. Loss, \$5,000; insurance, \$3,000.

Armourdale, Mo.—W. H. Plank. Loss, \$3,500; partially insured.

Bells, Tenn.—Clark Hardware Co.

Bowerston, O.—J. A. McKean.

Dauphin, Ont.—Turner's Hardware store. Loss, \$300; fully insured.

Frazeysburg, O.—M. A. Lemert. Loss, \$4,000; insurance, \$500.

Hersey, Mich.—O. L. Williams. Loss, \$200.

Lansing, Mich.—E. Bement's Sons. Loss, \$1,000.

Mobile, Ala.—Barney-Cavanagh Hardware Co. Loss, \$3,000. Fully insured.

Portageville, N. Y.—Charles Gilbert.

Roland, Man.—James Mawson & Co.

Sparta, Tenn.—R. P. Biles.

Spring Lake, Mich.—W. H. Buckley. Loss, \$7,000; insurance, \$3,200.

Woodbury, Conn.—Wm. H. Munson. Loss, \$300; fully insured.

### Burglaries in Hardware Stores.

Bath, N. Y.—Tucker & Lyon, razors and cutlery.

Scottdale, Pa.—Bryan Bros., \$250.

Watkins, N. Y.—L. H. Durland, Son & Co., \$300.

Dakota City, Neb.—Edwards & Bradford, \$200.

Monroe, Wash.—Monk's Hardware store, cutlery.

Kenton, O.—Augsburger Hardware store.

Creighton, Neb.—Wm. Graham, razors, knives, etc.

Olpe, Kan.—Ung & Diebolt, shotguns.

Lorain, O.—Chapman & Hills, knives, etc.

Montreal, Can.—John Millen & Sons, Hardware, etc.



# WHEN YOU SEE VARNISHES

BEARING THIS LABEL

**You may be sure**

**they are the best made.**

**CARRIAGE VARNISHES,**

**RAILWAY VARNISHES,**

**PIANO VARNISHES,**

**WOOD FINISHES**

VARNISHES AND JAPANS OF ALL GRADES, AND FOR EVERY USE KNOWN.

## BERRY BROTHERS LT'D.

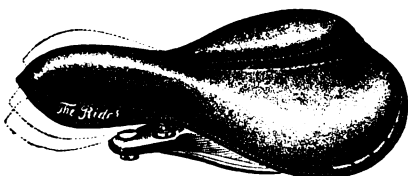
NEW YORK, 252 PEARL ST., BOSTON, 520 ATLANTIC AVE., BALTIMORE, 22 E. LOMBARD ST.,  
PHILADELPHIA, 26 & 28 N. FOURTH ST., CHICAGO, 15 & 17 LAKE ST., CINCINNATI, 304 MAIN ST.,  
ST. LOUIS, 112 FOURTH ST., SAN FRANCISCO, 12 FRONT ST.

**FACTORY & MAIN OFFICE, DETROIT.**

**IF YOU HANDLE VARNISH IT WILL PAY YOU TO DROP US A LINE.**

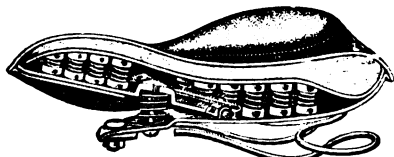


## "THE RIDER"



The Only Bicycle Seat made that is Absolutely Comfortable and Durable.

In the "Rider" Saddle we have all the objectionable features eliminated. Its unique features are its *upholstered seat* and *adjustable nose*.



"Its Nose is Adjustable, Soft and Flexible,"  
Hence impossible to hurt or injure.

**THE PRICE WILL SURPRISE YOU.**  
Ask about it.

—MADE BY—

**RIDER SADDLE CO.**

194 Grand River Ave.,  
Detroit, Mich., U. S. A.

## MANUFACTURERS

By our co-operative plan of mailing circulars to the Hardware dealers we save you five sixths of your present cost. Some of the largest manufacturers in the country are our patrons. A postal, brings full particulars.

We Print and Mail 15,000 Circulars to  
15,000 Hardware Dealers for \$35.00

The U. S. MAILING & ADVERTISING CO.,  
CLEVELAND OHIO.

## THE NULITE

750 Candle Power

### ARC ILLUMINATORS

Produce the Finest Artificial Light in the World.

**Superior to Electricity or Gas. Cheaper than Kerosene Oil.**

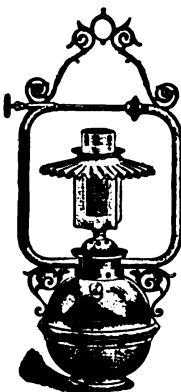
**NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.**

*They are Portable. Place them anywhere.*

Table Lamps, Pendants, Wall Lamps, Chandeliers,  
Street Lamps, etc.

They sell at sight. Big discounts to Hardware men.  
Write for Catalog and Prices.

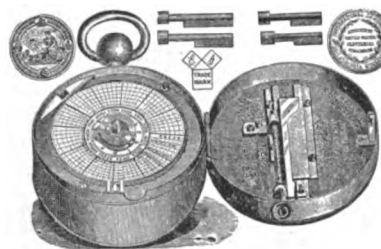
**CHICAGO SOLAR LIGHT CO.** 81 Fifth Ave.,  
CHICAGO.



Indoor.



Outdoor.



**STANDARD OF THE WORLD.**—Awarded 12 Medals for PORTABILITY, SECURITY and GENERAL ADAPTATION for purposes intended.

Endorsed by fire underwriters everywhere. Reduces rate of insurance.

Used exclusively U. S. Life Saving Service, Railroads, Mines, Hospitals, Institutions, Banks, Breweries, Express Companies, Refineries, Hotels, Residences, Factories, Stores, etc. Compels the watchman to make systematic visits to every part of your property, and records his exact whereabouts during the entire night.

Write for Catalogue and Special Prices to Dept. C.

**E. IMHAUSER & CO.,** 206 Broadway, New York.



1330 G St., N. W., WASHINGTON, D. C.  
March 13th, 1900.

GENTLEMEN:—We have been selling your ladders for the past year and have yet to receive the first complaint about them. The workmen in our retail department have found them to be strong and easy to handle.

Yours truly,  
E. N. RICHARDS.

For Catalogue and Description, Write to

**MILLER LADDER CO.**

204 Orleans St., Chicago, Ill.

The "Miller" is a radical departure from the conventional style of step ladder. It has an individuality entirely its own which has won for it recognition as the standard ladder in the decorating trades.



## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Etc.

**Birmingham, Ala.**—Birmingham is to have a new industry, which will be in operation somewhere on the Southside within the next thirty days. It is to be known as the Eclipse Mfg. & Plating Co., and will manufacture grates and mantel Hardware, in addition to plating. The principal stockholders are K. F. Dunlap, formerly of Macon, Ga., and F. N. Andrews.

**Clayville, N. Y.**—The machinery for the new wire works of Babbitt & Richards is now all in place and has been tested and business has commenced.

**Cleveland, O.**—The Consumers' Gas Stove & Fixture Co. has been incorporated with a capital stock of \$10,000.

**Columbus, O.**—Belcher Mfg. Co., which will manufacture tools, has been incorporated by H. P. Ranney, J. G. Bettcher, J. Henry DeCumbe, M. E. Zimmerman and F. W. Langin. Capital stock, \$10,000.

**Hartford, Conn.**—The Booth Mfg. Co., with Hobart Booth at its head, is a new enterprise for the manufacture of wire goods specialties. Mr. Booth was formerly one of the foremen of the E. N. Welch Clock Co., of Forestville. The company has equipped a heretofore unused factory building with machinery valued at \$20,000, and will soon begin the manufacture of hooks and other articles.

**Johnstown, Pa.**—The Cambria Foundry & Machine Co. is ready to begin the manufacture of shovels at its plant on Davis Street. The new building has been completed and all the machinery needed for the manufacture of all kinds of shovels has arrived and is being installed. The capacity of the plant will be sixty dozen shovels a day. The Cambria Foundry & Machine Co. was organized the early part of last Fall and purchased the plant of Charles L. Tittle, of Blairsville, which has since been greatly enlarged. The capital is at present \$30,000, but it is soon to be considerably increased. The charter was obtained by Messrs. N. B. Griffith, John N. Horn, Harry M. Benshoff, Alfred J. Gairing, and George A. Hager.

**New Castle, Pa.**—The American Hardware Mfg. Co. has been organized with a capital of \$100,000 for the manufacture of all kinds of brass electrical supplies. The company is composed almost entirely of local capitalists. The plant of the Keystone Plow Co. has been secured, and will at once be remodeled. The following are the stockholders of the company: George W. Johnson, Charles H. Johnson, Charles Matthews, John B. Brown, George W. Hartman, Charles J. Kirk, W. L. Johnston, Thomas H. Hartman, Robert K. Aitken and E. S. Whiting. The company will employ about 150 men at the start, and it is ex-

pected that the works will be rapidly extended.

**New York, N. Y.**—J. L. Thomson Mfg. Co. has been incorporated to manufacture Hardware specialties; capital, \$1,000. Directors—J. L. Thomson and Catharine M. Thomson, Clayton; C. O. Le Count, New York City.

**Pittsburgh, Pa.**—The Pittsburgh Shovel Co. has been formed at Pittsburgh with a capital of \$100,000 and has leased the American Sheet Steel Co.'s plant at Leechburg, expecting to begin operations there about July 1 and running independent of the Trust. W. L. Walker, of Leechburg, is secretary of the new company.

**New York, N. Y.**—Enterprise Gas Stove Mfg. Co. has been incorporated. Capital \$50,000, and the directors are: Charles Lederhos, Philip Lederhos and E. F. Curley.

**Oklahoma City, Okla.**—The articles of incorporation for the Bandy & Prince Mfg. Co. have been filed with the secretary and a charter issued for a period of twenty years. The purpose of the company is to manufacture hay presses and other machinery. The capital stock is \$20,000. The incorporators are David H. Bandy, Burton W. Prince and Richard L. Jarvis, all of Oklahoma City.

**Ottumwa, Iowa.**—It has been decided that a company known as the Nichols Mfg. Co. will locate here and begin the manufacture of the Nichols square, a newly patented carpenter's tool, as soon as machinery can be put in place. Mr. Nichols is in Bridgeport, Conn., where he has purchased the machinery of the Bridgeport Power Co., and is now packing it on cars for transportation here.

**Toledo, O.**—The Buckeye Screw Co. has been incorporated; capital stock, \$50,000. Incorporators—S. R. Maclaren, H. C. Sprague.

**Toledo, O.**—The Toledo Chandelier Mfg. Co., with a capital stock of \$10,000, has been incorporated by Charles W. Klauser, William Lindley, William D. Dippel, Fred J. Miller, Otto Thum and William J. Loeffler.

**Trenton, N. J.**—L. W. Ferdinand Co. has been incorporated with a capital of \$50,000 to manufacture Hardware. Incorporators—Louis W. Ferdinand, Jersey City, N. J.; Charles T. Woodman and Stephen Bradford.

### Changes and Improvements.

**Reading, Pa.**—The Reading Hardware Works have just completed a four-story annex, which will be put into operation during the coming Spring. Several new features will be added to the line of goods manufactured and a number of more hands employed.

**Reading, Pa.**—The Reading Wood Pulley Works, at the southeast corner of Eleventh and Muhlenberg Streets, will be considerably enlarged. Plans are now being prepared by Architect George L. Gerhard.

The entire plant will be covered with an additional story and the rear of the building will be increased in size. The business of the firm necessitated the change.

**Richmond, Va.**—The Richmond Stove Co. has practically completed the details of the purchase of the mammoth building owned and occupied by W. T. Hancock as a tobacco factory. The plan is for the stove works to purchase and occupy the entire building, which fronts on Main Street all the way from Twenty-fifth to Twenty-sixth Streets.

**Waltham, Mass.**—The Pittsburgh Reduction Co. have purchased the entire stock, machinery, etc., of the Hill, Whitney & Wood Co., manufacturers of all kinds of aluminum ware. The change took place on the first of the present month. It is not the intention of the new owners to remove the aluminum plant away from Waltham immediately, but it will eventually be removed to Pittsburgh, Pa., where the new proprietors have their factory. While the plant is continued here it will be conducted under the original name of Hill, Whitney & Wood Co.

**Warren, Pa.**—The Warren Axe & Tool Works on the East Side are preparing to make additions for the enlarging of the capacity of their plant. The improvements as contemplated will give the company an output of a finished product about one-third larger than at present. A new addition will be built on the plant and more machinery added giving opportunity for the employing of more men.

**Woodbury, Conn.**—An industry abandoned fifteen or more years ago is to be revived in North Woodbury. Suckley & Wolfe, a firm made up of Woodbury and Bridgeport men, have leased the old shear factory in North Woodbury and will soon begin the manufacture of pocket and table cutlery.

### Recent Embarrassments.

**Royersford, Pa.**—The Schuylkill Valley Stove Co., of Spring City, has made a general assignment to George D. Peters. The assets are \$75,000 and the liabilities \$30,000.

**Syracuse, N. Y.**—The Manufacturers' Supply & Tool Co. have made a general assignment to Arthur Beebe. The liabilities of the company are estimated at \$10,000 and the assets at \$17,000.

### Recent Fires.

**Akron, O.**—The mower and reaper factory of Sieberling & Miller at Doylestown has been burned, entailing a loss of \$50,000 and throwing 100 men out of employment. Insurance, \$20,000.

### Miscellaneous.

The annual meeting of the stockholders of the March-Brownback Stove Co. was held in the company's office on South Street. Following directors were elected: Franklin March, T. J. March, James Rogers, A. K. Shaner, M. W. Baily, Dr. J. E. Porter and James Brownback.

IMPROVED TO PERFECTION.



**The Linke,  
Acorn, and  
Advance  
STONE  
WATER  
PURIFIERS.**

Cleaned in a few  
seconds without  
taking apart. . . .

**The "ACORN"**

Is conceded the best Filter made to screw  
on a faucet

A constant new surface is produced on  
stone and Filter is washed clean  
for every filtration.

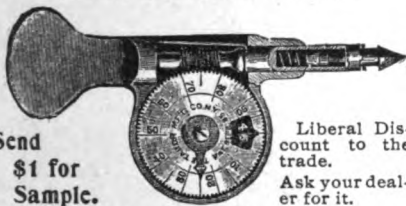
Booklets and Display Cards with all orders.

PATENTEES AND MFRS.,

**T. LINKE & CO.,**  
1559 BROADWAY,  
NEW YORK.

### TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in  
shaft and then for your watch while  
balancing on a ladder. . . . .



Send  
\$1 for  
Sample.

Liberal Dis-  
count to the  
trade.  
Ask your deal-  
er for it.

**The Tabor Revolution Counter,**  
Elizabeth, N. J.

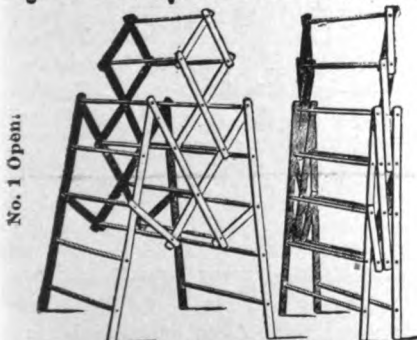
## ALUMININE.

The original and patented Aluminum Finish for  
Stoves. Carried by jobbers in all parts of the  
country. Send us your order and we will forward  
to the one nearest you. Manufactured only by

**ALUMININE PAINT & POLISH CO.,**  
707 W. Lake St., Chicago, Ill.

RUTLAND FIRE-CLAY CO., Rutland, Vt., Eastern Agts.

### Rogers' Patent Adjustable Extension Clothes Rack.



No. 1 Open.

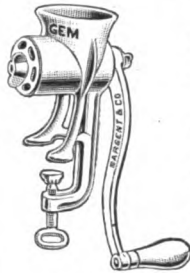
No. 1 Closed.

**A QUICK SELLER.**

Made of hard or soft wood, with or without oil finish, as  
desired. Hanging surface 50 feet. Write for our Cata-  
logue of Household Specialties. Established 1880.

**ROGERS & SON, Kendallville, INDIANA.**

# You Can Sell It!



SARGENT'S GEM FOOD CHOPPER is an article for  
kitchen use, intended to take the place of chopping bowl  
and knife. It is carefully made and nicely tinned; self-  
cleaning and self-sharpening, with steel cutters that  
cannot break.

Chops all kinds of meat, both raw and cooked, fruits  
vegetables and other articles of food. Chops quickly, quietly and easily;  
is easy to take apart, easy to put together, easy to adjust.

**SARGENT & COMPANY,**

Manufacturers,

New Haven, Conn., New York, Philadelphia, Boston.

## FORKS, HOES, RAKES, &C., FOR EXPORT.

We make more than . . .

740 KINDS OF FORKS.

350 KINDS OF HOES.

40 KINDS OF GARDEN RAKES



In Sizes, Patterns and Grades . .

**FOR ALL MARKETS OF THE WORLD.**

WORKS RUN CONTINUOUSLY MORE THAN 40 YEARS.

## THE IOWA FARMING TOOL CO.,

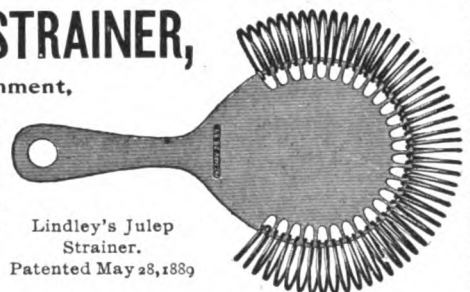
Illustrated Catalog  
on Application. . .

**FORT MADISON, IOWA, U. S. A.**

## LINDLEY'S JULEP STRAINER,

Adjustable Wire Attachment,

Prevents all foreign matters from passing  
into the glass. Fits any glass. Easily  
cleaned. Nickel silver, special quality sil-  
ver plate. No place, where drinks are  
served, is complete without one. . . . .  
Send for price list. . . . .



Lindley's Julep  
Strainer.

Patented May 28, 1889

Sample Prepaid, 50 Cents.

**The Holmes & Edwards Silver Co., BRIDGEPORT, CONN.**

**THE WALLACE BARNES CO.,**  
BRISTOL, CONN., U. S. A.

Manufacturers of

**SMALL SPRINGS**

of every description;

and dealers in

**WIRE and COLD ROLLED  
STEEL.**

ESTABLISHED 1857.

## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Amesbury, Mass.—F. W. Peabody, re-opening.

Arcadia, Wis.—Henry Zindel.

Atlanta, Ga.—F. G. Byrd & Co., 37 Peachtree Street, have added jobbing department.

Aurora, Ill.—L. H. Brunemeyer, re-opening.

Beardstown, Ill.—Jesse Allard.

Canastota, N. Y.—The Clipper Saddle Co. is the name of a new company which has been formed here to manufacture bicycle saddles and other specialties. Sumac tan, a rawhide prepared by a secret process, is the material used. Lester H. Skelton and Wallace Sykes are interested in the concern, which for the present will occupy the third floor of the Canastota Celery Co.'s building.

Catskill, N. Y.—John Brouillard has re-opened his repair shop.

Chicopee, Mass.—Grady & Minie.

Collinsville, Conn.—Mr. Levanway has opened a bicycle repair shop in J. E. Wheelock's shop on Maple Avenue.

Delaware, O.—Among the new incorporations authorized by the Secretary of State is that of the Delaware Mfg. Co. The incorporators are: Harry Millgate, M. L. Millgate, Charles Watson, G. W. P. Perry, of this city, and E. R. Stone, of Cleveland. The object of the concern is to manufacture bicycles and automobiles, bicycle sundries, novelties and light Hardware. The firm will also carry on a wholesale and retail trade in same. No definite decision has been made as yet as to the location of the company's plant.

Dover, N. H.—Frank F. Wentworth, Franklin Square, branch of 4 First Street.

Fremont, O.—Weiser Bros.

Geneva, O.—Frank W. Dickinson.

Glens Falls, N. Y.—Howard Sherman.

Greenfield, Mass.—A. N. Pierce, Pleasant Street, repairing, re-opening.

Haverhill, Mass.—F. H. Fernald.

Hintonburgh, Ont.—T. A. Scott, Jr., repairing.

Holden, Mass.—Fred Taylor, Main Street, repairing.

Ironton, O.—W. M. Mann, repairing.

Jamaica Plain, Mass.—Joseph Kennedy, 7 Seaverns Avenue.

Key West, Fla.—Geer & Co.

Killingworth, Conn.—C. Lawrence Fowler, repairing.

Lenoxdale, Mass.—William Harrington.

Manchester, Conn.—John C. Smith.

Manchester, Mass.—F. P. Wonson, Central Street, re-opening.

Marlboro, N. J.—Howard Smith will open a bicycle repair shop the first of May.

Meadville, Pa.—J. C. Roha, Chestnut Street.

Monroe, Ga.—J. T. Long.

Newton, Mass.—F. J. Read, 242 Washington Street, re-opening.

North Grafton, Mass.—John Richards, Main and East Streets.

Plymouth, Wis.—R. H. Weber, re-opening.

Roslindale, Mass.—A. L. Leslie.

Stamford, N. Y.—F. H. Marshall.

Stratford, Conn.—Clifford C. Curtis, corner Main and Church Streets, re-opening.

Sumter, S. C.—Cooper Cycle Repair Co.

Tampa, Fla.—Greer & Co., Franklin and Cass Streets.

Taunton, Mass.—Joseph Valentine has opened a new bicycle store at the corner of East Britannia Street and Broadway.

Toronto, Ont.—The Co-operative Cycle & Motor Co. have opened a handsome new store at 58 West King Street.

Trenton, N. J.—The Trenton Cycle Co. have opened a branch at 7 South Warren Street.

Utica, N. Y.—George W. Carr has opened a bicycle store and repair shop at 9 Sunset Avenue.

Walton, N. Y.—A. G. Brown, Gardiner Place.

Webster, Mass.—Warren F. Howard, School Street.

Wellesley, Mass.—W. R. Frampton, Central Street, re-opening.

Westborough, Mass.—W. H. Little, South Street, re-opening.

Westfield, N. J.—Chas. G. Embleton.

Windsor Locks, Conn.—F. L. Harvey, Main Street.

Winthrop, Mass.—W. W. Olmstead, Shirley Street, re-opening.

### Changes and Improvements.

Abilene, Kan.—J. J. Kropff succeeds Frank Jaymes.

Auburn, Me.—The Darling Bicycle Co. are making alterations to their store.

Aurora, Ill.—Frank Anderson succeeds A. A. King.

Belmar, N. J.—Augustus M. Pyott has bought the interest of W. J. Stermer in the bicycle firm of Stermer & Pyott and will continue the business alone.

Binghamton, N. Y.—Chas. H. Turner has bought out William E. Montrose.

Dansville, N. Y.—C. J. Fritz has sold his bicycle repairing business in Paradise Alley to H. E. Toms, of Nunda.

Detroit, Mich.—The Brown Cycle Supply Co. has changed its name to the Wimmer Cycle Supply Co.

Edinboro, Pa.—M. D. Reynolds succeeds S. D. Hanson.

Elkhart, Ind.—The Acme Cycle Co. has acquired the bicycle business of the Huntington Mfg. Co. and of the Indianapolis Cycle Mfg. Co., both of which companies have decided to enter the manufacture of other articles. The Acme succeeds to their orders, name plates, good will and trade.

Evanton, Mo.—McLemore & Ritchie succeed Holman & Ritchie.

Greenfield, Mass.—Jacob Schick has removed to Chapman Street.

Jackson, Mich.—The management of the Imperial Wheel expects that the factory will be moved from this city to Flint some time in August. They now have workmen busy at Flint erecting the buildings which they will occupy. Two of them are nearly completed. The company at present is running the factory here twenty-two hours each day, employing about 575 hands. The dull season in the wheel business is said to come in August and it is then that the removal will be made.

Keene, N. H.—George B. Robertson succeeds W. K. Church.

Miami, Fla.—W. A. Lofton succeeds Miami Cycle House.

Montpelier, Vt.—J. E. Leland is adding a repair shop.

North Adams, Mass.—A. S. Williams, of Hoosac Falls, has purchased business of Berkshire Cycle Co.

Norwalk, Conn.—J. C. Roth has removed to 86 North Main Street.

Orange, Cal.—Rufus F. Leefeld has sold his interest in the bicycle business and repair shop of Boring & Leefeld to his partner, Purcel Boring.

Oskaloosa, Ia.—Fred. Slatten & Co. have purchased cycle department of Myer & Stevens.

Owego, N. Y.—G. L. Cole, 88 North Avenue, succeeds Cole & Gaskil.

Plainfield, N. J.—H. C. Drake will remove to 115 Madison Avenue.

Princeton, Wis.—Weinkauff & Whittemore have dissolved. Mr. Weinkauff will continue at old stand, and Mr. Whittemore will open another store.

Roseburg, Ore.—H. G. Householder has sold out.

Saco, Me.—John Lawrence has put in an enamelling plant.

San Diego, Cal.—San Diego Cycle and Arms Co. and Nolan & Tibbals have consolidated and will continue under the former name.

Shelby, Neb.—David Kuerr & Son succeed T. E. & C. E. Casselberry.

Southampton, N. Y.—Henry N. Clark succeeds Grundy & Co.

Sterling, N. B.—M. Ehmen succeeds J. M. Hershey.

Stevens' Point, Wis.—Arthur B. Case has purchased the tools and stock heretofore owned by J. L. Nutter, the bicycle repairer, who had his shop in the Goerke Building, east of the Alhambra, and has just opened a shop on Strong's Avenue.

Trenton, N. J.—Josiah Amisson, East State Street, has closed.

### Recent Fires.

Mendon, Mich.—Harvey Appleton; loss, \$1,200.

Tonawanda, N. Y.—I. O. Sauberan, Young Street; slight damage.

Colon, Mich.—Lemons & Leland; loss, \$4,500; insurance, \$3,000.



# MORROW

COASTER AND BRAKE.

Over **100,000** Sold  
Last Year.

Everyone Giving Satisfactory  
Service.

Make Your Cycle Saleable and  
Desirable by Fitting it with  
the **MORROW**.

**ECLIPSE MFG. CO., ELMIRA, N. Y.**  
NEW YORK BRANCH:  
105-107 Chambers Street.



## THE CHAMPION SASH LOCKS



**The Champion Safety Lock Co.,**  
CLEVELAND, OHIO.

## Hardware Dealers. Do You Know

That if you are in need  
of a Self-measuring Oil  
Tank, you will save big  
money by purchasing  
the Best, Simplest and  
Cheapest,

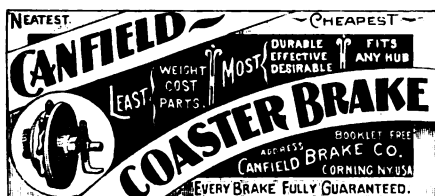
**"The Eastern."**

Send for catalogue,  
containing price and  
points of merit.

All Outfits War-  
ranted.

**Eastern Oil-Tank Co.**

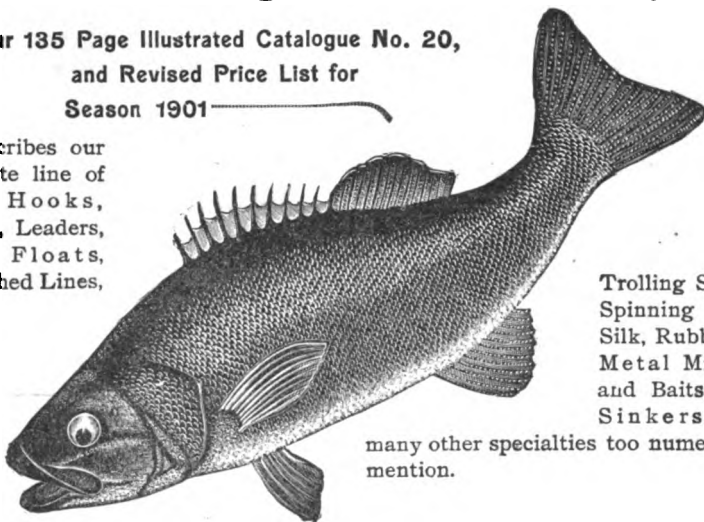
146 Fletcher St., Lowell, Mass.



# Mr. Fishing Tackle Buyer!

Our 135 Page Illustrated Catalogue No. 20,  
and Revised Price List for  
Season 1901

Describes our  
complete line of  
Reels, Hooks,  
Flies, Leaders,  
Snells, Floats,  
Furnished Lines,



Trolling Spoons,  
Spinning Baits,  
Silk, Rubber and  
Metal Minnows  
and Baits, Lead  
Sinkers, and

many other specialties too numerous to  
mention.

**THE ENTERPRISE MANUFACTURING CO.,**  
The Largest Manufacturers of Fishing Tackle in the United States.  
**AKRON, OHIO, U. S. A.**

## Columbian 1000-Shot Air Rifle.

Patented  
Oct.  
24, 1893.

CHAMPION  
MODEL.

This Air Rifle possesses advantages over all the Air Rifles now  
on the market. The materials used in its construction are  
the best. The appearance and workmanship is far ahead of  
any other Air Rifle made. It has an adjustable sight it shoots stronger  
and more accurate, less liable than any other to get out of order, all  
parts are interchangeable. We think we have the right to claim this as  
the "Champion" of all Air Rifles. List, per doz., Enameled, \$30.00; Full Nickel, \$42.00.

Write for Discounts to Trade.

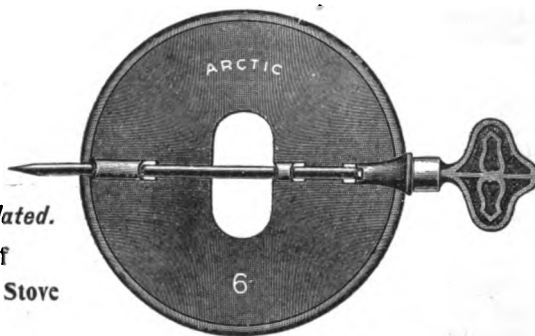
**WM. G. SMITH & CO., Mfrs.,** 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

## THE FANNER MFG. CO., CLEVELAND, OHIO.

### ARCTIC STOVE PIPE DAMPER.

Handle Polished and Nickel Plated.

Ask for our Catalogue of  
Hardware Specialties, Arctic Stove  
Trimmings, &c.



### SOMETHING NEW IN KNIVES.

Smith's Pat. Blade is made of german silver, when  
plated wears indefinitely and the thin strip of  
inserted steel is ALWAYS SHARP.

Send 52 two-cent stamps to E. H. H. SMITH, 40 Murray St., N.Y., for a Beautiful Sample Knife.

Improved Quick and Easy Ris-  
ing Steam, Electric  
and Hand Power

**ELEVATORS**  
Send for Circulars.

**Kimball Bros. CConnell Bluffs, Ia.**  
No. 1013 Ninth Street.



**500**

### HARDWARE DEALERS

Handle Our Goods  
At a Profit of 100%.

We make **WHITE ENAMELED LETTERS**,  
House Numbers, Name Plates,  
**ENAMELED STREET SIGNS**, Number and  
Door Plates, for Public Institutions,  
Hotels, Boats, Etc.

Free Samples to Prospective Customers.  
Send for Catalogue.

**A. V. TAYLOR & CO., Enamellers,**  
1056 Central Ave., CINCINNATI, OHIO.

GOOD AGENTS WANTED TO SELL



**IRON & WIRE FENCING**  
FOR ALL PURPOSES  
115 S. Senate Ave. Indianapolis, Ind.

**RIVETS and WIRE NAILS.**

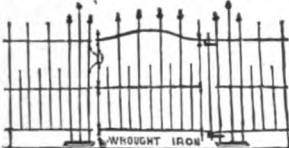


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New Brighton, Penn.



**The POSITIVE EXPANSION BOLT.**  
**D. C. SEAMAN & CO.,**  
1688 Hutchinson Street, Philadelphia, Pa.  
For Sale by  
**NEAL & BRINKER, 18 Warren St., N. Y.**  
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— SEND FOR PRICE LIST. —

**Prison, House and Stable Work;**



**JOIST  
HANGERS;  
LAWN  
FURNITURE:  
FENCING, ETC.**

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CLEVELAND, OHIO.

**S**HEARS, Steel Laid and Hard Cast, in great variety. Nail  
Pullers, Screw Drivers, Pliers, Wire  
Cutters, etc. Metal Goods of any kind to  
order on large contracts.



**The Bridgeport Mfr. Co.,**  
Admiral Street, Bridgeport, Conn.

**HAYES FILE CO.** Established 1870.  
DETROIT, MICH.

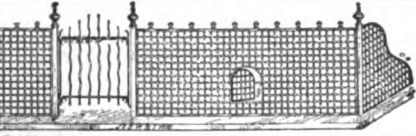


Now in our new plant with greatly in-  
creased capacity.  
We manufacture everything in Files.

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24 Duane St.,  
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**General Hardware**

Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.




**J. E. BOLLES IRON AND WIRE WORKS**  
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Bank Railings, Elevator Enclosures and Cars,  
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and Builders' Iron Work, etc.

Send for Catalogue and mention this paper.

**ADAM'S STEEL & WIRE WORKS,**

Wire Fencing,  
Ornamental Steel  
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Window Guards,  
Wire Signs,  
Jail Work, etc.



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**W. J. ADAM, JOLIET, ILLINOIS.**

Write us for prices on —

**Roofing Cement,  
Roofing Paint, &c.**

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239 Lake Street,  
CHICAGO.

### Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will  
be inserted in this column free of charge. Should not exceed  
Four Lines.

**ALL OTHER NOTICES, twenty-five cents per line.**

#### Help Wanted.

**SALESMAN WANTED.**—Garden hose. Season's commission grant-  
ed for famous brand which for 20 years has sold itself. Address  
"FACTORY," P. O. Box 1371, New York. 186

**STORE MANAGER WANTED** with capital. A thorough, up-to-  
date man to take charge of branch store. A splendid opening in the  
best section of the West. Should have from \$10,000 to \$25,000 to  
invest. Correspondence solicited. Address Box 5, Durango, Colo.  
187

#### Situations Wanted.

**A FIRST-CLASS ACCOUNTANT,** book-keeper and cashier, under-  
standing matters of finance and office work in every particular,  
desires to connect himself with some prominent house, or corporation,  
where integrity and strict attention to business would meet with fair  
compensation. Address R. D. FIELD, care HARDWARE, 275 Broadway,  
New York. 142

**BOOKKEEPER AND SIGN WRITER.**—Man, 32 years of age,  
with nine years' practical experience in retail Hardware as clerk  
and buyer. At double entry bookkeeper and sign writer, wants like  
position. First class reference. Address S., care HARDWARE, 275  
Broadway, New York. 197

**BUYER, MANAGER OR SALESMAN.**—A gentleman of 38 with  
a creditable business career of 20 years in Hardware, House Fur-  
nishing, Paints, etc., seeks position. Address S. F., care HARDWARE,  
275 Broadway, New York. 165

**ENGINEERING SALESMAN** wants to make connection with A1  
house, and travel in New York City and State; has good circle of  
acquaintances and will work for reasonable terms while developing busi-  
ness; good references. Address E. L. I., care HARDWARE, 275 Broad-  
way, New York. 168

**EXPERIENCED BOOKKEEPER** is open for engagement. Has  
knowledge of general office work; also Hardware and Gas business.  
Address BOOKKEEPER, 55 Dupont Place, Johnstown, Pa. 190

#### Situations Wanted.

**EXPERIENCED ENGINEER** and estimator in machinery, steam  
heating and general iron work, and having acquaintance with archi-  
tects and builders of Greater New York, would like to take position with  
concern doing structural steel building work, doing outside work, solicit-  
ing, superintending, etc., to get more perfect knowledge of estimating,  
etc. Good references. Small salary only expected at start. Address  
D. EDWARDS, 441 W. 51st Street, New York. 189

**EXPERIENCED HARDWAREMAN** is desirous of finding a con-  
cern willing to pay \$2000 a year for the services of a man 32  
years of age with 13 years' experience in manufacturing and jobbing  
Hardware business. Address WHOLESALE, care HARDWARE, 275  
Broadway, New York. 141

**EXPERIENCED SALESMAN** desires position with retail Hardware  
or implement firm. Can furnish good references. Address Box 355,  
Forest, Ohio. 88

**EXPERIENCED TINSMITH**—Tinsmith of 20 years' experience  
desires a steady position. Can do furnace and range work, roofing  
and all inside work of every description; also corrugated iron work.  
Address B. A. BROOKS, 171 E. 108th Street, New York. 176

**EXPERT ACCOUNTANT.**—An accountant of 20 years' expe-  
rience in the Hardware business as bookkeeper, cashier, office  
manager and proprietor desires a position with a large firm or company  
whose integrity and ability would be fairly remunerated; At references  
given. Address G. H. B., care HARDWARE, 275 Broadway, New  
York. 170

**FOREMAN OR TIMEKEEPER.**—Situation wanted by a man (32)  
as foreman or timekeeper. A hustler; can handle any kind of  
help; thoroughly posted on piece work system; 12 years' reference from  
last place. Address J. H. L., care HARDWARE, 275 Broadway, New  
York. 200

**HARDWARE AND IMPLEMENT CLERK.**—Position as clerk in  
Hardware and Implement Store in some Northwestern or Coats  
State. Would invest some capital in the business if agreeable. Ad-  
dress P. O. Box 142, Madison Square Branch, New York City. 135

**HARDWARE CLERK.**—Young married man with eight years'  
experience in general Hardware and housefurnishing goods, de-  
sires a situation with wholesale or retail store. Best of references.  
Address CLERK, care HARDWARE, 275 Broadway, New York. 131

**HARDWARE CLERK.**—A position by a thoroughly experienced  
Hardwareman as clerk in a retail Hardware or general store in a  
good live town. Is desirous of locating permanently if satisfactory.  
Western town preferred; best of references; twelve years' experience.  
Address F. H. SICKELS, 15 N. 6th Street, Minneapolis, Minn. 151

## Situations Wanted

**HARDWARE CLERK.**—Situation in retail Hardware store by young married man of 24. Have had seven years' experience, wholesale and retail. Have no bad habits. Am willing to make myself useful anywhere. Can come immediately. Address C. C. C., 1133 Third Street, Fort Madison, Iowa. 157

**HARDWARE CLERK OR SALESMAN.**—A competent Hardware business man, 25 years' experience as buyer and manager in large retail business, understands the builders' line; also plans and specifications; age 40 years; would like the export business or the wholesale branch. Address EXPERIENCE, care HARDWARE, 275 Broadway, New York. 167

**HARDWARE CLERK OR SALESMAN.**—Situation wanted in retail Hardware store. An all-around man; ten years' experience. Address C. E. F., care HARDWARE, 275 Broadway, New York. 191

**HARDWARE DRUMMER.**—Position wanted by experienced Hardware drummer well known to the trade of Greater New York. Address DRUMMER, care HARDWARE, 275 Broadway, New York. 132

**HARDWARE SALESMAN** of 14 years' successful experience, as direct representative for leading manufacturer to jobbers throughout the country, will be open for engagement after June 1. Highest references. Address SALARY, care HARDWARE, 275 Broadway, New York. 199

**HARDWARE TRAVELER.**—Competent Hardwareman with sixteen years' experience as a retail merchant, desires to travel for a good Hardware or Stove house. Pacific Coast preferred. Address O. H., care HARDWARE, 275 Broadway, New York. 149

**MACHINERY SALESMAN.**—Experienced man wants to represent special or general machinery and supplies, to establish New York office, or travel and install. Address EDWARDS, care H. Mfg. Co., 121 Front Street, New York. 193

**MANAGER OR SALESMAN.**—Position as manager or salesman of Hardware store by man of 31 years, having had thorough experience. Address EXPERIENCE, care HARDWARE, 275 Broadway, New York. 202

**OFFICE ASSISTANT.**—Wanted situation by a young man (20) where there is a chance for advancement. Address J. E. K., care HARDWARE, 275 Broadway, New York. 146

**PLUMBER, STEAM AND GAS FITTER.**—Plumber, steam and gas fitter desires work in city or country; first class in all its branches, estimating, etc. Neat mechanic; sober, honest; references. Twenty years' experience. Address JAMES E. USHER, 475 E. 115th Street, New York. 184

**SHIPPING CLERK.**—Shipping and receiving clerk, seventeen years' experience in shipping heavy and general Hardware, machinery, agricultural implements, etc., seeks a position with large firm or manufacturer that desires the services of a strictly first class and up-to-date man. All references. Address REX, P. O. Box 142, Atlanta, Ga. 134

**SHIPPING CLERK.**—Assistant shipping and stock clerk desires position. Salary \$7 per week. Two years' experience with New York Hardware manufacturer. Honest and reliable. Age 20. Address TOWNE, care HARDWARE, 275 Broadway, New York. 185

**SHIPPING CLERK.**—Young man desires position as shipping and receiving clerk. Four years' experience in shipping general Hardware and machinery. Can furnish all references. Address W. E. B., care HARDWARE, 275 Broadway, New York. 192

**STORE MANAGER.**—First-class man, good address, up-to-date ideas, understands cutlery, capable of selling goods at a profit and making money, desires an inside position where his abilities will be of value. Address GOOD INVESTMENT, care HARDWARE, 275 Broadway, New York. 198

**TINNER.**—Tinner, gasfitter and good jobbing hand—locks, etc. Twelve years' experience as clerk. Good recommendations. Distance no object. Address C. E., care HARDWARE, 275 Broadway, New York. 127

**TRAVELING SALESMAN.**—Experienced salesman, who has sold in Virginia, Maryland, and Washington, D. C., over 18 years, is open for a good line on commission. Address BUCHTA, 1427 East Monument Street, Baltimore, Md. 164

**TRAVELING SALESMAN.**—A young man, hustler, sober and reliable, would like to represent some manufacturer or well known jobber of cutlery in the States of North and South Carolina and Georgia. Salary no object. Very best of references. Address ROBERT, P. O. Box 262, Raleigh, N. C. 206

## Side Line Offered.

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address ARGAND VAPOR LAMP Co., Detroit, Mich. 152

**HARDWARE SALESMEN.**—Salesmen traveling through Eastern territory, visiting the Hardware trade to carry as a side line Clark's Gem Flue Stops. The samples are very small and the stops are the best on the market. Good commissions will be paid. Address J. L. CLARK MFG Co., Rockford, Ill. 207

**HARDWARE SALESMEN.**—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C. BURR MFG Co., Cleveland, Ohio. a

**HARDWARE SALESMEN.**—Good chance for hustling Hardware salesmen to sell our lamps on commission. PEORIA VAPOR LIGHT Co., 413 Washington St., Peoria Ill. 171

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

**TRAVELING SALESMEN** calling on Hardware trade, wanting a first-class novelty to sell as a side line, should write us at once. An easy seller, weight 14 ounces. Sample can be carried in pocket. Address NEWTON MFG. Co., Erie, Pa. 182

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER MFG. Co., Davenport, Iowa. 145

**TRAVELING SALESMEN.**—Traveling Hardware salesmen to sell as a side line our Rapid Air Rifle and Vest Pocket Hardware Specialties. Address RAPID RIFLE Co., Ltd., Grand Rapids, Mich. 180

**TRAVELING SALESMEN** to sell, as a side line, on commission the American Corn and Fodder Shock Compressor. A good seller. Address J. B. HUGHES, Greensburg, Ind. 174

**TRAVELING SALESMEN**, to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

## Side Line Wanted.

**TRAVELING SALESMAN.**—An experienced traveling salesman covering Ohio, Michigan and Indiana for past ten years, with established trade, jobbing and large retail, would like to add another good line to the two already carried. Address WORKER, care HARDWARE, 275 Broadway, New York. 204

## For Sale.

**A STOCK OF HARDWARE.** Will average about \$5,000. Building, 50 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

**AN UNUSUAL OPPORTUNITY.**—Wholesale, retail stock of Hardware, good will business, located enterprising city, New York State, \$12,000 to \$14,000 consisting Builders' Hardware, Paints, Oils, Glass, Stoves, Ranges, Furnaces. Will be sold at bargain if bought immediately to close out partnership. Address G. M. S., care HARDWARE, 275 Broadway, New York. 172

**HARDWARE BUSINESS.**—On account of other business I offer my dwelling, storeroom and stock, with established retail trade; the only hardware store in the town; the other one was destroyed by fire recently; good chance for a hustler. Write at once for further particulars, Box 58, Center Hall, Pa. 205

**THE PATENTS AND MACHINERY** for manufacturing the Dickson Transom Lifters and Openers. The best transom lifter in the market. Formerly manufactured by the Brainerd, Tanner, Gallien Co. An excellent opportunity to acquire at a reasonable figure a successful manufacturing business. For terms and particulars inquire of HENRY B. KITCHAM, Receiver, 35 Wall Street, New York. 201

## Agency Offered.

**LIVE HARDWAREMEN.**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

## Agency Wanted.

**SOUTH AMERICA.**—I am going into the River Plata territory, Buenos Ayres, Rosario and northward in May of this year, and would be glad to correspond with manufacturers who have goods that they want shown in that territory. Address HARRY MCNEAL, Alvordton, Ohio. 203

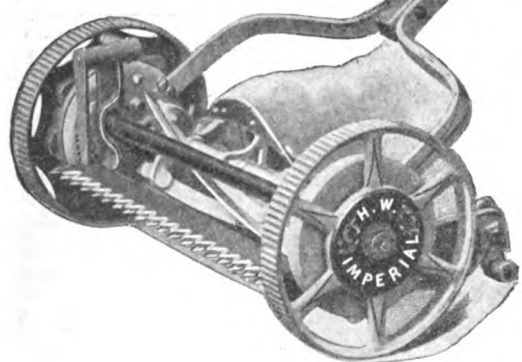
## Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT Co., Garden City Block, Chicago, Ill. 116



# Coldwell Lawn Mowers

HORSE & HAND POWER

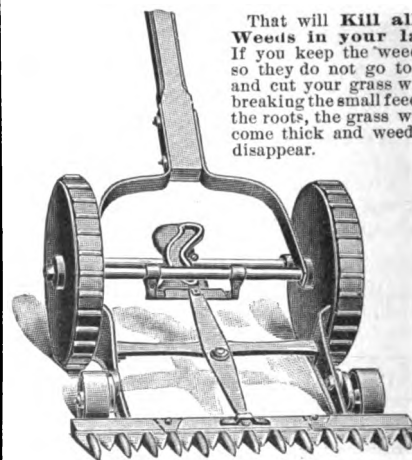


EXCLUSIVELY USED  
N.Y. CITY PARKS  
BUFFALO PARKS  
PARIS EXPO. GARDENS  
PAN AMERICAN EXPO. "

THIS CUT SHOWS OUR  
IMPERIAL MOWER  
WITH ATTACHMENT FOR  
CUTTING DANDELIONS-  
TALL GROWING GRASSES  
AND WEEDS.

COLDWELL · LAWN · MOWER · CO · Newburgh, N. Y.

## THE MOWER



That will Kill all the Weeds in your lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of the roots, the grass will become thick and weeds will disappear.

The CLIPPER will do it. Send for Catalogue and Prices.  
CLIPPER LAWN MOWER CO., Norristown, Pa.

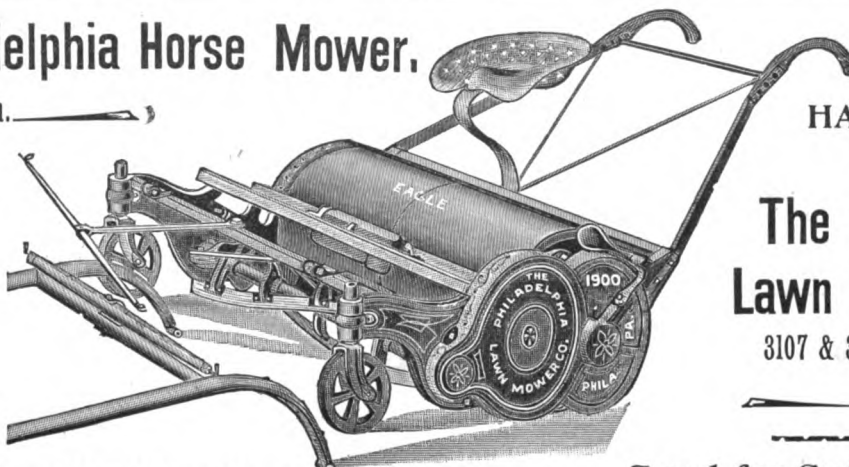
PROGRESSIVE  
AND  
ENTERPRISING.

Holmes & Edwards Silver Co., Bridgeport, Conn. [Silverware]: We recognize in HARDWARE a magazine progressive and enterprising.

## Eagle Philadelphia Horse Mower.

Sizes, 30, 35 & 40 in.

1900 PATTERN  
with  
SEAT and  
SHAFTS  
and  
DRAFT POLE  
Complete.



THIS IS ONE OF THE FIVE PATTERNS WE MAKE.

Also

15 kinds of  
HAND MOWERS

Made by

The Philadelphia  
Lawn Mower Co.,

3107 & 3109 Chestnut St.,

PHILADELPHIA, PA.

Send for Catalogue

# LAWN MOWERS.

"New Model,"

"New Model High Wheel,"

"Rival,"

"Rival High Wheel,"

"O. K."

"Excelsior Roller,"

"Excelsior Horse,"

"Royal Blue Ball-Bearing."

Write us for Prices and Catalogue for 1901.



Ghadbourn & Coldwell Mfg. Co., Newburgh, N. Y.



# MORRILL'S

**Saw Sets, Bench Stops, Punches, Cutting Pliers, and Seal Presses.**

## MORRILL'S MASTER-PIECE No. 95.



The revolving anvil with indicator sub-divided is marked with figures, the figures showing the number of teeth to the inch in the saw to be set; for example if the saw has four teeth to the inch, turn the anvil until the figure 4 comes up directly in front of the plunger, and so on.

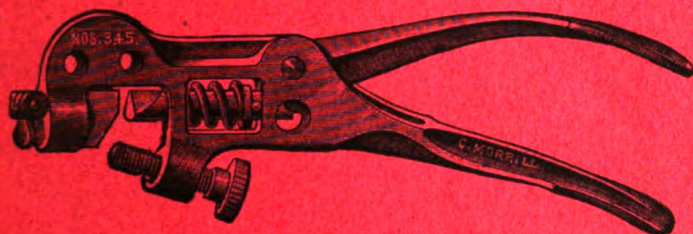
## MORRILL'S No. 1 IMPROVED.

Known as the New No. 1 Saw Set



For Hand, Band and Jig Saws, from the widest made down to  $\frac{1}{8}$  inch. The sets are too well known for me to enlarge on them.

## MORRILL'S No. 3 and 4 SAW SETS.



No. 3, Cross Cut and Circular, single tooth, from 14 to 20 gauge. No. 4 Cross Cut M and Champion Tooth, from 14 to 20 gauge.

## MORRILL'S No. 5 SAW SET.



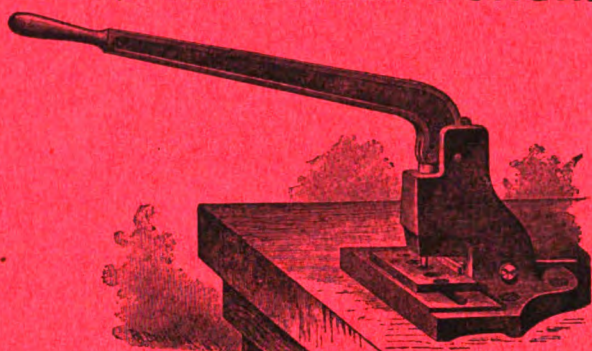
15 Inches in Length.

For Timber and Board Saws from 6 to 14 gauge. The size of the saw in circumference makes no difference.

These sets are made strong, accurate and durable.

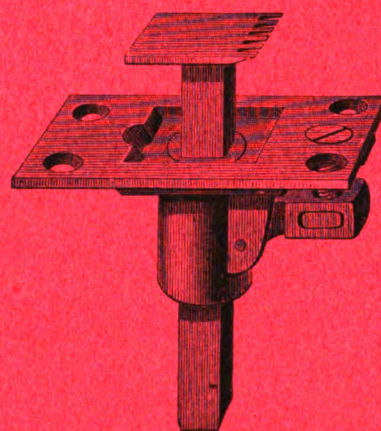
Saw teeth should never be twisted, but set at right angles to their points, as shown above.

## IMPROVED BENCH PUNCH.



It is provided with interchangeable dies and plungers varying in size from  $\frac{1}{8}$  to  $\frac{3}{8}$  of an inch in diameter, although any size to  $\frac{3}{8}$  of an inch inclusive can be made to form part of the equipment. This improved tool is made from the best quality of iron and steel, and is designed for the punching of sheet metals. There is a gauge secured by a set screw on the right, which permits of a space of  $\frac{1}{2}$  inch between the edge and the punched hole. It has a very powerful leverage, being provided with a lever 21 inches long, and the device can be screwed or bolted to bench or table to accomplish the desired results.

## MORRILL'S PERFECTED BENCH STOP.



No wood worker can afford to do without a reliable Bench Stop or hook, as it is sometimes called. The end that the screw is in should always be toward the operator. The spindle and working plate is of Wrought Steel. The body is of malleable iron, rendering it the most durable and useful Bench Stop ever put on the market.

This Trade Mark is stamped on all Saw Sets and other Hardware Specialties of my make.



Registered, Pat. No. 30,572.



Registered, Pat. No. 30,572.

Write for Catalogue and obtain a complete list of specialties from which the few cuts above have been chosen.

**CHARLES MORRILL, 277 Broadway, "Broadway Chambers," NEW YORK.**





**HUMASON & BECKLEY MFG. CO.,**  
 New Britain, Conn. - 80 Chambers St., New York.



No. 45. Long Nut Combination Wrench.

We also furnish this  
 Wrench with a Short  
 Nut.

**THIS WRENCH HAS NO EQUAL.**

We also manufacture the  
 famous adjustable **S** Nut  
 Wrench.

The jaws of these Wrenches  
 are steel drop forgings.



No. 50. Improved Adjustable **S** Pipe Wrench.



No. 37 Screw Wrench.

This Wrench is also made  
 with the long nut or  
 sleeve. . . .

**THE STRONGEST WRENCHES MADE.**

We manufacture the finest line of Wrenches on the market.

**BEMIS & CALL HARDWARE & TOOL CO.,**

SEND FOR CATALOG W.

SPRINGFIELD, MASS., U. S. A.

**SICKELS & NUTTING CO.,**

WHOLESALE HARDWARE AND AGRICULTURAL IMPLEMENTS,

35 BARCLAY STREET AND 40 PARK PLACE, NEW YORK.

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Iowa Farming Tool Co.

Cortland Door & Window Screen Co.

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**Barrett's  
 Glass  
 Cutters  
 Standard.**

**BARRETT'S PRACTICAL GLASS CUTTERS**

Are the Standard the world over. Sold by more Hardware Dealers than all other makes combined.



**W. L. BARRETT, Manufacturer,**

SEND FOR PRICES AND SAMPLE.

BRISTOL, CONN., U. S. A.



# LIFE IS SHORT!



To accomplish much, one must concentrate effort, economize time and energy, and abolish needless detail.

No man recognizes this more keenly than the Hardware Buyer. To cover one entire line in one order—securing at once the Best Goods and the Right Prices—is an advantage that every Shrewd Buyer will appreciate. We manufacture pretty much everything in the

## Sharpening Stone Line.



### SCYTHER STONES.

Indian Pond, Black Diamond, White Mountain, Lamoille, Green Mountain, etc., etc.

All kinds of Scythe Stones, Domestic and Imported.



### OIL STONES.

Arkansas, India, Washita,

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Belgian Oil Hones, German Water Hones, Swaty Hones, Japanese Hones, Hone Scraps.

### KNIFE SHARPENERS.

Natural Grit Carving Knife Hones, Corundum and Emery Carving Knife Hones, Pocket Knife Hones on Wood Handles.



THE LARGEST AND MOST COMPLETE LINE OF SHARPENING STONES IN THE WORLD.

## THE PIKE MANUFACTURING CO.,

NEW YORK STORE:  
151 CHAMBERS ST., NEW YORK CITY.

PIKE STATION, N. H.



# THIS TIRE IS IN GREAT DEMAND

SOMETHING NEW  
**PUNCTURE PROOF**  
SELF-HEALING PNEUMATIC BICYCLE TIRES  
ARE A SUCCESS. GUARANTEED

**A \$10 SET NOW FOR ONLY \$4.75**

NAILS,  
TACKS, GLASS, ETC.  
WILL NOT LET THE AIR OUT.  
REGULAR PRICE \$10.00

SAVE MONEY  
AND TIME.  
MADE IN CHICAGO ILL.

But to advertise we will send  
one pair only for \$4.75  
**EXPRESS PREPAID**

When cash accom-  
panies order.

**WILL SEND** **C.O.D.**  
PATENTED IF YOU WISH

And you can thoroughly examine them before  
you pay a cent. If you are in need of tires, order  
at once, giving size you want, and we will send a  
pair of the best and most durable tires ever made.  
Catalogue sent Free.

**The Vim Company** **CHICAGO ILL.**  
COR. RANDOLPH  
& FIFTH AVE.

NO TROUBLE  
NO DELAY

## GOOD LIVE DEALERS

Can get in on ground floor NOW and make money.

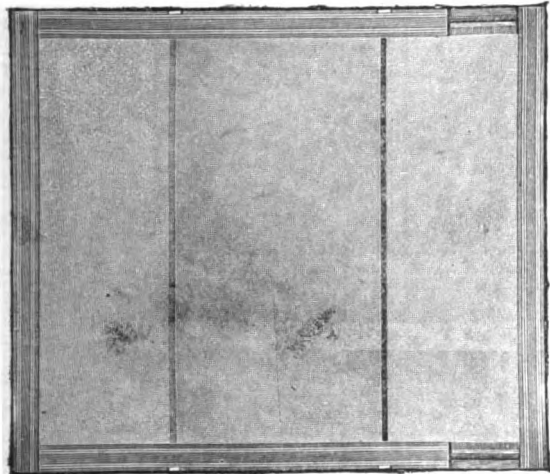
Quotations and terms upon request.

# THE VIM COMPANY,

Cor. Randolph and Fifth Ave., - CHICAGO.



*Ah, joyous, bugless breeze!  
Sweet balmy air without the fleas!*



**THE "FLYER."**

*And food so clean that I surmise,  
The kitchen, too, is freed from flies.*

## GIVE THEM PHILLIPS SCREENS!

Don't let your customers have a chance to send back the goods and call you bad names.

## THE "FLYER" WINDOW SCREEN

Is smoothly and well made from Beech Wood,—oiled.

It is the one with short brass "clips" or "clasps" and is guaranteed to adjust easily and to stay together.

Weather does not affect it.

The original and standard Screen of this type.

Send for Catalogue of Screen Doors and Window Screens.

**THE A. J. PHILLIPS CO.,**  
FENTON, MICH.

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Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

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Ship Carpenters .....	60c
Railroad .....	85c
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G. D. .....	85c
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Rim Fire Military .....	15c
Cent. Fire, Pistol and Rifle .....	25c
Cent. Fire, Military and Sport- ing .....	15c
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B. B. Caps, Con. Ball, Swgd .....	net
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High Ball .....	15c
Smokeless .....	33c
Acme .....	33c
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Brass Shot Shells, Club, Rival and Climax .....	85c
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"New Rival," Black Powder .....	40c
"Smokeless" Nitro Powder .....	40c
"Acme," Dense Nitro Powder .....	40c
"Trap," Nitro Powder .....	40c
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B. E., 11 up .....	80c
B. E., 9 & 10 .....	70c
B. E., 8 .....	60c
B. E., 7 .....	50c
P. E., 11 up .....	1.00
P. E., 9 & 10 .....	1.25
P. E., 8 .....	1.50
P. E., 7 .....	1.50
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<b>Du Pont Rifle, FFFg, Ffg, and "Sea Shooting" Fg, in kegs, 12<math>\frac{1}{2}</math> lb. ....</b>	
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<b>"V. G. P." for Trap Shooting in kegs, 12<math>\frac{1}{2}</math> lb. ....</b>	
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<b>Choke Bore, Nos. 5 and 7, in kegs, 12<math>\frac{1}{2}</math> lb. ....</b>	
<b>Choke Bore, Nos. 5 and 7, in kegs, 6<math>\frac{1}{4}</math> lb. ....</b>	
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<b>Shipping Powder, F, FF, FFF, FFFF and FFFFF, in kegs, 25 lb. ....</b>	
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Sanger Adjustable, with ex-	
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pander.....	1.15
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pander stem.....	1.25

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each for small size.....	.30
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per doz. on display card.....	1.00
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OIL CANS—	Price Doz.
No. 1, for tool bag use.....	.35
Shop, with long spout.....	1.00
N. P. NUTS—	Price Doz.
All sizes for Hubs and Saddles.....	.25

PATCHING RUBBER—	
Vim, in 1/4 lb roll.....	Price roll. .35
PEDALS—	Price Pair.
Syracuse Rat Trap.....	.55
Syracuse Rubber.....	.65
Bridgeport Rat Trap.....	.45
Niagara Rat Trap.....	.45
Record No. 5 Rat Trap.....	.55
Genesee Rat Trap.....	.45
Add 10c. per pair when rubbers are	
wanted on Rat Trap pedals.....	

Blinder Twine—	
White Sisal, 500 ft. to lb.....	8c
Standard, 500 ft. to lb.....	8c
Manila, 600 ft. to lb.....	10c
Pure Manila, 650 ft. to lb.....	11c

Bit Holders—	
Angular.....	45c
Extension.....	
Barber's, per doz. \$15.00.....	45c
Ives', per doz. \$20.00.....	60c

Bit Stock Drills—	
See Augers and Bits.....	
Blind Adjusters—	
Domestic, per doz. \$3.00.....	33 1/2c
Excelsior, per doz. \$10.00.....	50c
North's.....	10c
Zimmerman's.....	50c

Blind Fastenings and Tenons—	
Austin & Eddy, per gro. sets.....	\$5.50
Forhan's Improved Star Tenon	
per gro. \$1.00.....	.25c
Holt's Tenons.....	.70c
Merriman's Brass Lever per gr.....	\$15.00
Merriman's Iron Lever per gr.....	9.00
Millers Falls per set \$1.00.....	15c
Security Gravity per gr.....	\$9.00
Washburne's Plate per gr.....	9.00
Zimmerman's.....	50c

Blind Hinges—	
See Hinges.....	
Blocks—	
Chisholm & Moore Crane Load Blocks	
15c.....	60c
Cleveland Block Co. Steel.....	60c
Eddy's.....	60c
Hartz Steel.....	60c
Iron Strapped.....	70c
Rope Strapped.....	60c
L. V. Sheaves.....	60c

Lanes:	
Junior, Self Sustaining.....	.80c
Pat. Automatic.....	.30c
Perfect Safety.....	.30c
Stowell, Novelty Block.....	50c
Regular Iron Strapped Blocks	
60c & 10c @ 70c	

Bolts—	
DOOR AND SHUTTER—	
Cast Iron Barrel, Square, &c.....	50c
Cast Iron Chain.....	50c
Cast Iron Shutter Bolts.....	45c
Ives' Patent Door Bolts.....	.00c
Wrought Barrel.....	65c
Wrought Square.....	60c
Wrought Shutter, Standard list.....	40c
Wrt Sunk Flush, Sargent's list.....	50c
Wrt Sunk Flush, Stanley's list.....	45c
Wrt B. K. Flush, Com'n, Stanley's	
list.....	50c
Wrought Spring, Sargent's.....	75c

CARRIAGE, MACHINE, &c.—	
Bolt Ends.....	70c
Machine.....	70c
Carriage, Common.....	70c
Norway Iron, list Oct. '84.....	75c
Phila., Eagle, list June 1, '99.....	80c
Sleigh Shoe.....	60c

TIRE—	
American Screw Co.:	
Bay State, Plain, list Dec. 28, '99.....	70c
Bay State, Finted.....	70c
Eagle Phila., list Feb. 28, '98.....	77 1/2c
Norway, Phila., list Feb. 28, '98.....	75c
Common, list Dec. 28, '99.....	70c
Norway, Phila.....	75c
R. B. & W. Norway.....	75c

STOVE AND FLOW—	
Plow.....	60c
Stove, list Dec. 28, '99.....	67 1/2c

MISCELLANEOUS—	
Sink.....	67 1/2c

Bone Mills.	
Enterprise.....	25c
Stearns.....	40c
Borers, Bung.	
Enterprise.....	25c
Each.....	\$1.25, \$1.65, \$2.50
Nos.....	1 2 8
C. E. Jennings & Co.:	
No. 6.....	40c
No. 10.....	25c

Borers, Tap—	
Common Ring.....	20c
Enterprise.....	25c
Ives.....	25c

Boring Machines—	
WITHOUT AUGERS—	
Upright.....	Angular.
Douglass'.....	\$2.75 \$3.38
Jennings'.....	3.00 3.75
Millers Falls.....	7.50 15c
Snell's, Rice's Pat.....	2.75 3.00

Bow Pins—	
Hotchkiss.....	60c
Boxes, Mail.	
Heller's.....	40c

Box Strapping—	
Cary's "Universal," in case lots,	
20c @ 10c @ 20c @ 10c @ 10c	

Braces—	
Barbers'.....	50c
Barbers' Ratchet.....	60c
Common Ball American.....	60c
Ives'.....	60c
Barbers'.....	60c
Barbers' Ratchet.....	60c
New Haven Novelty.....	70c
New Haven Ratchet.....	60c
Spofford.....	60c
C. E. Jennings & Co.:	
No. 108 @ 114.....	50c
No. 208 @ 214.....	50c
Lancaster Mach. & Knife Works.....	40c
Peck's (P. S. & W. Co.).....	50c
Gen. Spofford's.....	50c

Brackets—	
Door Screen.....	60c
Shelf, Bradley's Patent.....	75c
Shelf, Plain, Regular list.....	65c
Shelf, Fancy, Sargent's list.....	40c
Window Screen Corner.....	60c
Reading, Plain.....	60c
Reading, Roette.....	60c

Bracket Saw Frames—	
Millers Falls Co.....	25c
Bracket Sets—	
Millers Falls Co.....	33 1/2c

Box Hooks, Openers and Scrap-	
ers—	
Humason & Beckley's.....	60c

Bright Wire Goods—	
Standard. New list.....	80c

Bull Rings—	
Humason, Beckley & Co.'s.....	30c
Peck, Stow & Wilcox Co.'s.....	60c
Sargent's.....	60c
Seymour Smith & Sons.....	60c

Bull Punches—	
Humason & Beckley's.....	.25c

Bush Hooks—	
See Hooks.....	
Butchers' Cleavers—	
Bradley's.....	25c
Beatty's.....	40c
Foster Bros. Flat Hds.....	30c
Foster Bros. Round Hds.....	80c
Lancaster Mach. & Knife Wks.....	33 1/2c
& I. J. White.....	25c
New Haven Edge Tool Co.'s.....	40c
P. S. & W.....	33 1/2c

Butcher Knives—	
See Knives.....	
Butchers' Saw Blades—	
Millers Falls Co. Star.....	15c
C. E. Jennings & Co.....	25c

Butter and Cheese Triers—	
Ordinary Black Handle.....	25c
Humason & Beckley's.....	25c
Butt and Rabbet Gauges—	
Stanley's.....	25c

Butts—	
BRASS—	
Cast Brass, Fast Joint.....	40c
Cast Brass, Ice House.....	40c
Cast Brass, Loose Joint.....	40c
Wrought Brass, list Sept. '98.....	40c
CAST IRON—	
Loose Joint.....	60c
Loose Joint, Japanned.....	60c
Loose Joint, Jap. with Acorns.....	60c
Loose Pin.....	60c
Mayer's Hinges.....	60c
Parliament Butts.....	60c
Fast Joint, Broad.....	50c
Fast Joint, Narrow.....	50c

WROUGHT STEEL—	
List April 1, 1895.....	
Bronzed Inside Blind Butts.....	50c
Bronzed, Narrow.....	50c
Fast Joint, Narrow.....	50c
Fast Joint, Light Narrow.....	50c
Fast Joint, Broad.....	50c
Loose Joint.....	50c
Loose Pin.....	50c
Table Butts, Back Flaps, etc.....	50c

Callipers—	
Bemis & Call:	
Wing.....	65c
Double.....	65c
Inside and Outside.....	65c
Straight Leg.....	65c
Call's Pattern, Inside.....	55c

Can Openers—	
American.....	per gross, \$1.75 @ \$2.00
Goodell's Acme.....	per gross, 6.00
No. 5, Iron Handle.....	per gross, \$2.00 @ \$2.25
Sardine Scissors.....	per gross, \$2.50 @ \$2.75
Sardine Scissors, Forged Steel.....	per gross, \$2.50 @ \$2.75
Sprague, No. 1, \$2.00; No. 2, \$2.25;	
No. 3, \$2.50.....	per gross, \$2.50 @ \$2.75
Universal, per doz., \$3.00.....	per gross, \$3.00 @ \$3.25

Cards—	
Cotton.....	2c
Horse and Curry.....	25c
Wool.....	25c



**Cattle Leaders—**

Humason, Beckley & Co.'s.....	70&10%
Peck, Stow & W. Co.....	60&5%
Sargent's.....	70&10%
Wellons.....	70&10%

**Chain—**

Aluminum Coil and Halter.....	50&5%
American Halter Chain.....	50&50&5%
American Proof Coil, 1000-lb lots.....	Per lb.
3-16.....	\$7.25
1/2.....	5.35
5-16.....	4.35
3/4.....	3.50
7-16.....	3.35
1.....	3.25
9-16.....	3.15
5/8.....	3.10
3/4.....	3.05
1.....	3.00
1.....	3.00

Less than cash lots, add 40c.  $\frac{1}{2}$  100 lbs.

**Bridgeport Chain Co.:—**

Brown, Coil.....	60%
Brown, Halter.....	60%
Competition Sash.....	50&10%
Monarch, Sash.....	40&10%
Triumph, Coil.....	55%
Triumph, Halter.....	55%

Covert Mfg. Co., Breast Chain..... 35%

Covert Mfg. Co., Halter Chain..... 35%

Covert Mfg. Co., Heel Chain..... 35%

Covert Mfg. Co., Rein Chain..... 35%

Covert Mfg. Co., Stallion Chain..... 35%

Galvanized Pump Chain..... 5 1/2 @ 8c

German Coil, list July 24, '97, 60&60&10%

German Halter Chain, list July 24, '97..... 60&60&10%

Jack Chain, Iron..... 60&60&10%

Jack Chain, Brass..... 60&60&10%

Oncida.....

Niagara..... 60%

Eureka..... 60%

Trace, Wagon and Fancy Chains..... 50&10&60%

New List..... 50&10&60%

**COW TIES—**

American..... 50&50&10%

Niagara..... 45&50%

Covert Mfg. Co.:—

Cotton..... 42%

Hemp..... 45%

Jute..... 35%

Sisal..... 20%

**Chain Guards—**

Aluminum S. & N. Co..... 50

**Chain Holts—**

Moore's "Anti-Friction"..... 80%

Moore's "Direct"..... 50%

**Cherry Stoners—**

Enterprise..... 25&30%

Family..... net  $\frac{1}{2}$  doz. \$4.00

**Chisel and File Handles—**

See Handles.

**Chisels—****SOCKET FRAMING AND FIRMER—**

Buck Bros..... 30%

Charles Buck..... 30%

Douglas..... 25%

Mix..... 25%

Ohio Tool Co..... 70%

P. S. & W..... 70%

Swan..... 70%

Witherby..... 70%

C. E. Jennings & Co., No. 70..... 20%

Jennings & Griffin Mfg. Co..... 70%

**TANGED AND MISCELLANEOUS—**

Box..... 60&10%

Buck Bros..... 30&10%

Butchers'..... \$4.75 @ \$5.00 to 2

C. E. Jennings & Co..... 30%

Jennings & Griffin Mfg. Co. Tanged..... 30%

Chisels and Goggles..... \$5.00 to 2

Spear & Jackson's..... 40&40&10%

Tanged Firmers..... 40&40&10%

**COLD CHISELS—**

Good quality,  $\frac{1}{2}$  lb..... 18c @ 20c

Snell's Best C. S..... 50%

**Chucks—**

Beach Patent, each, \$8.00..... 30%

Cushman's:

Combination..... 45%

Independent..... 50%

Morse's Adjustable, each, \$7.00..... 25%

Syracuse, Balz Patent..... 30%

Union Mfg. Co.:

Combination..... 40%

Independent..... 40%

Universal..... 40%

Victor, No. 1, \$8.50; No. 2, \$12.50. 25%

**Clamps—**

Adjustable, Cincinnati..... 25&10%

Adjustable, Hammers..... 30%

Adjustable, Stearns'..... 30%

Malleable, Stearns'..... 75%

Cabinet Makers or Quilt Frame, Sargent's..... 50%

Carpenter's, Cincinnati..... 25&10%

Carriage Makers', Sargent's..... 50&50&10%

Carriage Makers', Stearns'..... 50&50&10%

Carriage Makers', P. S. & W. Co..... 40&10%

Smith's:

Eccentric..... 25%

Splicing..... 25%

Splicing Tools..... 25%

Warner's..... 40&10%

**Cleaners, Sidewalk—**

Challenge Shank.....	\$8.25
Star Shank.....	4.00
Star Socket.....	4.25

**Clippers—****HORSE—**

Chicago Flexible Shaft Co.'s:

Chicago Belt Clipping Machine..... Each \$15.00 net

New '98, Chicago..... Each 8.75 net

**TOILET**

Chicago Flexible Shaft Co.'s:  $\frac{1}{2}$  doz.

Mascot..... \$8.40 net

Monitor..... 9.00 net

Stewart Pat..... 10.00 net

**Clips—**

Norway Axle..... 60&10&10%

Norway Spring Bar Clips..... 60&10&10%

Superior Axle Clips..... 60&10&10%

**Coffee Mills—**

Box and Side..... 50&10&60%

Enterprise Mfg. Co..... 25&30

Logan & Strobbridge Co..... net prices

National Specialty Mfg. Co..... 30%

The Swift, Lane Bros. Co..... 30%

Waddell's New Box Mills..... 10%

Ideal Brand, New List..... 60&60&10%

**Coil Chain—**

See Chain.

**Compasses, Dividers, &c.—**

Athol Calipers and Dividers..... 40%

Bemis & Call Co.'s:

Compasses..... 50&5%

Dividers..... 65%

Compasses, Calipers, Dividers..... 70&70&10%

Copeland's Extension..... 40%

Stevens' "Ideal"..... 25&10%

Stevens' "Leader"..... 25&10%

Starrett's Pay's Patent..... 25&10%

Spring Calipers and Div..... 25&10%

Wright's..... 33 1/2%

**Coopers' Tools—**

Bradley's..... 20%

Barton's..... 20&20&5%

Beatty's..... 33 1/2%

L. & I. J. White..... 20&20&5%

Sandusky Tool Co..... 25&10&30&10%

Shaves, Cincinnati Tool Co..... 15&15&10%

**Corkscrews—**

Detroit Cork-Screw Co..... 33 1/2%

Howe Bros. & Hulbert..... 40%

Humason & Beckley Mfg. Co..... 40&10%

Samson.....  $\frac{1}{2}$  doz \$10.00

Williamson's..... 40%

**Corn and Fodder Compressor—**

J. B. Hughes',  $\frac{1}{2}$  dozen net..... \$3.00

**Corn Hooks—**

Kretzinger Cut-Easy.....  $\frac{1}{2}$  doz \$3.00 net

**Corn Knives and Cutters—**

Bradley's..... net

Wadsworth's..... net

**Counter-Sinks—**

Mayhew's Diamond..... 40%

Smith's..... 55.50

Snell's..... 50%

Wheeler's Patent..... 60&10%

**Crayons—**

Sargent's List..... 20%

Dixons:  $\frac{1}{2}$  doz..... \$3.75

Eclipse..... 5.08

Emerald..... 5.00

Orlolo..... 2.81

Rainbow..... 7.50

**Curry Combs—**

Fitch's List, Nov. 20, '98..... 25&10%

Kohler's..... 30&35%

New York Stamping Co. List, Sept. 17, '97..... 40%

Perfect..... 40%

Rubber,  $\frac{1}{2}$  doz, \$7.50..... 20&10%

Southington Cutlery Co.'s..... 25&10%

**Cycle Hangers—**

Lane's..... 33 1/2&5%

**Diggers—**

See Post Hole, etc.

**Dividers—**

See Compasses, Dividers, etc.

**Dog Collars—**

Chapman Mfg. Co.'s New List:

Chain (full assortment)..... 40%

Leather (full assortment)..... 40&10%

Pope & Stevens:

Brass..... 40%

Embossed..... 30&10%

Leather..... 40%

Union Hardware Co. New List..... 50&50&10%

**Door Bolts—**

See Bolts, Door.

**Door Checks—**

Bardsley's..... 33 1/2&40%

Columbia..... 50&10%

Relipse..... 60&10%

Home..... 45&10&15&10&10%

Norton's..... 60&50&10%

Ogleu's..... 33 1/2&40%

**Door Holders—**

Empire.....	50%
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**Door Springs—**

Champion (Coil).....	50%
Gem (Coil), list Oct. '95.....	20%
Rubber, complete, $\frac{1}{2}$ doz.....	\$5.50, 45&50%
Star (Coil), list Oct. '95.....	30%
Torrey's Rod, 39 in., $\frac{1}{2}$ gro.....	\$15.00
Torrey's Rod, 43 in., $\frac{1}{2}$ gro.....	42.00
Victor, Coil.....	50&10&10%

**Drain Cleaners—**

Iwan's Adjustable.....	55%
Iwan's Stationary.....	45%

**Drawer Pulls—**

Sargent's List.....	60%
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**Drawing Knives—**

Adjustable Handle.....	25&25&10%
Bradley's.....	35%
Douglas.....	70&10%
Jennings & Griffin.....	66 2/3%
Mix.....	70&10%
Ohio Tool Co.....	70&10%
P. S. & W.....	70&10%
Witherby.....	70&10%
Watrous.....	30&10%
L. & I. J. White.....	30&5&25%

**Drills and Drill Stocks—**

Automatic Boring Tools.....	50%
Bench, Manners.....	60 2/3%
Blacksmiths'.....	60%
Breast, Bartholomew's.....	25&10%
Breast, Goodell's.....	25&30%
Breast, Millers Falls, each \$3.00.....	15&10%
Clamp.....	20%
Ratchet, Billings' Double Acting.....	33 1/2%
Ratchet, Ingersoll's.....	25%
Ratchet, Merrill's.....	20&20&5%
Ratchet, Moore's Triple Act.....	25&30%
Ratchet, Fletcher's.....	40%
Ratchet, Whitney's.....	50%
Ratchet, Weston's.....	20&25%
Stearns' Bench.....	30%
Upright, B. & P.....	50%
Hand, Goodell's.....	30&10%
Whitney's Hand Drill, No. 1, \$10.00.....	Adjustable No. 10, \$12.00..... 33 1/2%
Wilson's Drill Stocks.....	10%

**TWIST DRILLS—**

See Augers and Bits.

**BLACKSMITHS'**

Coe's..... 60%

Prentice..... 60%

**Drug Mills—**

National Specialty Mfg. Co..... 30%

Enterprise Mfg. Co..... 25&30%

**Easy Lawn Swings—**

Ulrich Mfg. Co..... \$85.00

**Egg Beaters—**

Dover Stamping Co.:

New Dover,  $\frac{1}{2}$  doz, 75 cts.,  $\frac{1}{2}$  gro..... \$7.50

Extra Family Size.....  $\frac{1}{2}$  doz. 2.00

Keystone..... 33 1/2%

Spiral.....  $\frac{1}{2}$  gro. \$4.25 @ \$4.50

Standard Co.:  $\frac{1}{2}$  gro..... \$5.50

Dover, No. 5..... 7.00

Dover, No. 10..... 7.00

Dover, Steel Handle, No. 10..... 12.00

**Gauges—**

Bemis & Call's Steel.....	50%
Boss, Screw Pitch.....	33 1/3%
Clapboard.....	25 & 10%
Marking, Mortise, etc.....	55 & 10 & 55 & 10%
Stanley's.....	60 & 10%
Stanley's Chisel.....	30 & 10%
Starrett's Surface, Center and Scratch.....	25 & 10%
Copeland Champion Bit, 3 doz.....	\$2.00 net.

Stubs' Wire and Drill.....	30%
Wire, Morse's.....	25%
Wire, P. S. & W., low list.....	10 & 10%
Wire, Wheeler, Madden & Co.....	10%

**Gimlets—**

"Diamond" Gimlets, 3/8 gr.....	\$4.00 & \$4.25
Double Cut.....	40 & 10 & 50%
Metal Head.....	50 & 10%
Wood Head.....	50%
Swan's, German Pattern.....	40 & 10%

**Gimlet Bits—**

See Augers and Bits.

**Globe and Racking Cocks—**

See Faucets.

**Glue—**

Dodd's Liquid Glue.....	25 & 25 & 10%
Le Pages Liquid.....	25 & 25 & 10%
Mystic.....	40%
Martins.....	40%

**Glue Pots—**

Enamelled.....	40 & 10 & 50%
Tinned.....	40 & 40 & 5%

**Graters—**

Enterprise.....	25 & 30%
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**Griddles—**

Cronk's.....	70%
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**Grindstone Fixtures—**

P. S. & W. Co.....	50 & 50 & 10%
Sargent's Patent.....	60 & 10 & 10%
Stowell.....	50%

**Gunpowder—**

See Ammunition.

**Gun Wads—**

See Ammunition.

**Hafts—**

Britton's.....	3 doz. \$6.50
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**Halters—**

Covert Mfg. Co.: Jute Rope Halters.....	35%
Sisal Rope.....	20%
Web Halters.....	45%

**Halter Chain—**

See Chain.

**Hammers—****HANDLED HAMMERS—**

Humason & Beckley.....	40 & 10%
Magnetic Tack, Nos. 1, 2, 8.....	\$1.25, \$1.50 & \$1.75
H. & B. Tack.....	50 & 10%
Maydole's.....	33 1/3 & 5 & 40 & 10%
Peck, Stow & Wilcox.....	40 & 40 & 10%
A. E. Nail.....	40 & 10%
Engineers and B. S. Hand.....	60 & 10%
Sargent's New List.....	45 & 45 & 10%
Verree.....	50 & 10%
Warner & Noble's New List.....	25%

**HEAVY HAMMERS AND SLEDGES—**

Under 3 lb.....	40c
3 to 5 lb.....	80c
Over 5 lb.....	80c
Wilkinson's Smiths.....	9 1/2c @ 10c

**Hammock Ropes—**

Covert Mfg. Co.: Jute.....	35%
Sisal.....	20%

**Hand Cultivators—**

Ulrich Mfg. Co.: Osborne's.....	3 doz., \$15.00
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**Handles—****IRON, WROUGHT OR CAST—**

Chest Handles, Sargent's.....	50 & 10%
Chest Handles, Stearns' No. 1, Door or Thumb.....	80c. 70%
Nos.....	0 1 2 3 4
3 doz.....	\$ .90 \$1.00 \$1.08 \$1.35 \$1.50
Drawer Handles.....	60%
Ring Handles.....	70%
Roggin's Latches.....	35 & 35 & 10%
Shelf Box Handles.....	65%
Trunk Handles.....	60%
Tub Handles.....	60 & 10%

**STORE DOOR HANDLES—**

Bronzed, with Cylinder Lock.....	50%
Bronzed.....	50 & 50 & 10%
Japanned, with Nuts.....	45 & 10%
Japanned, with Plate.....	45 & 10%
Japanned, without Plate.....	45 & 10%

**DOOR PULL—**

Bar.....	60 & 60 & 10%
Barn Door.....	50 & 10%
Chest and Lifting.....	60 & 60 & 10%
Drawer Pulls.....	50 & 100 & 90%
Plain B. M.....	60 & 60 & 10%
Push Plates, Sargent's List.....	60 & 60 & 10%
Sash Pull Plates.....	70 & 10%
Sash Pulls.....	60 & 10 & 10%
Window Pulls.....	60 & 9%

**WOOD—**

Auger, assorted.....	3/8 gr. \$2.25 & 2.50
Auger, large.....	3/8 gr. 3.00 & 3.25
Auger, Douglass' Pat., 3/8 set, No. 1.....	\$1.0
Auger, Ives' Pat., No. 1.....	\$1.40 60 & 10%
No. 2 to 3 1/2.....	60 & 10%
Auger, Swan's Pat., 3/8 set, No. 3.....	\$1.00
No. 4.....	\$1.25
Bradawl.....	3/8 gr. \$1.75 & \$2.00
Chisel, Worcester, Leather Cap'd.....	1.50
Disston's Crosscut.....	50%
File, assorted.....	3/8 gr. \$1.25 & 1.40
Firmer Chisel, Apple, assorted.....	\$2.25 & 2.50
Hammer, Hatchet, Axe, Sledge, etc.....	50 & 2%
Hoe, Rake and Fork.....	60 & 10 & 60 & 10 & 5%
Saw and Plane.....	40 & 10 & 50%
Shovel and Spade, Wood D. Handle.....	50 & 50 & 10%

**CROSS-CUT SAW HANDLES—**

Atkins.....	40%
Champion.....	45 & 45 & 10%

**Hangers—**

American Trackless.....	33 1/3 & 20%
Barn Door, old pattern.....	60 & 10%
Barn Door, New England.....	60 & 70%
Barry, \$6.00.....	50 & 10%
Best Anti-Friction.....	60 & 10%
Challenge Barn Door.....	50%
Cronk's Roller Bearing.....	No. 0..... \$1.50 net per dozen.
No. 4.....	5.50
No. 5.....	6.50

Cronk's Steel, cov'd, Loose Axle.....	60 & 10 & 5%
Coburn.....	40%
Davis Parlor Door.....	50 & 50 & 5%
Duplex (Wood Track).....	60 & 10 & 5%
Kidder's.....	50 & 50 & 10%

Lane's Barn Door:	
Barn Door, Standard.....	60 & 10%
Covered.....	50 & 10 & 10 & 5%
Special.....	60 & 10%
No. 50.....	50 & 10%

Parlor:	
Standard.....	3/8 set, net, \$3.25 @
Ball Bearing.....	4.00 @
New Model.....	2.75 @
New Champion.....	2.40 @

Manhattan.....	60%
McKinney's "None Better," No. 2.....	\$18.00
No. 1 Special, \$13.00.....	60 & 10%
dozen pairs.....	60 & 10%
Richards' Single Track, Steel.....	40 & 10%
Richards' Anti-Friction.....	50%
Victor, No. 1, \$15.00; No. 2, \$20.00.....	No. 3, \$25.00; No. 4, \$35.00. 60 & 10 & 2 1/2%
Warner's Patent.....	20 & 10 & 10%
Wilcox's New Century.....	50 & 10 & 10%

**Harness Snaps—**

See Snaps.

**Hasps and Staples—**

McKinney's "Perfect," \$1.10 3/4 doz.....	40 & 10%
Wrought.....	80 & 10 & 85%
Wrought, Stanley.....	80%

**Hatchets—**

See Axes.

**Hay Hooks—**

Humason & Beckley.....	60 & 10%
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**Hay Racks—**

Baxter Wrought Iron, No. 1, \$1.00, net; No. 2, \$1.50, net.....	
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**Hay and Straw Knives—**

Auburn Hay, Com. and Spear Point.....	50%
Iwan's Hay, Sickle Edge.....	3/4 doz. net \$10
Iwan's Hay, Imp. Serrated.....	3/4 doz. net \$10.50
Auburn Straw.....	40%
Lightning, from jobbers.....	60 & 5%
Wadsworth's.....	40%

**Hinges—****WROUGHT IRON HINGES—**

Rolled Blind Hinges, Nos. 32 and 34.....	50 & 10%
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Rolled Plate.....	70%
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Rolled Raised.....	6 to 12 in., 3/8 lb. 3 @ 3 1/4c.
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Screw Hook.....	14 to 20 in., 3/8 lb. 2 1/2 @ 3 1/4c.
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and Strap.....	22 to 36 in., 3/8 lb. 2 1/2 @ 3c.
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**STRAP AND T HINGES.**

New List, March 15, 1901.....	
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Light Strap.....	75%
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Heavy Strap.....	80%
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Light T.....	70%
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Heavy T.....	60 & 5%
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Extra Heavy T.....	75 & 10%
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Long Chest.....	60%
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Hinge Hasps and Staples.....	60%
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Crate Hinges.....	75%
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Crate Hasps.....	60%
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Corrugated Heavy Strap.....	80%
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Corrugated Extra Heavy T.....	75 & 10%
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Japanned Light Strap.....	60%
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Japanned Heavy Strap.....	50 & 10 & 5%
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Japanned Light T.....	60%
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Japanned Heavy T.....	50 & 10 & 5%
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Japanned Extra Heavy T.....	55%
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Japanned Hinge Hasps.....	50%
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Japanned Long Chest.....	60%
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Japanned Crate Hinges.....	60%
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Galvanized Hinges with Iron Pins.....	65 & 10%
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Galvanized Hinges with Brass Pins.....	60 & 10%
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**SPRING HINGES—**

Bommer's.....	33 1/3%
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Bardley's Patent Checking.....	15%
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Chicago.....	20%
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Sargent's List, 1894:	
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Bronze Metal.....	70 & 10 & 10%
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Japanned Surface, Single.....	70 & 10%
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Japanned Surface, Double.....	60 & 10%
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Mortise.....	70 & 10%
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Model.....	70 & 70 & 10 & 10%
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Tuscan Surface, Single.....	70%
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Tuscan Surface, Double.....	60 & 10%
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Vigilant.....	60%
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Union Spring Hinge Co.'s List.....	
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March, 1894.....	20%
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Union Mfg. Co.....	25%
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Wiles, No. 1, 3/8 gr., \$16.00; No. 2.....	\$13.00
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**GATE HINGES—**

Clark's, Nos. 1, 2, 3.....	50 & 10 & 60 & 10%
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N. E., 3/4 doz. \$7.50.....	60%
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N. E., Reversible, 3/4 doz. \$5.00.....	60%
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N. Y. State, 3/4 doz. \$4.00.....	60%
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Shepard's, Nos. 1, 2, 3.....	60 & 10%
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Western, 3/4 doz. \$4.30.....	60%
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**BLIND HINGES—**

Clark's:	
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Lull & Porter, Nos. 0, 1, 1 1/2, 2, 2 1/2.....	70 & 10%
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Mortise Gravity.....	50%
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Nos. 1, 3, 5.....	70 & 10%
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Nos. 40 and 50.....	70%
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Parker.....	70 & 10%
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Sargent's, Nos. 1, 3, 5, 11, 13.....	70 & 10%
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W. H. Co.'s No. 2 Mortise Gravity.....	60%
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Stanley's Steel Gravity Blind Hinges.....	60%
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with Screws, \$1.30 3/4 doz. sets.....	30 & 10%
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**Hitching Cords—**

Covert Mfg. Co.....	45%
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**Hoes—**

Steel Goods Association List, Aug. 1, 1899.....	
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Asphalt Hoes.....	65%
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Cotton Hoes.....	70 & 10 & 10 & 5 & 2%
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Cotton Chopper Hoes.....	75 & 10 & 7 1/2%
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Garden Hoes.....	75 & 5%
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Harper's No. 7 Mortar Hoes.....	65%
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Jersey Hoes.....	75 & 5%
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Kretzinger, Cut-Ezy.....	75 & 10 & 7 1/2%
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Ladies' Cotton Hoes.....	25 & 5 & 2%
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Laid Steel Edge Hoes.....	75 & 5%
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Meadow and Rhode Island Hoes.....	5 & 2 1/2%
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Mortar and Street Hoes.....	75 & 7 1/2 & 2%
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Planter Hoes, Regular Pattern.....	70 & 30%
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Rough Finish Shank Cotton Hoes.....	75 & 12 1/2%
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Special Hoes.....	75 & 10 & 2%
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Special Mortar Hoes.....	40 & 10 & 2 1/2%
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Sunhem Meadow Hoes.....	75 & 5 & 2 1/2%
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Tobacco Hoes.....	75 & 30%
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Toy Ladies' and Boys' Hoes.....	70 & 10 & 10%
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<b>Jack Screws—</b> See Screws.	Samson Cotton, No. 4, \$2.00; No. 4½, \$2.50.....10%	<b>PICTURE—</b> Brass Head, Combination list.....50% Brass Head, Sargent's list.....70@70&5% Niles' Patent.....40% Porcelain Head, Comb'n list.....40% Porcelain Head, Sargent's list.....50%	Improved Bay State.....\$27@30.00 Little Star.....4.00 New Lightning.....5.50 Penn.....8.75 Perfection.....4.00 Reading, 73.....4.00 Reading, 78.....7.00 Scott's Pat. Rotary.....\$15.00, 20% Turntable, Old Style.....4.50 Turntable, 1898.....5.50 White Mountain.....4.00
<b>Kettles—</b> Spun Brass, Plain.....15@20% Spun Brass, plated inside with White Metal.....10@15%	Ventilator Cord, Samson Braided, White or Drab Cot. @ doz. \$7.50.....20% Wire Clothes, 100 feet, No. 18, \$2.25; No. 19, \$2.00; No. 20, \$1.75.	<b>FURNITURE—</b> Antique Bronze.....10% China.....25% Fire Gilt.....10% Plain.....40%	<b>POTATO—</b> @ doz. Saratoga.....\$5.50 White Mountain.....4.50
<b>Knives—</b> Ames': Bread Knives, @ doz \$1.50.....20% Butcher Knives.....25% Shoe Knives.....25% Cronk's Chopping.....33½% Dunlap Kitchen and Bread Knives.....25% Foster Bros. Butcher, &c.....30% Goodell's: Bread Knives Ass'n list.....net Butcher.....net Shoe Knives.....40% Hay and Straw, see Hay Knives. Table and Pocket, see Cutlery. Wilson's Butcher Knives.....net	<b>Loaded Shells—</b> See Ammunition.	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	<b>Pencils—</b> Dixon's:.....@ gro. Carpenter's.....\$2.67@2.75 Carpenter's, Blue or Red.....4.00@7.50 Lead.....2.18@2.88 Lumber.....6.87 Mascot, Hexagon.....3.75 Mascot, Round.....3.10
<b>Knives, Hay and Straw—</b> See Hay Knives.	<b>Locks—</b> <b>DOOR LOCKS, LATCHES, &amp;c.</b> Bransford Lock Co.....net prices Champion Night Latches.....40% Moore's Elevator Door.....40% Norwalk Lock Co.....40% Plate.....33½% R. & E. Mfg. Co.....45&10% Reading Hardware Co.....40% Sargent & Co.....40% Yale.....net prices	<b>CABINET—</b> Eagle Lock Co.....33½% Corbin.....33½% Yale.....33½%	<b>Percussion Caps—</b> See Ammunition
<b>Knobs—</b> Bardsley's Wood Door, Shutter and Base.....10% Base, Rubber Tip, 2½ in. Bead, @ gr. \$1.50 Carriage, Jap.....@ gr. 80c.....60% Door Mineral, R. & E. list.....50% Door Por. Jap'd.....50% Door Por. Nickel, ".....50% Picture, Judd's.....50&10% Picture, Sargent's.....60&10% Yale & Towne Wood.....net	<b>Machine Bolts—</b> See Bolts.	<b>PADLOCKS—</b> Acme Bicycle and Satchel, @ doz., \$9.00.....40% Ames Sword Co.....40% Brown's Brass.....25% Brown's Chain.....25% Champion.....40% Eagle.....40% Scandinavian.....90&25% McWilliams.....25% Smith & Egge Bicycle.....50% Wrought Iron.....75&10% Yale Lock Co.....net prices	<b>Picks—</b> Railroad or Adze Eye, 5 to 6, \$12.00; 6 to 7, \$13.00.....60&10@60&10&10
<b>Latches—</b> Cronk's Barn Door.....Net, \$2.25 Lane's Barn Door.....40@40&10%	<b>Mallets—</b> Sargent's List: Hickory.....50@50&10% Lignumvitæ.....50@50&10%	<b>TRUNK—</b> Corbin's.....25&10% Eagle.....25&10%	<b>Planes and Plane Irons—</b> <b>WOOD PLANES—</b> Bailey's (Stanley R. & L. Co.) Bench, First Quality.....50&10@60% Bench, Second Quality.....50&50&10% C. E. Jennings & Co.....50&10% Molding.....40&5%
<b>Lawn Mowers—</b> Champion.....75&10% Clipper Improved.....50&10&10&5% Continental.....60&10% Enterprise.....40&10% Genuine Philadelphia Mowers: Styles M., S., C., K., T.....70&10% Style A. (all steel).....60&10% Style E., Low Wheel.....60&10% Style E., High Wheel.....70&10&5% Drexel, low list.....60% Gold Coins, low list.....60% Great American.....70&10% Imperial.....60&10&10% New Departure, High Wheel.....70&10% New Departure, Low Wheel.....75% New Easy.....60&10@60&10&10% New York.....60&5% Pastime: 12 in. 14 in. 16 in. \$6.00 \$6.25 \$6.50 each net	<b>Mattocks—</b> Cronk's Garden.....25% Regular Goods.....60&10%	<b>Mail Boxes—</b> See Boxes, Mail.	<b>IRON PLANES—</b> Chaplin's Iron Planes.....50&10@60% C. E. Jennings & Co., Iron.....50&10% Sargent's.....60% Standard Tool Co.....50&50&5% Stanley Rule & Level Co.: Bailey's.....50&100 Miscellaneous.....25&10% Steer's Iron Planes.....50&1%
<b>Lead Pipe, Etc.</b> @ lb Lead Pipe, full lengths.....6c Lead Pipe, cut lengths.....6½c Lead Pipe, Tin Lined.....12½c Block Tin Pipe.....87½c Sheet Lead, full rolls.....7c Sheet Lead, cut rolls.....8c Quantity discount, 20%	<b>Meat Cutters—</b> American.....30% Nos. 1 2 3 4 B 5 Each.....\$5 \$7 \$10 \$25 \$50 \$60 Dixon's.....@ doz. 33½% Nos. 1 2 3 4 \$14 \$17 \$19 \$30 Enterprise.....25@25&7½% Nos. 5 10 12 20 22 32 Each.....\$2 \$3 \$2.50 \$5 \$4 \$6 Hales Pattern, @ doz.....70@70&5% Nos. 11 12 13 \$27 \$33 \$45 Home No. 1, @ doz. \$26.....60% Little Giant.....50&10% Nos. 805 310 312 320 322 \$35 \$48 \$44 \$72 \$68 Miles' Challenge, @ doz.....45@45&10% Nos. 1 2 3 \$22 \$20 \$40 Woodruff's, @ doz.....33½% Nos. 100 150 \$15 \$18 Beef Shavers (Enterprise).....25@30% Chadborn's Smoked Beef Cutter.....@ doz. \$60.00	<b>Metal Boxes—</b> C. E. Jennings & Co.....40% Seavey's, @ doz. \$30.....40%	<b>FLANE IRONS—</b> Auburn "Thistle".....} 30&10@40% Ohio.....} 30% Sandusky.....} 30% Buck Bros.....} \$5.00@5.25 to 2 Butcher's.....} C. E. Jennings & Co.....25&10% Stanley Rule & Level Co.....50&10% L. & I. J. White.....20&5@25%
<b>Lemon Squeezers—</b> Berger Bros. @ doz. 8 in. \$1.00; 10 in. \$1.40.....20% Dean's, Nos. 1, @ doz. \$6.50; 2, \$3.35; 3, \$1.65; Queen, \$2.50, net Hotchkiss, Straight Flush, @ doz. \$9.60 Jennings' Star.....@ doz. \$1.90@2.00 Little Giant.....50&50&5% Porc. Lined, Iron.....\$3.25@3.50 Porc. Lined, Wood.....@ doz. \$6.00 80&10@40%	<b>Mitres Boxes—</b> C. E. Jennings & Co.....40% Seavey's, @ doz. \$30.....40%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>PLow Bolts—</b> See Bolts.
<b>Letter Box Plates—</b> Name Door Plate.....50@50&10% Name Plate.....70% Number Door Plate.....60@60&10% Sargent's.....60&10@70%	<b>Mop Wringers—</b> Matchless (Canton, O.), @ doz.....\$12.00	<b>Nails—</b> <b>WIRE AND CUT NAILS—</b> See Review of the Markets for quotations. Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85@85&10%	<b>Polish Metal—</b> Prestoline Liquid, New List.....40% Prestoline Paste.....33½@40%
<b>Levels—</b> C. E. Jennings & Co.'s: Hexagon.....25&10% Iron Bench, new design.....25&10%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Sets -</b> Buck Bros.....27½% Cannon's Diam'd Point, @ gro. \$12.25% Humason's.....50&10% Hunters' Cup Point, Knurled.....\$10.00 Hunters' Cup Point, Plain.....9.00 Octagon.....4.00@4.75 Round, assorted.....3.00@3.25 Square.....4.00@4.25 Snell's: Octagon.....\$4.75 Corrugated.....6.50 Knurled.....9.00	<b>Polish, Stove—</b> Dixon's Plumbago.....@ lb Joseph Dixon's.....@ gro. \$5.75, 10% Gem.....@ gro. 4 50, 10%
<b>Lifters—</b> See Transom Lifters.	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	<b>Poppers, Corn—</b> Round or square, @ doz. @ gro. 1 qt.....\$ .75 \$ 7.00 1½ qt......85 9.50 2 qt.....1.15 10.50 Quincy Corn Popper, 1 qt., @ doz. \$3.00; 2 qt., \$4.00.....33½@40%
<b>Lines—</b> Cotton and Linen Fish, Draper's.....50% Cotton Chalk, 20 feet.....60&10% Cotton Trot.....33½% Masons': Colored Cotton.....40&10% Flax.....40&10% No. 0 to 5.....25%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	<b>Post Hole Diggers—</b> @ doz. Dixon's Samson Digger.....\$34.00, 25% Iwan's Split Handle, @ doz. net.....\$8.50 Iwan's Perfection, @ doz. net.....\$9.00 Ryan's.....@ doz. \$20.00, 25%
<b>Letter Box Plates—</b> Name Door Plate.....50@50&10% Name Plate.....70% Number Door Plate.....60@60&10% Sargent's.....60&10@70%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	<b>Post Hole Augers—</b> Iwan's Patent Improved.....@ doz. Vaughan's, 6 to 9 in., @ doz. net.....\$6.00
<b>Levels—</b> C. E. Jennings & Co.'s: Hexagon.....25&10% Iron Bench, new design.....25&10%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Lifters—</b> See Transom Lifters.	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Lines—</b> Cotton and Linen Fish, Draper's.....50% Cotton Chalk, 20 feet.....60&10% Cotton Trot.....33½% Masons': Colored Cotton.....40&10% Flax.....40&10% No. 0 to 5.....25%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Letter Box Plates—</b> Name Door Plate.....50@50&10% Name Plate.....70% Number Door Plate.....60@60&10% Sargent's.....60&10@70%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Levels—</b> C. E. Jennings & Co.'s: Hexagon.....25&10% Iron Bench, new design.....25&10%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Lifters—</b> See Transom Lifters.	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Lines—</b> Cotton and Linen Fish, Draper's.....50% Cotton Chalk, 20 feet.....60&10% Cotton Trot.....33½% Masons': Colored Cotton.....40&10% Flax.....40&10% No. 0 to 5.....25%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Letter Box Plates—</b> Name Door Plate.....50@50&10% Name Plate.....70% Number Door Plate.....60@60&10% Sargent's.....60&10@70%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Levels—</b> C. E. Jennings & Co.'s: Hexagon.....25&10% Iron Bench, new design.....25&10%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Lifters—</b> See Transom Lifters.	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Lines—</b> Cotton and Linen Fish, Draper's.....50% Cotton Chalk, 20 feet.....60&10% Cotton Trot.....33½% Masons': Colored Cotton.....40&10% Flax.....40&10% No. 0 to 5.....25%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Letter Box Plates—</b> Name Door Plate.....50@50&10% Name Plate.....70% Number Door Plate.....60@60&10% Sargent's.....60&10@70%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Levels—</b> C. E. Jennings & Co.'s: Hexagon.....25&10% Iron Bench, new design.....25&10%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Lifters—</b> See Transom Lifters.	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Lines—</b> Cotton and Linen Fish, Draper's.....50% Cotton Chalk, 20 feet.....60&10% Cotton Trot.....33½% Masons': Colored Cotton.....40&10% Flax.....40&10% No. 0 to 5.....25%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Letter Box Plates—</b> Name Door Plate.....50@50&10% Name Plate.....70% Number Door Plate.....60@60&10% Sargent's.....60&10@70%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Levels—</b> C. E. Jennings & Co.'s: Hexagon.....25&10% Iron Bench, new design.....25&10%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Lifters—</b> See Transom Lifters.	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Lines—</b> Cotton and Linen Fish, Draper's.....50% Cotton Chalk, 20 feet.....60&10% Cotton Trot.....33½% Masons': Colored Cotton.....40&10% Flax.....40&10% No. 0 to 5.....25%	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
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<b>Lifters—</b> See Transom Lifters.	<b>Motors—</b> <b>COFFEE MILL—</b> Specialty Novelty Co.....each \$5.00	<b>Nail Pullers—</b> Black Hawk, @ doz.....\$9.00 Cyclops.....35% Eclipse.....@ doz. 18 00, 25&10&10% Giant, No. 1. @ doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30&5% Lightning.....@ doz. \$18.00, 20% National.....@ doz. 24.00, 40% Pelican.....@ doz. \$9.00, 40@40&10% Scranton, No. 2.....@ doz. \$10.00 Scranton, No. 3.....@ doz. 9.00	
<b>Lines—</b> Cotton and Linen Fish, Draper's.....50% Cotton Chalk, 20 feet.....60&1			

**Potato Hooks, etc.—**

Hoe Down Hooks.....75&10&25  
Hop Hooks.....60&10&25  
Potato Hooks.....707

**Powder—**

See Ammunition.

**Presses—**

See Fruit and Jelly Presses.

**Primers—**

See Ammunition.

**Pruning Hooks and Shears—**

Cronk's Pruning Shears.....33½¢  
Cronk's Heavy Pattern, ½ doz., \$2.50 net  
Diston's Combined Pruning Hook  
and Saw.....½ doz., \$18.00, 25¢&25¢10¢  
Diston's Pruning Hook, ½ doz.,  
\$12.00, 25¢&25¢10¢

Henry's:  
Pruning Shears.....50A 5¢  
Orange.....50A 30¢  
Grape.....50A 10¢  
Tree Pruners.....75¢  
E. S. Lee & Co.'s Pruning Tools.....40¢  
P. S. & W. Co.'s Shears.....60¢  
Waters' Tree Pruners.....75¢&10¢  
Wheeler, M. & C. Co.'s Combination  
.....½ doz., \$12.00, 25¢&10¢

**Pulleys—**

Awning.....60¢&60¢10¢  
Axle.....50¢&10¢60¢  
Brass Screw.....45¢&10¢  
Celling.....50¢&10¢60¢  
Clothes Line, Japanned.....60¢  
Common Sense.....60¢  
Dumb Waiter.....60¢&60¢10¢  
Empire Sash Pulley.....60¢  
Hay Fork, Swivel Eye, ½ doz.,  
4-inch, \$3.75; 6-inch, \$5.00.....55¢  
Hay Fork, Hartz, 4¼-inch, ½ doz.,  
\$6.00.....50¢&10¢  
Hay Fork, 5-inch, Solid, \$5.70.....50¢  
Hot House.....50¢&10¢50¢&10¢10¢  
Stowell's Anti-Friction, 5-in. Wheel,  
½ doz., \$12.00.....40¢  
Slide, Anti Friction.....50¢  
Shade Rack.....45¢  
Upright.....50¢&10¢50¢&10¢10¢

**Pumps—**

Cistern, Best Grades.....50¢&10¢60¢  
Pitcher Spout, Best Grades.....70¢&10¢  
F. E. Myers & Bro.:  
No. 1, Fig. 328, 3 in. Shallow  
Well Pump.....\$13.00  
No. 8, Fig. 328, 3¼ in. Shallow  
Well Pump.....15.00  
No. 5, Fig. 307, 3 in. Deep Well  
Pump.....15.00  
No. 6, Fig. 307, 3¼ in. Deep  
Well Pump.....17.00  
No. 14, Fig. 521, 3 inch Deep or  
Shallow Well Pump.....15.00  
No. 32, Fig. 523, 3 in. Deep Well  
Pump.....17.00  
No. 56, Fig. 381, 3 in. Shallow  
Well Pump.....14.00  
No. 59, Fig. 382, 3¼ in. Shallow  
Well Pump.....17.00  
No. 70, Fig. 383, 2¼ in. Deep  
Well Pump.....15.00  
No. 72, Fig. 383, 3 in. Deep Well  
Pump.....15.00  
No. 73, Fig. 383, 3¼ in. Deep  
Well Pump.....16.00  
No. 102, Fig. 448, 3 inch Lift  
Pump.....9.00  
No. 108, Fig. 448, 3¼ in. Lift  
Pump.....11.00  
No. 123, Fig. 510, 3 in. Lift  
Pump.....7.00  
No. 131, Fig. 510, 3¼ in. Lift  
Pump.....8.50  
No. 225, Fig. 889, Windmill  
Pump.....12.50  
No. 235, Fig. 403, Windmill  
Pump.....16.00  
No. 240, Fig. 406, Regulator  
Pump.....28.00  
No. 265, Fig. 572, Cyclone Tank  
Force Pump.....16.00  
No. 267, Fig. 483, Geyser Tank  
Force Pump.....16.00  
No. 268, Fig. 518, Low Down  
Tank Force Pump.....16.00  
No. 302, Fig. 477, Spray Pump,  
complete.....11.50  
No. 320, Fig. 492, Bucket Spray  
Pump.....5.00  
No. 330, Fig. 547, Knapsack  
Spray Pump.....10.00  
Discount, 50¢ f. o. b. Ashland.

**Punches—**

Bemis & Call Co.'s:  
Cast Steel Drive.....50¢&5¢  
Check.....55¢  
Spring.....50¢&5¢  
Springfield Socket.....65¢  
Morrill's Universal.....35¢  
Niagara Hollow.....45¢  
Niagara Solid.....55¢  
Saddlers' or Drive, good.....60¢&65¢  
Snell's Tinner's.....50¢  
Spring, good quality, ½ doz., \$1.70 to 1.80  
Spring, Leach's Pat.....15¢  
Tinner's Solid, P. S. & W. Co.,  
½ doz.....\$1.44, 55¢  
Tinner's Hollow, P. S. & W. Co.,  
20¢&25¢

**Rail—**

Barn Door, Light, In. ¼ ¾ ¾  
½ 100 feet.....\$1.40 1.95 2.90  
Barn Door, "None Better" No. 1,  
½ foot.....24¢  
Barn Door, "None Better" No. 2,  
½ foot.....34¢  
B. D. for N. E. Hangers:  
Angular, ½ foot, 6c.....70¢  
Double Flange, ½ foot, 8c.....70¢  
Carrier Steel Rail, ½ foot.....4½¢  
Cronk's:  
O. N. T. Style, No. 13.....3 c  
Double Braced.....3¼¢  
Lane's:  
O. N. T., 1 in.....\$2.65  
O. N. T., 1¼ in.....8.50  
Standard, 1¼ in.....3.75  
Stowell's Wrought Steel.....35¢  
Sliding Door, Bronzed Wrought  
Iron, ½ foot.....6¼¢  
Sliding Door, Steel, Brass Plated,  
½ foot.....5¼¢  
Sliding Door, Wrought Brass, 1¼ in.,  
½ lb, 36c.....10¢&20¢  
Victor Track Rail, 7c ½ ft., 60¢&10¢24¢

**Rakes, Etc.—**

Cronk's:  
Wrought Steel Garden.....60¢&20¢  
Queen City Lawn.....40¢  
Steel Garden Rakes.....70¢&5¢32¢  
Steel Garden Rakes Stamped Blank.....75¢  
Steel Road Rakes.....65¢  
Steel Tar or Asphalt Rakes.....5¢  
Turf Edger.....60¢&5¢  
Prize Bow Braced Steel.....70¢&5¢32¢  
Peerless Shank.....70¢&5¢34¢  
Peerless Socket.....70¢&5¢32¢  
Level Head Shank.....70¢&5¢32¢

**Rasps, Horse—**

Diston's.....70¢  
New Nicholson Horse Rasp.....70¢  
See also Files.

**Razors—**

Electric.....List net  
J. R. Torrey Razor Co.....20¢  
Wostenholm and Butcher, \$10.00 to  
£.....10¢

**Registers—**

**HOT AIR—**  
New List, Feb. 1, 1899:  
Black Japanned.....50¢&10¢  
White Japanned.....40¢&10¢  
Bronzed Finishes.....40¢  
Electro Plated.....40¢  
Nickel Plated.....50¢&10¢  
White Porcelain.....20¢&10¢  
Solid Brass and Bronze Metal.....20¢&10¢

**Rings—**

See Bull and Hog Rings.

**Rivets and Burrs—**

Belt with Burrs.....40¢&5¢40¢&10¢  
Hose with Burrs.....40¢&5¢40¢&10¢

**IRON—**

List, Nov. 1, 1894.  
Ordinary, in bulk.....70¢  
Thousand, in bulk.....70¢  
Thousand in papers.....70¢  
Coopers', in bulk.....70¢  
Block and Carriage, in papers.....70¢  
Hame.....70¢  
Belt with Burrs, Tinned or Cop-  
pered.....70¢

**Rivet Sets—**

Regular List.....70¢

**Rollers—**

Lane's, Stay.....33½¢

**Rope—**

Cotton Rope, Best, ½ lb  
¼ inch and larger.....15c  
Medium, ¼ in. and larger.....12c  
Common, ¼ in. and larger.....10¼¢  
Jute Rope:  
A grade.....6¼¢  
C grade.....5¼¢  
Manila:  
7-16 in. and larger.....10¼¢  
¾ in.....11 c  
¼ and 5-16 in.....11¼¢  
Hay Rope, Medium.....11 c  
Sisal:  
7-16 in. and larger.....8 c  
¾ in.....8¼¢  
¼ and 5-16 in.....9 c

**Rules—**

Athol, Steel.....33½¢  
Boxwood.....75¢&10¢&10¢&10¢  
Ivory.....35¢&10¢&35¢&10¢&10¢  
Lufkin's:  
Steel.....55¢  
Lumber.....50¢&10¢  
Miscellaneous, Stanley's.....55¢&10¢  
Starrett's Rules and Straight Edges.....25¢&10¢  
Steel.....25¢&10¢

**Sad Irons—**

Chinese Laundry.....½ lb 4¼¢  
Chinese Sad.....3¼¢  
Crown, Polished.....½ doz. \$6.50  
Crown, Nickel.....½ doz. 7.00  
Common 4 to 10.....½ lb 3¼¢&3¼¢

**COLD HANDLED—**

Enterprise Mfg. Co. of Pa.....30¢&5¢  
Self-heating.....½ doz. \$10.00, 2½¢  
Self-heating, Tailors'.....½ doz. 22.10, 25¢  
Sensible Nickel.....½ doz. \$7.00  
Sensible Polished.....½ doz. 6.50  
Sensible, Tailors'.....½ lb 4¼¢

**Safety Fuse—**

See Fuse.

**Safety Lifts—**

Burr Mfg. Co., Steel.....50¢&60¢

**Sand and Emery Paper and Cloth—**

Baeder, Adamson & Co.'s:  
Emery Cloth.....50¢&10¢  
Garnet Paper.....30¢&30¢5¢  
Sand and Emery Paper.....50¢&10¢

**Sash Balances—**

Caldwell Mfg. Co.....50¢

**Sash Chain—**

Competition.....50¢&10¢  
Giant.....40¢  
Monarch.....40¢&10¢  
Red Metal.....40¢&10¢  
Steel.....40¢&10¢

**Sash Cord—**

Cable Laid Italian.....½ lb 16¢&18¢  
Cable Laid Russia.....½ lb 13¼¢&14¢  
Common India.....½ lb 9¢&10¢  
Patent Russia.....½ lb 12¼¢&13¢  
Patent India.....½ lb 10¼¢&12¢  
Samson:  
"Mass." White, Cotton.....22¼¢&24¢  
"Samson" Braided White, Cotton.....½ lb 28¼¢&30¢  
"Samson" Braided Drab, Cotton.....½ lb 32¼¢&35¢  
"Samson" Braided Italian Hemp.....½ lb 32¼¢&35¢  
"Samson" Braided Linen.....½ lb 50¢&55¢  
Silver Lake:  
A Quality, Drab.....½ lb 40¢, 5¢  
A Quality, White.....½ lb 35¢, 5¢  
B Quality, Drab.....½ lb 35¢, 5¢  
B Quality, White.....½ lb 30¢, 5¢  
United States:  
B Quality.....½ lb 18¼¢  
C Quality.....½ lb 17¼¢  
White Cotton, Hard Braided.....½ lb 18¢

**Sash Fasteners, Holders, &c.**

Sash Lifts.....60¢&10¢&10¢  
Sash Lifts Flush.....50¢  
Sash Lifts With Lock.....60¢&10¢&10¢  
Sash Rollers.....70¢  
Shutter Bars.....60¢&10¢&70¢  
Shutter Sheaves.....60¢  
Window Screen Sash Lifts.....60¢&70¢

**Sash Locks—**

Champion Meeting Rail.....70¢  
Champion Slide.....60¢  
Davis, Bronze, Barnes Mfg. Co.....50¢  
Elting's Ventilating.....40¢  
Fitch's:  
Iron.....70¢  
Bronze and Brass.....60¢&65¢  
Gale's Automatic, List Nov., 1897.....65¢  
Ives' Patent:  
Wrought Steel.....60¢  
Bronze M. Knob.....60¢  
Wrought Bronze and Brass.....55¢&5¢  
Cast Iron.....65¢  
Cast Bronze and Brass.....62½¢  
Payson's Perfect.....70¢  
Reading.....60¢&10¢

**Sash Weights—**

Small lots.....½ ton \$25.00  
Ton lots at factory.....\$30.00@22.50

**Sausage Stuffers or Fillers—**

Draw Cut, No. 4.....each \$30.00, 20¢  
Enterprise Mfg. Co.....25¢&25¢7½¢  
National Specialty Mfg. Co.....25¢

**Saws—**

Atkins:  
Band 7 to 14 in. Wide.....60¢&10¢  
Band 2 to 6 in. Wide.....60¢  
Band ¼ to 2 in. Wide.....60¢  
Butcher, Pruning and Compass.....40¢&5¢  
Circular.....50¢&10¢  
Cross Cut.....35¢&5¢  
Gang.....50¢  
Hand, Panel and Rip.....40¢  
Wood.....40¢  
Diston's:  
Circular, Solid and Inserted Tooth.....50¢  
Band 3 in. to 14 in. Wide.....60¢  
Band ¼ in. to 2¼ in.....70¢  
Cross Cuts.....45¢  
Narrow Cross Cuts.....55¢  
Muley, Mill and Drag.....50¢  
Framed Wood Saws.....35¢  
Wood Saw Blades.....40¢  
Wood Saw Rods.....30¢  
Hand Saws, Nos. 12, 99, 9, 16, D100,  
D8, 120, 76, 7, 8.....25¢  
Hand Saws, Nos. 7, 107, 107½, 8, 1,  
0, 00, Combination.....30¢

Compass, Keyhole, Pruning, Dove-  
tail, &c.....25¢  
Butcher Saws and Blades.....35¢  
Haines' Needle Point.....40¢  
C. E. Jennings & Co.'s:  
Butcher.....25¢&10¢  
Hand Panel, Rip and other Saws.....25¢&30¢

Peace:  
Cross Cuts.....45¢&10¢  
Hand Panel and Rip.....25¢&10¢  
Richardson:  
Circular and Mill.....50¢&50¢10¢  
X Cuts.....45¢&10¢  
Hand Saws.....25¢&10¢  
Star, Butcher.....25¢  
Woodrough & McFarlin Cross Cuts.....45¢&10¢

**HACK SAWS AND FRAMES—**

Chatillon.....30¢  
Diston's:  
Concave Blades.....25¢  
Keystone, Flexible Back and Ma-  
chine Blades.....30¢  
Hack Saw Frames.....30¢  
Griffin's:  
Complete.....40¢&45¢  
Saw Blades.....4¢  
Star, Saws and Blades.....25¢

**Saw Filer—**

Diston's D3 Clamp and Guide, \$30.00  
½ doz.....25¢

**Saw Frames—**

C. E. Jennings & Co.....20¢  
Richardson's Wood.....ret

**Saw Sets—**

Atkins:  
Criterion Saw Sets.....½ doz. \$6.00  
Excelsior Saw Tools.....½ doz. 6.00  
Bemis & Call Co.'s:  
Cross Cut.....30¢&5¢  
Hammer, New Pat.....45¢  
Plane.....20¢  
Spring Hammer.....30¢&5¢  
Diston's Monarch, Nos. 1 & 10 and  
Star.....25¢  
Hart's Pat. Lever.....20¢  
Kohler's:  
"Giant Royal".....½ doz. \$9.00  
"Royal".....½ doz. 6.00  
Leach's.....38½¢  
Morrill's:  
No. 1, \$15.00; No. 10, \$15.50; No. 11,  
\$16.00.....40¢&20¢  
Cross Cuts Nos. 8 and 4, \$23.00; No.  
5, \$31.00.....40¢&20¢  
Richardson's.....25¢  
Seymour Smith & Son, Hammer  
½ doz.....\$4.75  
Stillmans.....½ doz. 1.00  
Taintors Positive.....\$18.00 ½ doz. 60¢

**Scales—**

Chatillon's:  
Eureka.....25¢  
Favorite.....40¢  
Grocers' Trip Scales.....50¢  
Family, Turnbull's.....30¢&30¢10¢  
Hach:  
Counter, No. 171, ½ doz. \$17.00@18.00  
Tea, No. 161.....½ doz. 5.75@ 6.00  
Union Platform Plain.....2.00@ 2.10  
Striped.....2.15@ 2.25

**Scale Beams—**

Chatillon's No. 1.....30¢  
Chatillon's No. 2.....30¢

**Scrapers, &c.—**

Adjustable Box Scraper (S. R. & L.  
Co.) \$6.00.....40¢&10¢  
Box, 1 Handle.....½ doz. \$2.00  
Box, 2 Handle.....½ doz. \$3.00@4.00  
Foot.....55¢&5¢60¢&5¢  
Ship Combs.....½ doz. \$2.40 net  
Ship, R. I. Tool Co.....10¢

**SIDEWALK—**

Kohler's, Steel No. 7.....½ doz. \$3.00

**Screens—****DOOR—**

Phillips:  
¾ in., Style E, Fancy Screen  
Doors.....½ doz. \$10.00  
¾ in., Style G, Common Screen  
Doors.....6.50  
¾ in., Style K, Fancy Screen  
Doors.....8.00  
¾ in., Style K4, Fancy Screen  
Doors.....8.50

**WINDOW—**

Porter Screen Mfg. Co.....60¢&60¢5¢  
Phillips:  
Bonanza Screens.....60¢&60¢5¢  
Express.....60¢&60¢5¢  
Flyer.....60¢&60¢5¢  
Perfection Screens.....60¢&60¢5¢  
Northwest.....60¢&10¢  
Window Screen Frames.....60¢&10¢



**Screw Drivers—**

Brace Screw Drivers.....	25&10&5%
Buck Bros.....	30%
Screw-Driver Bits.....	27½%
Champion.....	40%
Disston's Flat Blade, Electric, Tele-	
graph and Cabinet Makers'.....	70%
Electric Spiral No. 01.....	5 doz. \$3.00 net
Electric Spiral No. 02.....	5 doz. 5.00 net
Ellrich's Socket and Ratchet.....	40&10%
Fray's Hol. Hdl. Sets, No. 3.....	\$12.50
Howard-Allard.....	A1 5 doz., \$9.00 net
C. E. Jennings & Co.....	A2 5 doz., 8.00 net
Jennings & Griffin.....	40&10%
Jones Reversible Spiral No. 1.....	5 doz.
\$12.50 net; No. 2.....	5 doz. \$12.00
Sargent & Co.'s:	
No. 1 Forg. Blade.....	50&10&50&10&5%
Nos. 20 and 40.....	68½%
Screw-Driver Bits (Snell's).....	5 doz. 60c
Stanley R. & L. Co.'s:	
No. 64, Varnished Handles.....	60&10%
No. 86.....	70&10%
Snell's Nos. 5 and 10.....	75%
Tower & Lyon:	
Champion.....	40%
Magazine.....	25%
Machinists'.....	40%
Baleley's Patent.....	38½%
Williamson's:	
Beauty, 5 doz.....	\$1.00 } 40%
Gem, 5 doz.....	90c }
C. T. Williamson Wire Novelty Co.....	40%

**Screws—****WOOD SCREWS—**

List, January 1, 1900.	
Brass, Flat Head.....	85%
Brass, Round Head.....	82½%
Bronze, Flat Head.....	75%
Bronze, Round Head.....	72½%
Drive Screws, Diamond Point.....	87½%
Iron, Bright Flat Head.....	87½%
Iron, Bright Round and Oval Head.....	85%
Nickel Plated, Iron Flat Head.....	75%
Nickel Plated, Iron Round Head.....	75%

**MACHINE—**

List, January 1, 1898.	
Brass, Flat Head.....	50%
Brass, Round Head.....	50%
Iron, Flat Head.....	50%
Iron, Round Head.....	50%

**COACH, LAG AND HAND RAIL—**

G. P. Coach. List, Feb. 14, 1895.	
Hand Rail.....	75&15%
Lag Screws. List, January 30, 1896.	
Cone Point.....	80%

**BENCH, HAND, ETC.—**

Bench, Iron, 5 doz., 1 in., \$3.25;	
1½, \$3.50; 1¼, \$4.25	
Bench, Wood, Beech.....	5 doz. 2.40
Chair.....	60&10%
Hand, Wood.....	40%
Jack Screws, Millers Falls, Roller	
Bearing.....	50%
Jack Screws, Millers Falls, without	
Roller Bearing.....	50&10%
Jack Screws, P. S. & W.....	40&40&10%
Jack Screws, Sargent's.....	60%
Piano Stool.....	50&10%

**Scroll Saws—**

Barnes' No. 1, \$8; No. 6, \$10; No. 7,	
\$15.....	25%
Barnes' Scroll Saw Blades.....	40%
Cricket.....	10&10%
C. E. Jennings & Co.....	25%
Leeter, complete, \$10.00.....	15&10%
Rogers, complete, \$4.00.....	15&10%

**Scythes, Grass—**

Natural Finish.....	5 doz. \$7.50@7.75
Polished Blade.....	8.00@ 8.15
Painted or Bronzed.....	8.00
Weed and Bush.....	7.25@ 7.50

**Seeders—**

Raisin, Enterprise.....	25@30%
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**Shears—**

Acme (Cast).....	40@40&5%
Aetna Steel Japaned.....	80&20%
Aetna Steel Nickled.....	70&20%
Barnard Lamp Trimmers.....	net
Carrier Cutlery Co.:	
N. P. Straight Trimmers.....	66½%
N. P. Bent Trimmers.....	66½%
Japaned Straight.....	70&10%
Japaned Bent.....	70&10%
Heinrich's:	
St. Trimmers, etc. 60&10@60&10&10%	
Tailors' Shears.....	40%
Tinners' Snips.....	40%
Pruning. See Pruning Hooks & Shears.	
Seymour's Standard List:	
Japaned.....	70%
Nickled.....	80%
Standard Cutlery Co.:	
Japaned.....	70&10%
Nickled.....	70&10%
Star Brand:	
Nickel Scissors.....	60%
Nickel Shears.....	60%
Japan Shears.....	70%
Tailors' Shears.....	40&10%
Pruners.....	70%
Tinners' Snips.....	40&10%

**Shears, Hedge—**

Wm. Wilkinson & Sons.....	50%
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**Sheaves—****SLIDING DOOR—**

Corbin's list.....	60&10&2%
Hatfield's Pattern.....	70&10@80%
M. W. Co., list July, 1888.....	50&10@60&5%
Stowell's Anti-Friction.....	50%
Patent Roller.....	60&10@60&10&5%
R. & E., list August 15, 1895.....	60&10@60&10&5%
Russell's Anti-Friction, list Decem-	
ber 18, 1895.....	60&2%

**SLIDING SHUTTER—**

Reading list.....	60%
R. & E. Mfg. Co.'s.....	60@60&10%
Sargent's list.....	70%

**Shells—**

See Ammunition.

**Shot—**

See Ammunition.

**Shovels and Spades—**

Association prices to small trade.	
No. 2, Polished, Square or Round	
Point, D or L Handle:	
A1, B2,	
1st Grade. 2d Grade	
Plain Back.....	\$10.50 \$9.60
Strap Back.....	9.00 9.00
Cleveland Pattern.....	10.20 9.80
C3, D4,	
3d Grade. 4th Grade	
Plain Back.....	\$8.70 \$8.10
Strap Back.....	8.10 7.50
Cleveland Pattern.....	8.40 7.80
All other sizes, add 30c. doz.	
Black, deduct 30c. doz.	

**Shovels and Tongs—**

Brass Head.....	60&10@60&10&10%
Iron Head.....	60&10@60&10&5%

**Shutter Bars—**

Ives'.....	45%
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**Shutter Bolts—**

See Bolts, Shutter.

**Sifters, Flour—**

Hunter's Genuine. 5 gross, \$10@	\$11.50
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**Skate Sharpeners—**

Eureka.....	5 doz. \$1.75; 5 gro. \$18.00
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**Slaw and Kraut Cutters—**

Disston's:	
Slaw, Vegetable, Corn Grater, Tur-	
nip Shredder.....	40%
Kraut Cutters, 24x17, 26x8, 30x8.....	55%
Kraut Cutters, 36x12, 40x12.....	40%
Enterprise.....	25@30%
Enterprise Mfg. Co.....	25%
Tucker & Dorsey:	
1 Knife.....	5 gro. \$16.50@20.00
2 Knives.....	5 gro. 22.50@30.00
Kraut Cutters.....	50%
Woodrough & McParlin.....	40%

**Sledges and Heavy Hammers—**

See Hammers.

**Slicers—**

Vegetable, Enterprise.....	25%
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**Smiths' Bellows—**

See Bellows.

**Snaps, Harness, &c.—**

Anchor (T. & S. Mfg. Co.).....	55%
Cockeyes.....	66½%
Fitch's:	
Bolt.....	45%
Bristol.....	40&10
Champion.....	40%
Clipper.....	50&10&5%
Empire.....	50&5%
National.....	50&5%
Security.....	40%
Victor.....	60&5%
German, new list.....	40%
Sargent's:	
Patent Guarded.....	66½%
Covered Spring.....	50@55%
Covert Mfg. Co.:	
Breast Strap Buckle Snaps.....	} 45%
Breast Strap Protector.....	
Double for Bits or Trace Carrier	
Trojan Snaps.....	
High Grade Snaps.....	
Jockey Snaps.....	40%
Derby Snaps.....	35%
Rope Snaps.....	40%

**Snaths—**

Scythe.....	40@45%
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**Soldering Irons—**

Covert Mfg. Co.....	20%
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**Spoke Shaves—**

Bailey's (Stanley R. & L. Co.).....	50&10%
Iron.....	5 doz. 50&10%
Millers Falls.....	15&10%
Seymour Smith & Sons, Iron.....	20%
Wm. Johnson's:	
Wood, Best.....	80%
Wood, 2d quality.....	33½%

**Spoons and Forks—**

Boardman's:	
Britannia Spoons, Catalogue "C"	net, List
Nickel Silver, Catalogue "C"	net, List

**SILVER PLATED FLAT WARE—**

L. Boardman & Son, Catalogue "C"	net List
"1847".....	40&10%
"Anchor".....	50&10%
"Eagle".....	50&10%
"Star".....	50&10%
Rogers, Smith & Co.....	50&10%
Rogers & Hamilton.....	50&10%
Holmes & Edwards.....	50&10&10%
German Silver, unplated.....	50%

**KNIVES AND FORKS NO. 12—**

5 doz. net.	
"1847".....	\$3.50
"Anchor".....	3.25
"Eagle".....	3.25
"Star".....	3.25
Rogers, Smith & Co.....	3.25
Rogers & Hamilton.....	3.25
Holmes & Edwards.....	3.00

**Springs—**

See Door Springs.

**Spring Balances—**

See Balances.

**Spring Hinges—**

See Hinges.

**Squares—**

Disston's Try Square and T Bevels,	
60&10%	
Starrett's Micrometer Caliper Squares,	
25%	
Try Square and T Bevel.....	60&10
@60&10&10%	
Winterbottom's Try and Mitre.....	40&10%
Nickel-Plated. New List Jan. 5,	
1900.....	65&10@70%
Steel and Iron.....	65&10@70%

**Staples—**

Barbed Blind—½, ¾, and ¾ inch.	
5 doz. 8½c. @9c.	

**FENCE—**

Same price as Barb Wire. See Trade	
Report.	

**Stay Rollers—**

Cronk's, No. 60.....	66½%
" Nos. 55 and 56.....	70&10%
" No. 60.....	60%
" No. 65.....	60&10%

**Steels—**

Chatillon's.....	30%
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**Stocks and Dies.****BICYCLE—**

Holroyd & Co.....	55%
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**BLACKSMITHS—**

Butterfield's.....	35@40%
Gardner.....	38½@10%
Holroyd & Co.....	40@50%
Lightning Screw Plate.....	25%
Keece's New Screw Plates.....	25@30%

**PIPE MAKERS—**

Holroyd & Co.....	75&10@80%
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**Stones—**

See Oilstones.

**Stops—**

See Bench Stops.

**Store Door Handles—**

See Handles.

**Stove Bolts—**

See Bolts.

**Stove Polish—**

See Polish, Stove.

**Sweepers—**

See Carpet Sweepers.

**Tackle Blocks—**

See Blocks.

**Tacks, Brads, &c.**

List Jan. 15, 1899.	
American Cut Tacks.....	90&10&10%
Carpet Tacks:	
American, Blued.....	90&10&10&10%
American, Tinned.....	90&10&10&10%
Swedes Iron Tacks:	
S. S.....	90&10&10%
Bill Posters' and Railroad Tacks:	
S. S.....	90&30%
Common and Patent Brads.....	70&10%
Finishing Nails.....	70&10%
Gimp Tacks:	
S. S.....	90&40%
Hungarian Nails, Steel.....	80&20%
Lace Tacks:	
S. S.....	90&20%
Looking Glass Tacks.....	70&10%
Trimmers' Tacks:	
S. S.....	90&10&10%
Trunk and Clout Nails:	
Steel, Black.....	80%
Steel, Tinned.....	80%
Upholsterers' Tacks:	
S. S.....	90&40%

**MISCELLANEOUS—**

Double Point, in dozens,	
90&10&10&10&10&10%	
Double Point, in bulk.....	80%
Matting.....	80%
Shade, in dozens.....	90&10&10%
Shade, in bulk.....	80%

**Tack Pullers—**

Columbia, No. 1, 5 doz., net.....	\$1.00
Columbia, No. 2, 5 doz., net.....	1.50
Little Jack.....	1.00

**Tapes, Measuring—**

American Asses' Skin.....	40&10@50%
Leather Case.....	25@25&10%
Steel.....	33½@40%
Chestermans.....	25@25&5%
Keuffel & Esser Co., New List, 1898:	
Steel and Metallic.....	85%
Lufkin's Steel and Metallic.....	30@33½%

**Tap Borers—**

See Borers, Tap.

**Taps—**

American Screw Co.:	
Machine Screw.....	70%
Holroyd & Co.'s:	
Blacksmiths.....	60@65&5%
Machine Screw.....	70&10@75%
Machinists' Hand.....	60@60&10&10%
Pipe, ½ to 1½.....	60@80&10%
Pipe, 2 to 4.....	70@70&10%

**Thumb Latches—**

See Handles.

**Tinware—**

Stamped, Japanned and Pieced,	
Net Prices.	

**Tire Bolts—**

See Bolts.

**Tobacco Cutters—**

National Specialty Co.....	40%
Enterprise Mfg. Co.....	25@30%

**Toilet Clippers—**

See Clippers.

**Trammel Points—**

Backus and Union.....	40%
C. E. Jennings & Co., "Eureka".....	25%
Cook's.....	40&10%
Sargent's.....	40&10%
Stanley's.....	30&10%
Tower & Lyon.....	33½%
Prentiss'.....	20@25%

**Tracks, &c.—**

F. E. Myers & Bro.:	
Comb. Car, Double Steel T.....	\$3.50
Comb. Car, Wood Track.....	3.25
Common 6 in. Wood Sheave Pulley, Fig. 433.....	5 doz. 1.75
D. H. Fork Steel Regular.....	each, .85
Double Grapple Fork.....	each, 3.50
Double Rail Steel Track, complete with clamps.....	5 ft. .10
Faultless Steel Frame K. P. Pulley, Fig. 435.....	5 doz. 2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485.....	5 doz. 1.90
Floor Hooks, 3/4 in.....	5 doz. .70

Floor Pulley, Wood Sheave, Fig. 486..... $\frac{1}{2}$  doz. 2.25  
Hanging Hooks for Double Steel Track..... $\frac{1}{2}$  doz. .65  
Hanging Hooks for Single Steel Track..... $\frac{1}{2}$  doz. .65  
Hanging Hooks for Wood Track, 10 in..... $\frac{1}{2}$  doz. .55  
Hanging Hooks for Wood Track, 14 in..... $\frac{1}{2}$  doz. .65  
Malleable Frame K. P. Pulleys, Fig. 676..... $\frac{1}{2}$  doz. 2.40  
Malleable Rafter Brackets,  $\frac{1}{2}$  doz. .40  
Nellis Fork.....each, 1.60  
New Myers Iron Rod Car.....3.25  
Reed Wood Frame Pulley with Hook, Fig. 434..... $\frac{1}{2}$  doz. 2.00  
Rev. Car., Double Steel Track.....3.50  
Rev. Car., Wood Track.....3.25  
Rope Hitch..... $\frac{1}{2}$  doz. 1.75  
Single Rail Car, Single Steel T.....3.50  
Single Rail Steel Track with clamps..... $\frac{1}{2}$  ft. .09  
Sprout's Shear Fork, each.....\$1.60  
Steel Frame Pulley with Iron Sheave, Fig. 565,  $\frac{1}{2}$  doz. 1.85  
Sure Grip Sling Car, Steel or Wood Track.....6.00  
Walker Fork, each.....1.25  
Wrought Rafter Brackets,  $\frac{1}{2}$  doz. .40

**Transom Lifters—**

Ajax.....50&10@50&10&5%  
Bronze Metal, with Safety Spring.....50@50&10%  
Crescent.....70@70&10%  
Dickson's.....60%  
Nickel Plated.....50&10%  
Payson's Solid Grip, Nos. 303 and 304,  $\frac{1}{2}$  100.....\$12.00  
Shaw's:  
Copper Finished.....80&10%  
Lever.....70@70&10%

**Traps—****FLY—**

Balloon..... $\frac{1}{2}$  doz. \$1.25,  $\frac{1}{2}$  gro. \$12.00  
Globe..... $\frac{1}{2}$  doz. 1.25,  $\frac{1}{2}$  gro. 12.00  
Harper..... $\frac{1}{2}$  doz. 1.40,  $\frac{1}{2}$  gro. 15.00

**GAME—**

Star, Blake's Pattern.....60&10&10%  
Enterprise Mole.....15%  
H. & N.....65%  
Newhouse.....45@50%  
Victor.....75%

**MOUSE AND RAT—**

Erie Rat.....40@40&10%  
Hotchkiss:  
Metallic Mouse.....50%  
Improved Rat.....50%  
New Rat.....50%  
Mouse, Bonanza,  $\frac{1}{2}$  doz.....90c@1.00  
Mouse, Catch-em-alive,  $\frac{1}{2}$  doz. \$2.50, 15%  
Mouse, Delusion.....40%  
Mouse, Ideal,  $\frac{1}{2}$  gro.....\$9.00  
Mouse, Round Wire,  $\frac{1}{2}$  doz.....\$1.00, 1%  
Mouse, Wood, Choker,  $\frac{1}{2}$  doz. holes, 9@10c  
Marty French Rat and Mouse Traps (Genuine):  
No. 1, Rat, each \$1.13,  $\frac{1}{2}$  doz.....\$12.00  
No. 3, Rat,  $\frac{1}{2}$  doz., \$6.00; case of 50.....5.25  
No. 3 $\frac{1}{2}$ , Rat,  $\frac{1}{2}$  doz., \$4.75; case of 72.....4.25  
No. 4, Mouse,  $\frac{1}{2}$  doz., \$3.50; case of 72.....2.75  
No. 5, Mouse,  $\frac{1}{2}$  doz., \$2.75; case of 150.....2.25  
Schuyler Rat Killer, No. 1,  $\frac{1}{2}$  gro., \$15.00; No. 2,  $\frac{1}{2}$  gro.....\$15.00  
Mouse, No. 3.....9.00  
Smith & Egge Mfg. Co.:  
Superior Rat Trap.....\$15.00  
Yankee Mouse Trap.....5.50  
Yankee Rat Trap.....11.00

**Trowels—**

Brade's Brick.....30%  
Diaston's:  
Brick and Pointing.....30%  
Plastering.....25%  
"Standard Brand" and Garden.....40%  
C. E. Jennings & Co.:  
Brick.....30%  
Plastering.....25%  
Pointing.....30%  
W. & McP. Plastering.....25%  
Peace's Plastering.....25@25&5%  
"Rose" Brick, Plastering and Moulders.....25&5%

**Vegetable Slicers—**

Enterprise Mfg. Co.....25%

**Vises—**

Solid Box.....40&10@50%  
V. W. & W.....40%  
Fisher-Norris.....15&10%  
Armstrong's:  
Combination.....50%  
Plain and Hinge.....60%  
Athol, Oval Slide.....60%  
Adams, Diamond.....40%  
Bonney's Champion.....40%  
Fisher & Norris Double Screw.....1%  
Holland's.....40%  
Howard's.....40%  
Little Giant Bench.....25&10%  
Lowell Hand.....38%  
Massey:  
Perfect.....15@20%  
Clincher.....30@40%  
Wood-Working.....15@20%  
Planer.....15@20%  
Comb. Pipe.....40%  
Millers Falls:  
Mechanics'.....net@10%  
Oval Slide.....50&10%  
Ball Clamp.....45%  
Gravity.....net  
Hand.....15%  
Moore's.....20%  
Phenix.....38%  
Prentiss.....20@25%  
Sargent's.....40%  
Simpson's Adjustable.....40%  
Stephens.....25@38%  
Trenton.....40@40&5%  
Wright's Pipe.....40%

**SAW FILERS—**

Bonney's No. 2, \$15.00.....40&10@50%  
Cincinnati.....40%  
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%  
Stearns Rubber Jaw, Nos. 10 and 33, 33%  
Wentworth's.....40%

**Wads—**

See Ammunition.

**Wagon Jacks—**

Covert Mfg. Co.'s, Steel.....45%  
Lane's Steel.....38%&5%

**Washer Cutters—**

Otis A. Smith's.....20&10&10%

**Well Wheels—**

Japanned, 8 to 14 inches.....70%

**Weed Extractors—**

"Pastime"..... $\frac{1}{2}$  doz. \$1.75 net

**Window Cleaners—**

Barnes Mfg. Co.....40%  
Clayton's.....25&10%

**Window Stop Adjusters—**

Ives' New List.....25&5%  
Tappin's "Perfection".....50%

**Wire Gauges—**

See Gauges.

**Wire and Wire Goods—**

Brass Wire.....20%  
Bright Wire Goods, New List.....85&10%  
Cast Steel Wire.....50%  
Copper Wire.....15%  
Annealed and Tinned on Spools.....70%  
Brass and Copper on Spools.....60%  
Spooled Wire, as'd for Retailing.....70%  
Market Wire, Bright and Annealed:  
Nos. 6 to 9.....70&10%  
Nos. 10 to 18.....72%&5%  
Nos. 19 to 26.....75&7%  
Nos. 27 to 36.....75&10&2%  
Coppered and Galvanized:  
Nos. 6 to 9.....66%&5%  
Nos. 10 to 18.....70%  
Nos. 19 to 26.....70&10%  
Nos. 27 to 36.....70&10&1%  
Tinned:  
Nos. 6 to 14.....70&10&5%  
Nos. 15 to 18.....70&5&5%  
Nos. 19 to 26.....70%  
Nos. 27 to 36.....60&10&1%  
Picture Wire, List of Oct. 2, 1900.....85@85&10%  
Steel Music Wire, Nos. 12 to 30, imported..... $\frac{1}{2}$  lb. 60@70c  
Stub's Steel Wire.....\$6.00 to \$33%  
See Lines.

**Wire Clothes Lines—**

See Lines.

**Wire Cloth, Netting, &c.—**

Galvanized Wire Netting 80&10@80&20%  
Painted Screen Cloth, good quality,  $\frac{1}{2}$  100 sq. ft. \$1.00@1.10

**PAINTS, OILS AND COLORS.****Oils—**

Linseed, City, Raw, in barrels,  $\frac{1}{2}$  gal. 62c  
Linseed, City, Boiled, in barrels,  $\frac{1}{2}$  gal. 64c  
Out of Town on Spot..... $\frac{1}{2}$  gal. 62c  
Calcutta, Raw, in barrels,  $\frac{1}{2}$  gal. 85c  
Lard, Prime City..... $\frac{1}{2}$  gal. 65@66c  
Extra, No. 1.....47@49c  
No. 1.....41@43c

**Paints and Colors—**

Barytes, Foreign Floated,  $\frac{1}{2}$  ton, \$20.00@21.00  
Barytes, American Floated,  $\frac{1}{2}$  ton, \$19.00@20.00  
Barytes, Crude..... $\frac{1}{2}$  ton 9.00@10.00  
White Lead, American, Dry, in bbls.  $\frac{1}{2}$  lb. 6@6%  
White Lead, American, in Oil, in lots of less than 500 lbs..... $\frac{1}{2}$  lb. net 7c  
In lots of 500 lbs. and over..... $\frac{1}{2}$  lb. 8%  
White Lead, Foreign, in Oil,  $\frac{1}{2}$  lb. 8@9%  
Litharge, Kegs..... $\frac{1}{2}$  lb. 6%  
Zinc, American, Dry..... $\frac{1}{2}$  lb. 4%  
Zinc, American, Dry..... $\frac{1}{2}$  lb. 4%  
Zinc, American, Dry..... $\frac{1}{2}$  lb. 4%  
Zinc, American, Dry..... $\frac{1}{2}$  lb. 4%

**Putty—**

In bulk.....\$1.90  
In bladders.....2.40  
In cans, 50 lb.....2.00  
In cans, 25 lb.....2.25  
In cans, 12 $\frac{1}{2}$  lb.....2.50

**Wire Rope—**

New List July 1, 1899.....30%  
Cast Steel.....30@30&10%  
Iron, Galvanized.....25&10%

**Wire Rope Clips—**

Crosby.....25%

**Wire Stretchers—**

W. C. Heller's Grip..... $\frac{1}{2}$  doz. \$1.50

**Wrenches—**

Agricultural.....70&10@75%  
Aiken's Pocket (Bright).....\$2.00@3.20  
Alligator.....70%  
Baxter's.....60&10%  
Bemis & Call's:  
Briggs Pattern.....30&10%  
No. 2 Cylinder.....55%  
No. 3 Pipe, Bright.....50%  
Patent Combination Black.....40&5%  
Patent Combination Bright.....40%  
Bicycle:  
Club.....40%  
Superior.....40%  
Featherweight.....40%  
Protection.....40%  
Boardman's.....30@33%  
Coes':  
Genuine.....40&10&5&5%  
"Mechanics".....40&10&10&5&5%  
Coes' Pattern, Wrought Bar.....60&5%  
Donohue's Engineer.....40%  
Eagle Pipe.....50&10%  
Gem.....38%  
Stillson Pipe.....50%  
Taylor Pipe and Nut.....40%  
Acme.....60@60&5%  
Bull Dog.....60&10%  
Hercules.....70%  
J. H. Williams & Co.....25%

**Spirits Turpentine—**

In regular bbls.....40 c  
In machine bbls.....41 c

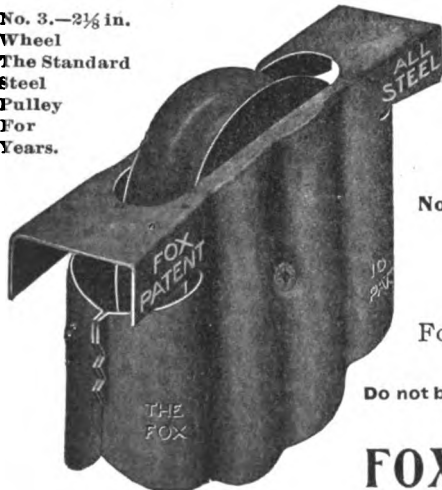
**Dry Colors—**

Blue, Chinese.....35 @40 c  
Blue, Prussian.....33 @38 c  
Blue, Ultramarine.....6 @30 c  
Sienna, Italian, burnt & powdered.....4%  
Sienna, Italian, raw & powdered.....3 @7 c  
Umber, Turkey, burnt.....2%  
Umber, Turkey, raw.....2%  
Green, Chrome, Ordinary.....5 @7 c  
Green, Paris, in bulk.....15 @16 c  
Indian Red, American.....2%  
Indian Red, English.....4%  
Sienna, Italian, burnt & powdered.....4%  
Sienna, Italian, raw & powdered.....3 @7 c  
Umber, Turkey, burnt.....2%  
Umber, Turkey, raw.....2%  
Green, Chrome, Ordinary.....5 @7 c  
Green, Paris, in bulk.....15 @16 c  
Indian Red, American.....2%  
Indian Red, English.....4%

**Colors in Oil—**

Black Lampblack, best.....13 @15 c  
Black Lampblack, common.....8 @10 c  
Blue, Chinese.....35 @40 c  
Blue, Prussian.....33 @38 c  
Blue, Ultramarine.....6 @30 c  
Sienna, Italian, burnt & powdered.....4%  
Sienna, Italian, raw & powdered.....3 @7 c  
Umber, Turkey, burnt.....2%  
Umber, Turkey, raw.....2%  
Green, Chrome, Ordinary.....5 @7 c  
Green, Paris, in bulk.....15 @16 c  
Indian Red, American.....2%  
Indian Red, English.....4%

No. 3.—2 $\frac{1}{2}$  in.  
Wheel  
The Standard  
Steel  
Pulley  
For  
Years.



# "FOX-ALL-STEEL"

The Original and Only Steel Pulleys with a Durable Bushing in the wheels TO TAKE THE WEAR.

No. 3.—2 $\frac{1}{2}$  in. For Four Hole Mortise.  
No. 7.—2 $\frac{1}{2}$  in. Four Hole or Machine Mortise.  
No. 9.—1 $\frac{1}{2}$  in. Three Hole or Machine Mortise.  
No. 10.—2 in. A New Style, out March 15th.

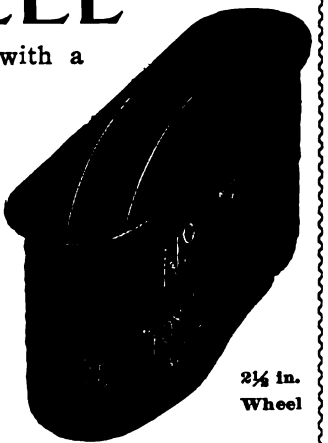
**REMEMBER**

Fox Pulleys are not experiments. Extensively used over eight years.

Do not be misled by imitations, they are not "The same as The Fox."

SAMPLES and Catalog FREE.

**FOX MACHINE CO.** 169 No. Front St., Grand Rapids, Mich.



2 $\frac{1}{2}$  in.  
Wheel



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Niles Mfg. Co., Chicago.  
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John H. Graham &amp; Co., New York.

**Hose Pipe.**

F. E. Myers &amp; Bro., Ashland, Ohio.

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North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.**Ice Chisels.**

Iowa Farming Tool Co., Ft. Madison, Iowa.

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Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.**Ice Tools.**John Chatillon & Sons, New York.  
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Bruce &amp; Cook, New York.

**Iron Fences.**Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Iron Work.**J. E. Bolles Wire Works, Detroit, Mich.  
Ellis & Helfenberger, Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Jack Chains.**

Smith &amp; Egge Mfg. Co., Bridgeport, Conn.

**Ladders.**Berger Bros. Co., Philadelphia.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Miller Ladder Co., Chicago, Ill.  
F. E. Myers & Bro., Ashland, Ohio.**Lamps, Bicycle.**John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.**Land Rollers.**

John W. Douglass, New York.

**Lard Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Lawn Fences.**Dwiggins Co., Anderson, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Lawn Mowers.**Chadborn & Coldwell Mfg. Co., Newburg, N. Y.  
Clipper Lawn Mower Co., Norristown, Pa.  
Coldwell Lawn Mower Co., Newburgh, N. Y.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Philadelphia Lawn Mower Co., Philadelphia, Pa.  
Underhill, Clinch & Co., New York.**Lawn Rakes.**

Underhill, Clinch &amp; Co., New York.

**Lawn rollers.**

John W. Douglass, New York.

**Lawn Swings.**

Tipp Building &amp; Mfg. Co., Tippencanoe City, Ohio.

**Lead.**

Bruce &amp; Cook, New York.

**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Leather, Shoe Soles and Heels.**

Baxter Schenkelberger &amp; Co., Boston, Mass.

**Lemon Squeezers.**Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.**Levels.**Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.**Locks and Knobs.**Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York and New Haven, Conn.**Lubricants.**

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Luminous Baits.**

Enterprise Mfg. Co., Akron, O.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.**Manicure Files.**

Emil Forquignon Mfg. Co., New York.

**Maple Supplies.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia

**Measuring Tapes.**Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.**Meat Choppers.**John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Meat Cutters.**Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.**Metallic Paint.**L. D. Berger, Philadelphia.  
Bruce & Cook, New York.**Mills, Coffee and Spice.**Arcade Mfg. Co., Freeport, Ill.  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Mitre Boxes.**C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.**Motor Cycles.**

Patee Bicycle Co., Indianapolis, Ind.

**Mowing Machine Oilers.**

Wilmot &amp; Hobbs Mfg. Co., Bridgeport, Conn.

**Nails.**Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.**Nail Pullers.**Bridgeport Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.**Nail Sets.**John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.**Needles.**

Alfred Field &amp; Co., New York.

**Nippers.**Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.**Nuts.**Atlas Bolt and Screw Co., Cleveland, Ohio.  
Columbus Bolt Works, Columbus, O.**Office Railings.**J. E. Bolles Wire Works, Detroit, Mich.  
Gilbert & Bennett Mfg. Co., New York and Chicago.**Oilers.**Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.**Oil Heaters.**

Plume &amp; Atwood Mfg. Co., New York, Boston and Chicago.

**Oil Stoves.**

Dangler Stove &amp; Mfg. Co., Cleveland, Ohio.

**Oil Tank Outfits.**

Eastern Oil-Tank Co., Lowell, Mass.

**Ornamental Iron Work.**Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Padlocks.**Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.**Paints.**L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
William Connors Paint Mfg. Co., Troy, N. Y.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Sherwin-Williams Co., Cleveland, O.  
Standard Paint Co., New York.**Paper Clips.**

Cushman &amp; Denison, New York.

**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Pig Lead.**

Swarts Metal Refining Co., Chicago.

**Pipe Cutters.**Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.**Pipe Straps.**Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.**Planes.**C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.**Plated Ware.**Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.  
Holmes & Edwards Silver Co., Bridgeport, Conn.**Plates, Machinery.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Pliers, Fencing.**Cronk Hanger Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.**Plumbers' Supplies.**L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.**Pocket Cutlery.**John Chatillon & Sons, New York.  
Alfred Field & Co., New York.**Police Equipments.**

Tower &amp; Lyon, New York.

**Polish, Stove.**

Alumaline Paint & Polish Co., Chicago, Ill.  
Joseph Dixon Crucible Co., Jersey City, N. J.

**Post Hole Augers**

Iwan Bros., Sreator, Ill.

**Post Hole Diggers.**

John H. Graham & Co., New York.  
Iwan Bros., Sreator, Ill.

**Porcelain Enameled Letters, Etc.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Poultry Netting.**

Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
Jones National Fence Co., Columbus, Ohio.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.

**Powder.**

E. I. Du Pont De Nemours & Co., Wilmington, Del.

**Power Hammers.**

The Scranton & Co., New Haven, Conn.

**Price Books.**

Hardware Publishing Co., New York.

**Price Cards and Holders.**

John S. Menagh, Jersey City, N. J.

**Printing and Mailing.**

U. S. Mailing & Advsg. Co., Cleveland, O.

**Pruning Shears.**

Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Pulleys, Hoisting.**

Burr Mfg. Co., Cleveland, Ohio.  
Fox Machine Co., Grand Rapids, Mich.  
F. E. Myers & Bro., Ashland, Ohio.

**Pumps.**

John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.

**Punches, Spring.**

Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Railings, Wire and Iron.**

J. E. Bolles Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.

**Railroad Brasses.**

Magnolia Metal Co., New York.

**Rail, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railway and Mill Supplies.**

R. Woodman Mfg. & Supply Co., Boston.

**Raisin Seeders.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Rakes.**

John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.

**Razors.**

Alfred Field & Co., New York.  
Gem Cutlery Co., New York.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.

**Razor Straps.**

Smith & Hemenway Co., New York.

**Reamers.**

C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.

**Reels, Wood.**

John Sommer's Son, Newark, N. J.

**Refrigerators.**

Baldwin Refrigerator Co., Burlington, Vt.  
McCray Refrigerator & Cold Storage Co., Kendallville, Ind.

**Registers, Warm Air.**

Berger Bros. Co., Philadelphia.

**Revolution Counter.**

Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Rivets.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.

**Rivet Sets.**

Eyelet Tool Co., Boston, Mass.

**Road Rollers.**

John W. Douglass, New York.

**Roller Skates.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.

**Roof Bolts.**

Columbus Bolt Works, Columbus, O.

**Roof Rods.**

Columbus Bolt Works, Columbus, O.

**Roofing Plates.**

Merchant & Co., Inc., Philadelphia, Pa.

**Roofing and Roofers' Supplies.**

American Steel Roofing Co., Middletown, Ohio.  
L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Merchant & Co., Inc., Philadelphia, Pa.

**Rope Attachment.**

Newton Mfg. Co., Erie, Pa.

**Ruberoid Roofing.**

Standard Paint Co., New York.

**Rules.**

Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.

**Sad Irons.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Sand and Emery Paper.**

Baejer, Adamson & Co., New York.  
Philadelphia, Boston and Chicago.

**Sand Screens.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Sap Pails.**

Youngtown Specialty Mfg. Co., Youngtown, O.

**Sap Pail Covers.**

Youngtown Specialty Mfg. Co., Youngtown, O.

**Sash Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Sash Cord.**

Samson Cordage Works, Boston.  
Tower & Lyon, New York.

**Sash Fixtures.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Locks.**

Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.  
Payson Mfg. Co., Chicago, Ill.  
Reading Hardware Co., Reading, Pa.

**Sausage Stuffers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Saws.**

E. C. Atkins & Co., Indianapolis, Ind.  
Henry Disston & Sons, Philadelphia, Pa.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.

**Saws, Butchers'.**

John Chatillon & Sons, New York.

**Saw Sets.**

E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.

**Saw Tools.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Scales.**

John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.

**Scoops.**

Underhill, Clinch & Co., New York.

**Screens, Wire.**

Underhill, Clinch & Co., New York.

**Screws.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Screw Cases.**

F. A. Herrick Co., Jackson, Mich.

**Screw Drivers.**

Bridgeport Mfg. Co., Bridgeport, Conn.  
John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Sargent & Co., New York.  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.

**Screw Drivers, Electricians'.**

The Ducharmes & Co., Shelburne Falls, Mass.

**Screw Plates.**

Alfred Field & Co., New York.

**Scythes and Grass Hooks.**

Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.

**Scythe Stones.**

Cleveland Stone Co., Cleveland, O.

**Seal Presses.**

Charles Morrill, New York.

**Seals.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Sectional Shelving.**

J. D. Warren Mfg. Co., Chicago.

**Shade Lines.**

Samson Cordage Works, Boston.

**Sharpening Machines.**

John Chatillon & Sons, New York.

**Shears and Scissors.**

Bridgeport Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
R. Heinisch's Sons Co., Newark, N. J.  
Joseph Rodgers & Sons, New York.

**Sheet Steel.**

Dunbar Bros., Bristol, Conn.

**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.  
Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Shoe Soles and Top Lifts (for Heels).**

Baxter Schenkelberger & Co., Boston, Mass.

**Ship Tools.**

G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.

**Shovels.**

Underhill, Clinch & Co., New York.

**Sidewalk Chisels.**

Underhill, Clinch & Co., New York.

**Signs, Enameled Steel.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Silver Ware.**

Luther Boardman & Son, East Hadam, Conn.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Sink Bolts.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Sink Cleaners.**

John W. Sudlow, Brooklyn, N. Y.

**Skates, Ice and Roller.**

John H. Graham & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Union Hardware Co., Torrington, Conn.

**Skate Sharpeners.**

Smith & Hemenway Co., New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Skewers.**

John Chatillon & Sons, New York.

**Slaw Cutters.**

E. C. Atkins & Co., Indianapolis, Ind.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
C. E. Jennings & Co., New York.

**Snow Shovels.**

Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Solder.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Swarts Metal Refining Co., Chicago.

**Spades.**

Underhill, Clinch & Co., New York.

**Spark Guards.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Speaking Tubes.**

Berger Bros. Co., Philadelphia.

**Spelter.**

Bruce & Cook, New York.

**Spikes.**

Fuller Bros. & Co., New York.

**Spiral Screw Drivers.**

North Bros. Mfg. Co., Phila., Pa.  
Voigt, Starr & Co., New York.

**Spoke Shaves.**

Alfred Field & Co., New York.  
Stanley Rule & Level Co., New York.

**Sporting Goods.**

Enterprise Mfg. Co., Akron, Ohio.  
Wm. G. Smith & Co., Philadelphia.

**Sprayers, Flower.**

Stevens & Co., New York.

**Springs, Wire.**

Wallace Barnes Co., Bristol, Conn.  
John Chatillon & Sons, New York.  
Clark & Cowles, Plainville, Conn.  
Dunbar Bros., Bristol, Conn.  
Tuck Mfg. Co., Brockton, Mass.

**Spring Cotters.**

Standard Tool Co., Cleveland, Ohio.

**Spring Hinges.**

Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago.  
Henry Pearl & Sons, New York.  
Sargent & Co., New York.

**Squares, Steel.**

Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Stamping.**

Clark & Cowles, Plainville, Conn.

**Stamps, Steel.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Staple Pullers.**

Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Stay Rollers.**

Cronk Hanger Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Steel.**

Wallace Barnes Co., Bristol, Conn.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Steel Gates.**

Frost Wire Fence Co., Cleveland, O.

**Steel Hinges, Spring.**

Bommer Bros., Brooklyn, N. Y.



- Steel Ranges.**  
Champion Steel Range Co., Cleveland, Ohio.
- Steel Roofing.**  
American Steel Roofing Co., Middletown, O.
- Steel Traps.**  
Hawkins Co., Waterbury, Conn.
- Stencil Cabinets.**  
S. W. Reese & Co., New York, N. Y.
- Stencils.**  
Schwerdtle Stamp Co., Bridgeport, Conn.
- Step Ladders.**  
Miller Ladder Co., Chicago, Ill.
- Stocks and Dies.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.
- Stones, Scythe, Oil, Etc.**  
Cleveland Stone Co., Cleveland, Ohio
- Store Fixtures.**  
J. D. Warren Mfg. Co., Chicago.
- Store Trucks.**  
See Trucks, Store.
- Stove Polish.**  
Joseph Dixon Crucible Co., Jersey City, N. J.
- Stove Trimmings.**  
Fanner Mfg. Co., Cleveland, O.  
Troy Nickel Works, Albany, N. Y.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.
- Straightening and Cutting Machine.**  
F. B. Shuster Co., New Haven, Conn.
- Strainers, Julep.**  
Holmes & Edwards Silver Co., Bridgeport, Conn.
- Strapping Belts.**  
Ames Sword Co., Chicopee, Mass.
- Strops, Razor.**  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.
- Syrup Cans.**  
Youngstown Specialty Mfg. Co., Youngstown, O.
- Table Cutlery.**  
Goodell Co., Antrim, N. H.
- Tackle Blocks.**  
Burr Mfg. Co., Cleveland, Ohio.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.
- Tack Pullers.**  
Fanner Mfg. Co., Cleveland, O.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.
- Tailors' Shears.**  
R. Heinsch's Sons Co., Newark, N. J.
- Tinners' and Roofers' Supplies.**  
Berger Bros. Co., Philadelphia.  
L. D. Berger, Philadelphia.  
Bruce & Cook, New York.
- Tin Plate.**  
Bruce & Cook, New York.
- Tire Bolts.**  
Atlas Bolt & Screw Co., Cleveland, Ohio.
- Tool Chests.**  
R. Bliss Mfg. Co., Pawtucket, R. I.  
C. E. Jennings & Co., New York.
- Tool Racks.**  
F. A. Herrick Co., Jackson, Mich.
- Tools.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
E. C. Atkins & Co., Indianapolis, Ind.  
Cleveland Twist Drill Co., Cleveland, Ohio.  
Coes Wrench Co., Worcester, Mass.  
Alfred Field & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Iowa.  
C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.  
Stanley Rule & Level Co., New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.
- Transom Chains.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Traps, Rat and Mouse.**  
Burditt & Williams, Boston, Mass.  
John H. Graham & Co., New York.  
J. K. Osborn Mfg. Co., Harrison, N. J., and New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Trowels.**  
E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
C. E. Jennings & Co., New York.
- Trucks, Store.**  
John Chatillon & Sons, New York.  
John H. Graham & Co., New York.
- Tubes, Seamless Drawn.**  
Williamson W. N. Co., Newark, N. J.
- Tubing.**  
Standard Tool Co., Cleveland, O.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.
- Tabular Rivets.**  
Tabular Rivet & Stud Co., Boston, Mass.
- Turnbuckles.**  
Columbus Bolt Works, Columbus, O.  
Merrill Bros., Brooklyn, N. Y.
- Turpentine Tools.**  
G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.
- Twine.**  
Samson Cordage Works, Boston.
- Twist Drills.**  
Cleveland Twist Drill Co., Cleveland, Ohio.  
C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.
- Valves, Pump.**  
Berger Bros. Co., Philadelphia.  
F. E. Myers & Bro., Ashland, Ohio.
- Varnishes.**  
Berry Bros., Ltd., Detroit, Mich.  
Glidden Varnish Co., Cleveland, Ohio.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
- Vases, Flower.**  
Gilbert & Bennett Mfg. Co., New York and Chicago.
- Ventilators.**  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
G. Drouve Co., Bridgeport, Conn.  
Geo. E. Fenn, Boston, Mass.  
Merchant & Co., Inc., Philadelphia, Pa.
- Vises.**  
Armstrong Mfg. Co., Bridgeport, Ct.  
Alfred Field & Co., New York.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.
- Wagon Jacks.**  
Covert Mfg. Co., West Troy, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.
- Washing Machines.**  
H. F. Brammer Mfg. Co., Davenport, Ia.  
Buckeye Churn Co., Sidney, Ohio.  
Horton Mfg. Co., Fort Wayne, Ind.
- Washers, Iron and Steel.**  
Clark & Cowles, Plainville, Conn.  
Columbus Bolt Works, Columbus, O.
- Watchmen's Time Detectors.**  
E. Imhauser, New York.
- Wheelbarrows.**  
Bryan Mfg. Co., Bryan, Ohio.
- White Lead.**  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
- Window Lines, Pulleys, etc.**  
Samson Cordage Works, Boston.
- Window Screens and Doors.**  
John H. Graham & Co., New York.  
A. J. Phillips Co., Fenton, Mich.  
Underhill, Clinch & Co., New York.
- Wire, Barb.**  
Frost Wire Fence Co., Cleveland, O.  
Fuller Bros. & Co., New York.
- Wire, Coiled Spring.**  
Frost Wire Fence Co., Cleveland, O.
- Wire, Galvanized.**  
Frost Wire Fence Co., Cleveland, O.
- Wire Cloth.**  
Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York and Chicago.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.
- Wire Gates, Fences and Fencing.**  
W. J. Adam, Joliet, Ill.  
J. E. Bolles Wire Works, Detroit, Mich.  
Dwiggins Co., Anderson, Ind.  
Frost Wire Fence Co., Cleveland, O.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
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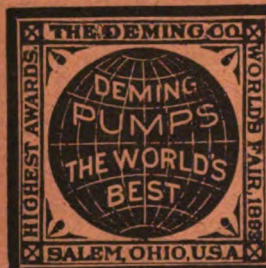
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A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 275 Broadway, New York.

VOL. XXIII No. 2.

New York, April 25, 1901.

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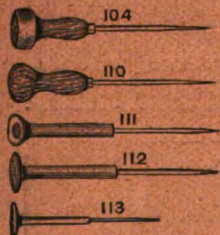
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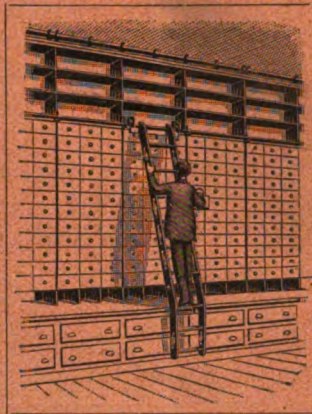
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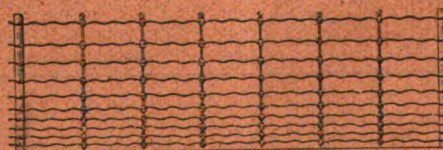
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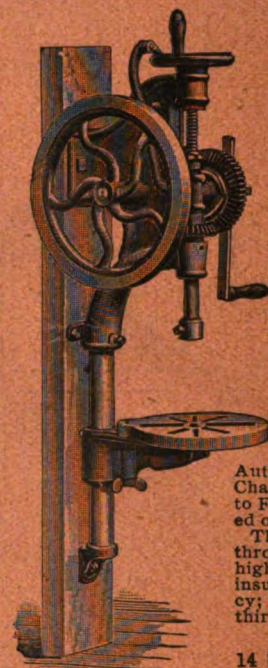
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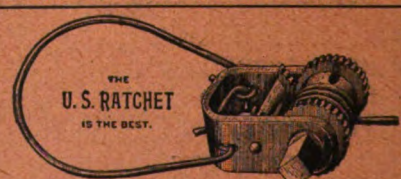
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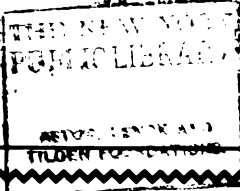
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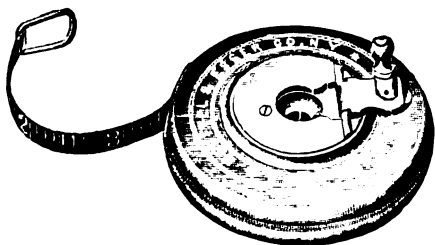
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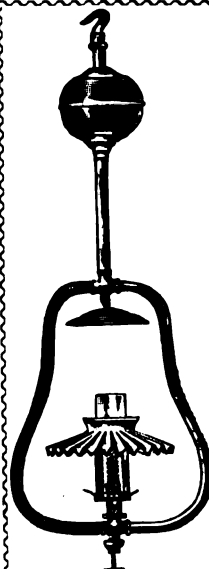
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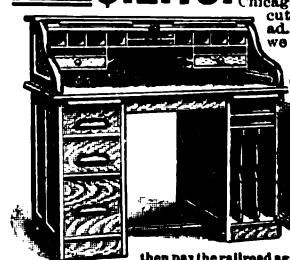
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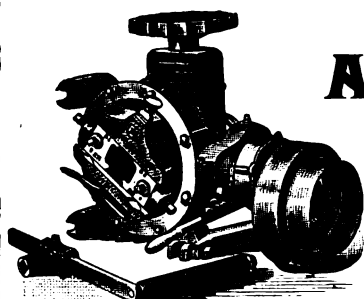
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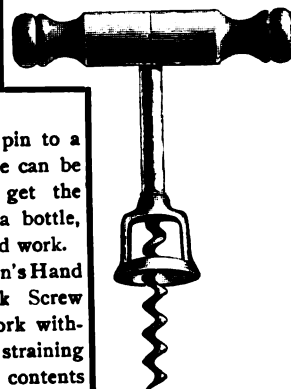
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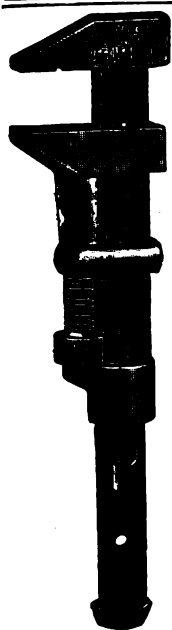
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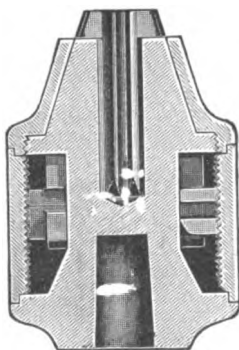
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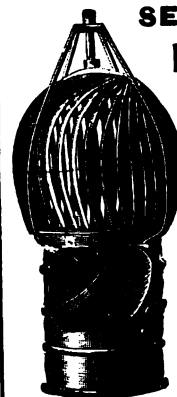
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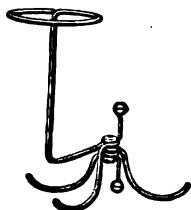
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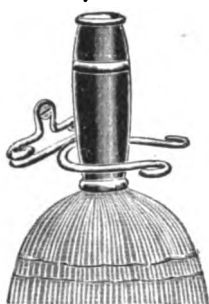
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**THE Gem Cutlery Co.**  
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NEW YORK  
Booklets Free

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The Only First Hand Source of  
**GENUINE MARTY TRAPS**  
Is with  
**BURDITT & WILLIAMS CO.,**  
Sole Importers. BOSTON, MASS.

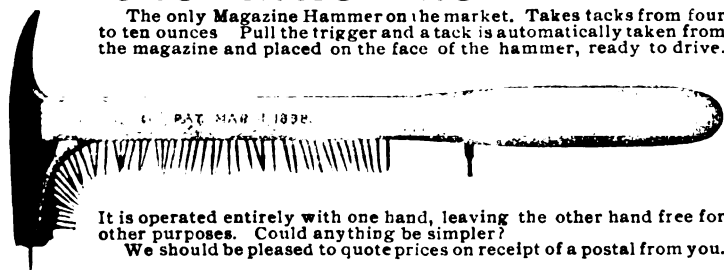
**THE SCHWEDTLE STAMP CO.,**  
MANUFACTURERS  
Fine Hand Cut STEEL LETTERS and FIGURES,  
Send for Catalogue. BRIDGEPORT, CONN.

### EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio.  
[Tools]: During the five years we have had  
an advertisement in HARDWARE we have  
each year received better results.

## The Automatic Tack Hammer.

The only Magazine Hammer on the market. Takes tacks from four to ten ounces. Pull the trigger and a tack is automatically taken from the magazine and placed on the face of the hammer, ready to drive.



It is operated entirely with one hand, leaving the other hand free for other purposes. Could anything be simpler?  
We should be pleased to quote prices on receipt of a postal from you.

**MAGAZINE HAMMER CO.,** Cor. Broad and Hubbell Sts.,  
UTICA, N. Y. U. S. A.



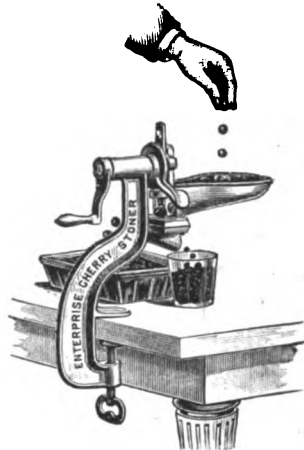
## "Enterprise" Cherry Stoners

The Nos. 17 and 18 are NEW and have a Patented Regulating Device which makes it easier to adjust machine for different sizes of Cherries and absolutely insures the jaws retaining their position when set.



No. 17, Japanned \$9.00 doz.  
No. 18, Tinned 10.50 "

The No. 12 is intended to stone cherries with the least possible cutting or disfiguring of the fruit.



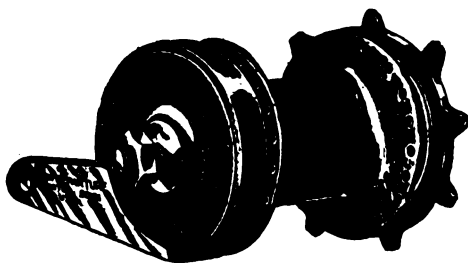
No. 12 TINNED \$12.00 doz.

Order from your Jobber. Send for Descriptive Catalogue

**The Enterprise Mfg. Co. of Pa.**  
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:: THE PARLOR CAR OF CYCLING ::

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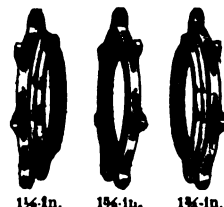
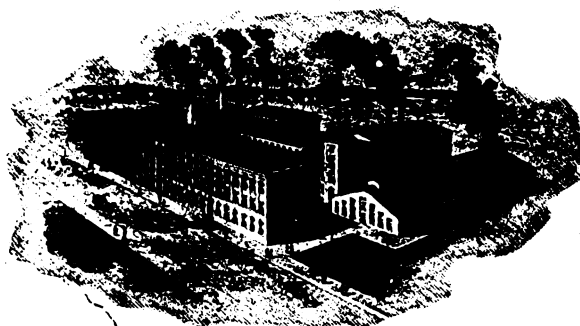


FIRST CONCEIVED,  
FIRST INVENTED,  
FIRST MANUFACTURED,  
.. and ..

First in Standard of Excellence and Superiority.

THE HOME OF THE COASTER BRAKE.

The  
Pioneer  
Coaster



1 1/4 in. 1 3/8 in. 1 1/2 in.

Any chain link from 1 1/4 in. to 1 1/2 in.  
Any pitch sprocket from 1/4 in. to 1 in.  
Any size sprocket from 7 to 12 tooth.

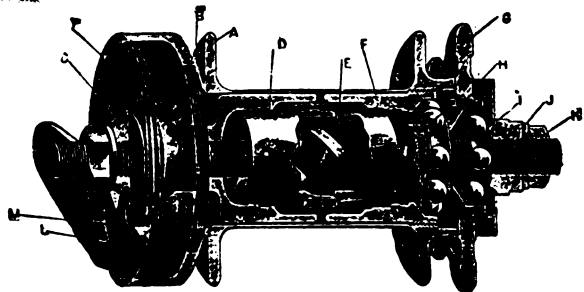
Send for Catalog and Prices

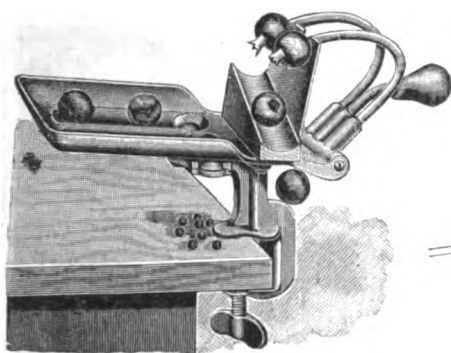
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113 Chambers St.,

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DO YOU  
SELL

# CHERRY STONERS.

The kind that removes the pit, leaving cherry plump and round with all the juice.



SUCH IS THE

## GOODELL FAMILY CHERRY STONER.

ALL OTHERS MASH THE CHERRY AND WASTE THE JUICE.

The Goodell took first prize at World's Fair and highest award at National Export Exposition. Goodell Quality is Good Quality.

We have nothing of low grade to offer.

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The best and cheapest Ventilator on the market. Made in all sizes. Send for catalogue and prices.

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30 TULIP ST.,  
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Skylight and Sheet Metal Work.



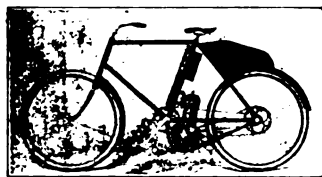
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Will pay for itself in a single day. Where Steel Giant Grubbers are kept and shown a large trade is soon established. They are a necessity to almost everybody owning land. Moderate price. Large margin of profit to the dealer.

Sample orders solicited and promptly filled.

New Century Manufacturing Co.,  
48 East 8th Street, New York.

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Prices.  
\$25 00  
40 00  
AND  
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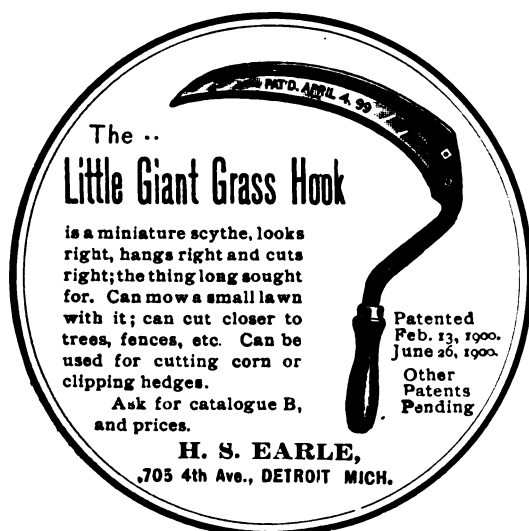
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is a miniature scythe, looks right, hangs right and cuts right; the thing long sought for. Can mow a small lawn with it; can cut closer to trees, fences, etc. Can be used for cutting corn or clipping hedges.

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Patented  
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Other  
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### The Horton Rotary Washer

Has proven to be decidedly popular.

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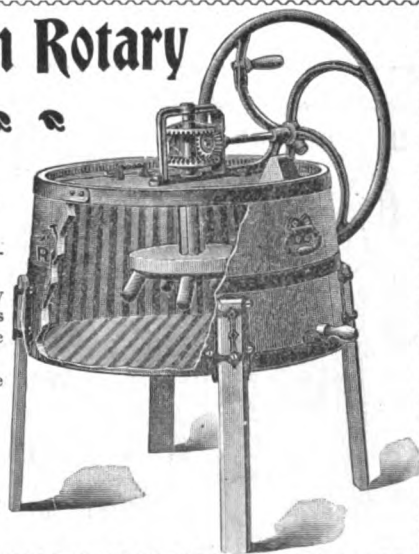
Because it is the up-to-date Washing Machine.

Because it sells readily and stays sold, and makes money and friends for the dealer.

Give it a trial, and we will guarantee the rest.

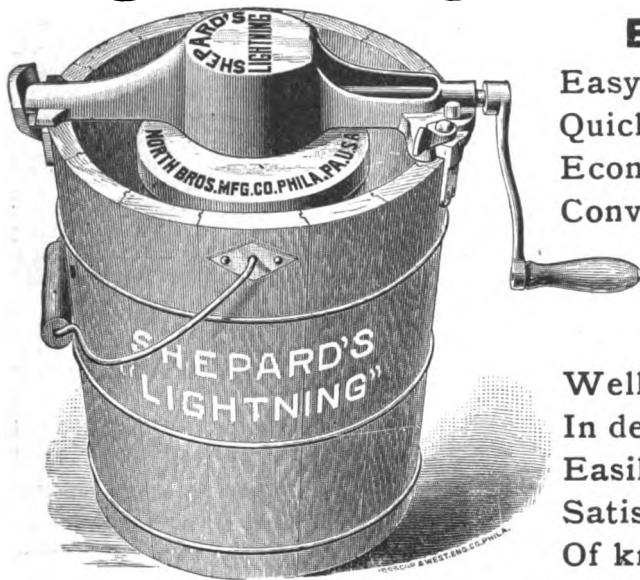
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Horton Mfg. Co.  
FORT WAYNE, IND.





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**EXCEL** in  
Easy running.  
Quick Freezing.  
Economy.  
Convenience.  
Practical results.

**ARE**  
Well advertised.  
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**THE BEST IS EVER AND ALWAYS CHEAPEST.**

The merchant can recommend with confidence.  
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Excellence will insure enlarged demand.  
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

**THE VERY BEST**

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**JOSEPH RODGERS & SONS, LTD.,**  
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Has had neither equals nor superiors in the manufacture of  
**CARVING KNIVES and FORKS,**  
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**SCISSORS,**

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**HUNTING and BOWIE KNIVES**  
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Its Corporate Mark

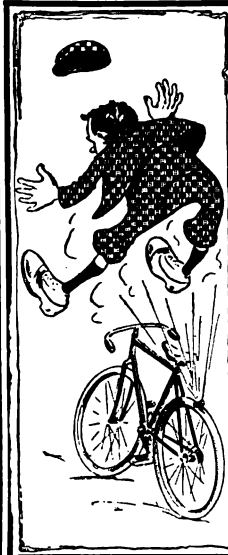


Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for **JOSEPH RODGERS & SONS** and carry a full line of their manufactures in stock.

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Means a permanent customer.  
**G. & J. Tires** will please and satisfy your trade.  
We will be glad to send you our catalog, telling of their merits.

THE GREAT

**G. & J. TIRE**

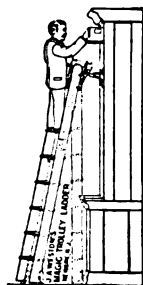
Detachable Double  
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*Special Features, Smaller Space,  
Bear More Weight,  
Last More Years than all others.*



The trolley guide wheels at the top allow the ladder to be used at any desired angle. These ladders run on noiseless ball bearing rubber covered rolls that do not require any track on the floor.  
Made of White Ash, finished light.

**LADDERS,  
DERRICKS  
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**Portland Ladder Co.** Manufacturers of all kinds of LADDERS.

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Decided improvement. Less friction. Can be changed from a roller to a three-wheel cutter. Extra wheels in the handle. Send for catalog.

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MANUFACTURERS OF

The Original Improved Brammer Washer.

The Original O. I. C. Pendulum Washer.

The Original O. K. Rotary Ball Gearing Washer.

With Gold and Copper Bronzed Hoops and Castings.

**WE LEAD.** Others imitate. The superiority of our Washers is too well known, and dealers will not be misled by similar machines.

Quotations and particulars will be sent on request.



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Nicholson File Co., Providence, R. I., [Files]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are greater than ever before.



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MAKERS OF

## Hair Clippers

ALL KINDS UNDER THE

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Power Clippers, both hand & mechanical.

Anti-Friction Horse Clippers.

Barbers Adjustable,

The best made.

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... A perfect and complete



Household  
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A Sink Cleaner  
and Shovel  
Combined.

Tidy housekeeper  
will throw away the  
dirty sink broom  
and buy the Dandy  
Sink Cleaner of  
Sight.

TRY IT AND BE  
CONVINCED

For sale by all Wholesale Hardware Dealers, and  
by the patentee and manufacturer

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## AB A Vest Pocket No. 11 Manicure Outfit



## CARRIAGE REQUISITES.

FRANK MILLER'S

Carriage Top  
Dressing

Gives an Elastic,  
Durable Waterproof  
Gloss, and is posi-  
tively safe to use on  
the finest stock.



FRANK MILLER'S  
AXLE OIL.

Superior to Castor  
Oil; lasts longer,  
and will not gum.

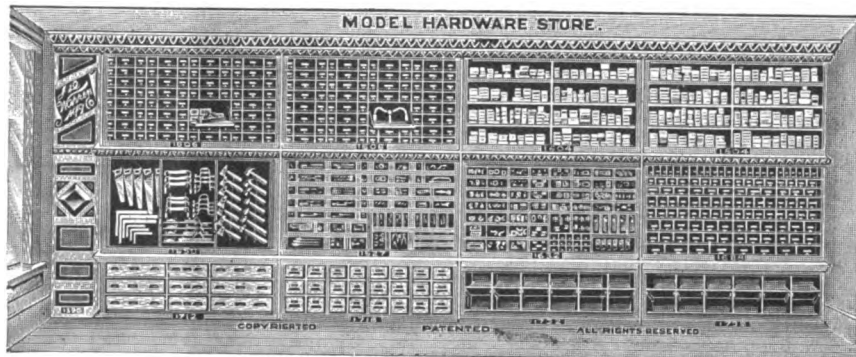
Manufactured by

THE FRANK MILLER CO.,

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WRITE AND  
ASK HOW.

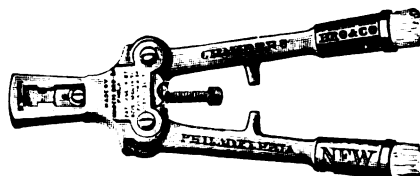


BECAUSE WE MADE IT SO.

EXPERT DESIGNERS OF HARDWARE SHELVING.

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Rooms, 502-503 Masonic Temple.

J. D. WARREN MFG. CO., CHICAGO, U. S. A.



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CHAMBERS BROS. CO.

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## IWAN'S IMPROVED SERRATEO HAY KNIFE

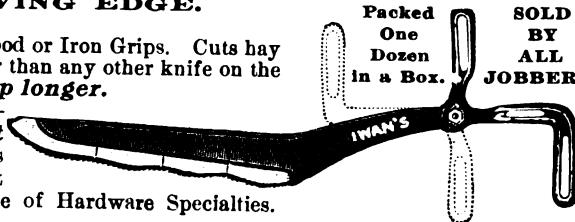
WITH WAVING EDGE.

Adjustable Handles, Wood or Iron Grips. Cuts hay  
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market, and **keeps sharp longer.**

Tool steel blades, malle-  
able iron back. A perfect  
tool. Write for prices  
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Hole Diggers and full line of Hardware Specialties.

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One  
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## HAMMERLESS REVOLVER

An ABSOLUTELY SAFE arm,  
Superior in Style to any on  
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It is now fitted with  
INDEPENDENT  
CYLINDER STOP.

For sale by the leading dealers in Firearms, Hardware and Sporting Goods.

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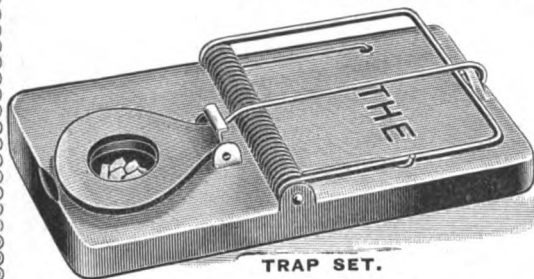
Automatic  
Shell  
Ejecting.



## A 20th CENTURY PRODUCTION

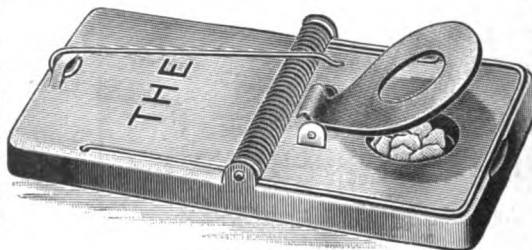
"THE" TRAP IS "AT THE TOP"

As compared with all other traps, it is SUPERIOR. It is ALL METAL and will never warp nor split like wood block traps. It can be washed and kept clean. "THE" Trap will never spring of its own accord, but will *always* spring for a mouse. It is easy to set. It has the safest set and quickest trigger ever produced.



TRAP SET.

The manner of baiting "THE" is superior, crumbs of bait being put in the bait box either before or after it is set, and "THE" trap can then be put in a less accessible place, frequented by mice. The bait cannot be touched by mice without springing "THE" trap.



BAIT BOX, SEE?

"THE" stamped on every trap, and is a guarantee that it is the BEST.

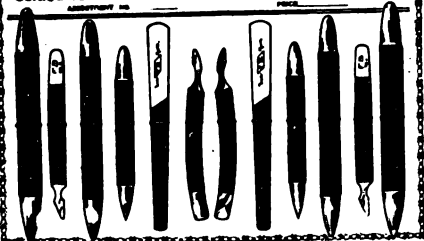
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J. K. OSBORN MFG. CO.

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List \$2.25 per dozen.

ALWAYS GET THE BEST, 'TIS CHEAPEST IN THE END  
**NAIL FILES**  
F. B. NAIL FILES  
GUARANTEED FORGED STEEL OF SUPERIOR QUALITY



EMIL FORQUIGNON MFG. CO., 835 BROADWAY, NEW YORK.

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A Card of the best selling and most practical

## Nail and Manicure Files.

Each File in a Leather Case.

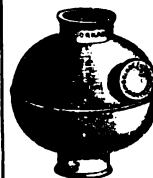
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If you want good files and the right styles, ask your jobber for

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Send for Catalogue to

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## GLOBE WATER FILTER

Never gets out of order.

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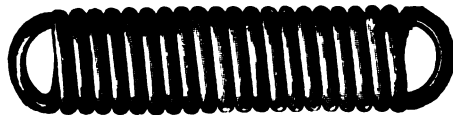
GLOBE FILTER CO.,

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We make a specialty of making to order only, a superior quality of Cast Steel Wire Springs, either for extension or compression. These Springs are all oil tempered and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales.



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85 to 98 Cliff St. and No. 18 Jacob St.,  
Established 1835. New York City.

**AMERICAN CORN AND SHOCK COMPRESSOR**  
Best Pulley HOLDS WHILE YOU TIE.



On Earth. DOES NOT CUT THE ROPE.  
J. B. HUGHES, GREENSBURG, IND.

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When ready to place your order for perfect working and economical line of

Blue Flame Wick and Wickless Oil Cook Stoves and Ranges,  
Gasoline Vapor and Evaporating Stoves and Ranges or  
Gas Ranges, Stoves, Cookers, etc., etc.,

that the DANGLER lines are to-day the most popular in the market.

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## Stove Hardware.

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These handles are always cold fine in finish, material of the best; they require no apology on the part of yourself or clerk to sell them. Sold by all first-class Jobbers in Hardware.

Made only by **TROY NICKEL WORKS, Albany, N.Y.**

All our line is marked **ALASKA**. None other Genuine.

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Established  
1836.

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### HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

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JOSEPH RODGERS & SONS, LIMITED, BEST CUTLERY IN THE WORLD.

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OF  
EARS, KNOBS AND HANDLES**

Leading Supply House in America  
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### FRYING-PAN CLOCKS

Are unique and ornamental as well as useful. They come in two sizes, 10 in. dial, with raised figures, and 6 in. dial, with painted figures. . .

Also Tile, Program and 60-Day Clocks.

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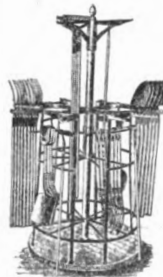


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To Display Your Steel Goods.

If not, you are missing a good thing. This is not all of the good things we have either in the way of store helps. Our catalogue will explain all, and we shall be glad to have you see it. We are certain that it will interest you. Respectfully,

**F. A. HERRICK CO.,**  
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### "BARON'S B. B." Water Filter

(PATENTED)

Will Fit any Plain or Hose Faucet

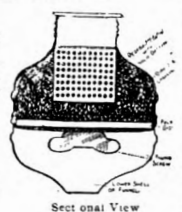
Filtering material of charcoal and quartz. Flow of water not decreased by use of Filter. Filtering material easily cleaned and replaced. All parts interchangeable.

PRICE 50 CENTS

Write for Discounts

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NOW USED IN ALL THE SHIP YARDS  
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We make Mallets and Handles of all descriptions. This is our specialty. Illustrated Price List and Catalogue mailed upon application.

**N. Y. Mallet & Handle Works,**

Established 1845

454 E. HOUSTON ST., NEW YORK, U. S. A.

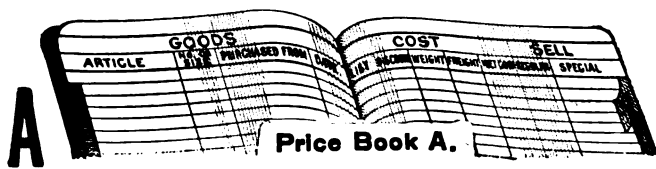




# HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

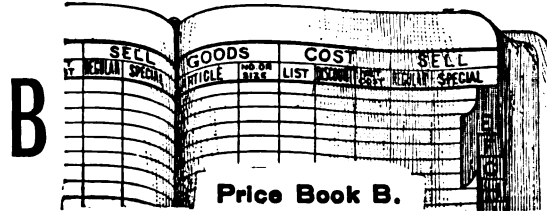


Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. *Size of page, 4 x 7 inches.*

FOUR EDITIONS:

- A, 200 pages, - - \$1.00
- A 2, 400 pages, - - \$1.50
- A F, 200 pages with flap, 1.25
- A F 2, 400 pages with flap, 1.75

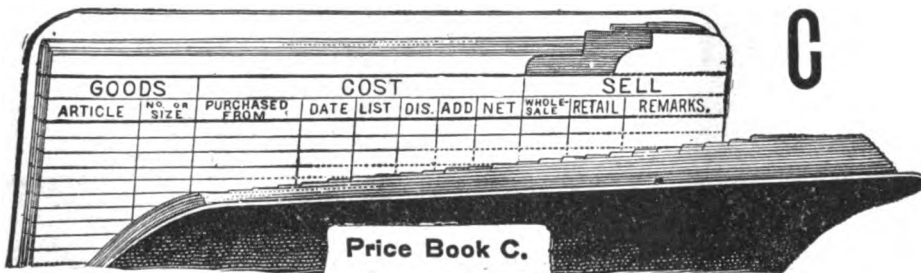


Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. *Page, 4 x 7 inches.*

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Price Book C.

The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. *Page, 4 1/4 x 8 inches.*

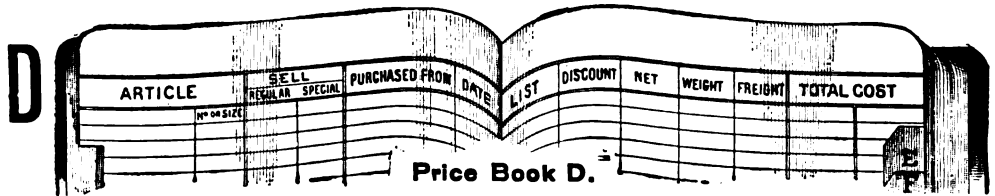
FOUR EDITIONS:

- C, 200 pages, - - \$1.00
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Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. *Page, 5x8 inc s.*

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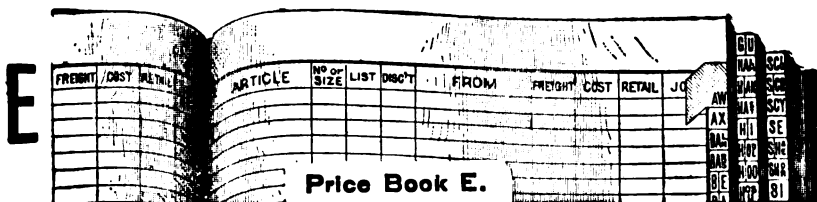
Price Book D.

## MULTIPLE INDEX PRICE BOOKS.

A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers, turn to **AU** For Chisels, turn to **CH** For Iron, turn to **IRO**  
 " Parers, Apple " **PA** " Cutlery, " **CUT** " Irons, " **IR'S**

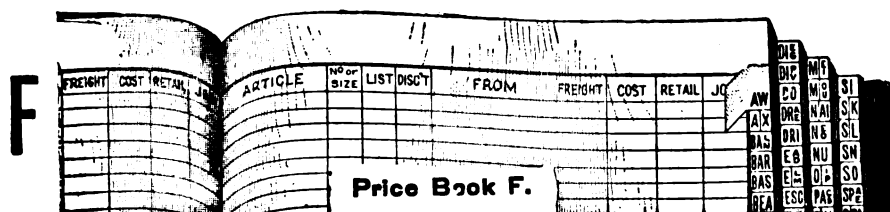
Both E and F are made of Heavy Ledger Paper and strongly bound in grain seal leather.



Price Book E.

Price Book E—350 pages, 7 1/2 x 10 inches, canvas tab indexing. Price, \$5.00.

Fac Simile of Indexing.  
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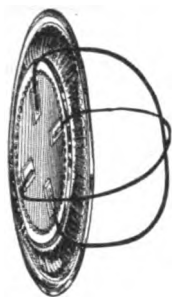
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 A N D I P M O S K  
 A U D O N A I S L  
 A W D R A N E S N  
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that securely stops the flue-hole, and is absolutely dust and soot proof. . . . .

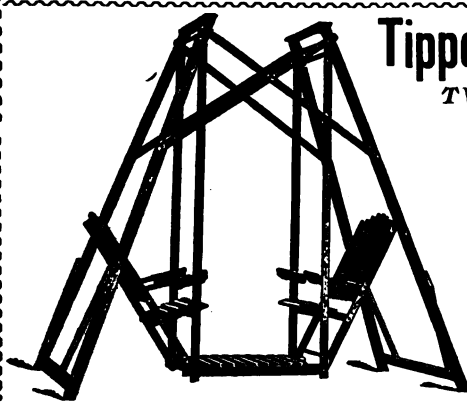
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## Tippecanoe Lawn Swing,

TWO and FOUR PASSENGER.

Neat, Attractive, Durable,  
Noiseless and Easily Operated.

The Lawn Swing is beyond doubt one of the most popular articles ever placed on the market. It is found everywhere. The children find it a source of never failing amusement, while the grown people find actual comfort and complete rest in its use.

Made of Selected Hardwood, Finished in Red. The best in the market for the money.

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A Perfect Self-Locking Rope  
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Runs as freely as an ordinary rope tackle block. Holds more securely than a chain block.

Locks instantly and does not cut the rope.

Allows the load to be lowered safely and slowly, the operator using only one hand.

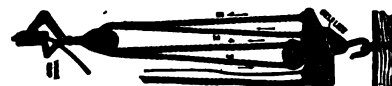
Cannot stick nor jam when the load is to be lowered.

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Liberal Discounts to Hardware Dealers.

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## Don't MUTILATE

your papers  
with pins  
or fasten-  
ers but us-  
the . . .

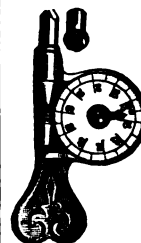


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This is what you want if you want the best.

Sold by Hardware and Furnishing stores, or prepaid for the price.  
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Requires no attention  
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We make a  
generator  
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When not kept by dealers, will  
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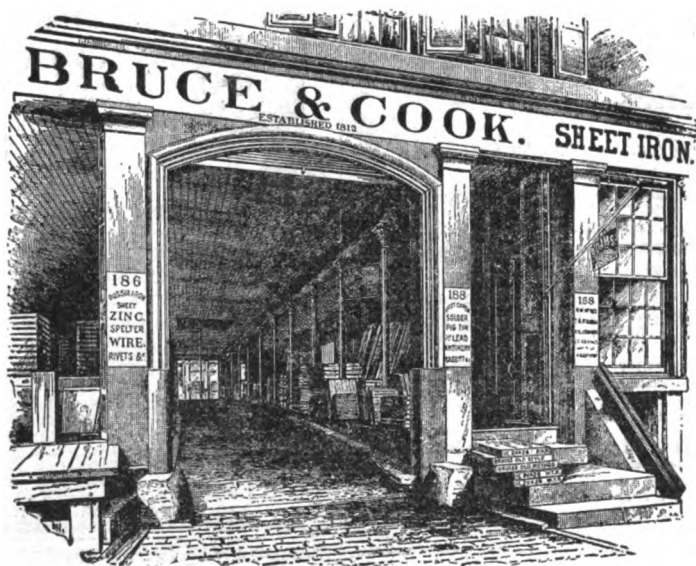
NEW YORK CHICAGO  
Factories, Waterbury and Thomaston, Conn.

**BRUCE & COOK,  
TIN PLATES AND METALS,**

186, 188 and 190 WATER STREET,  
248 and 250 PEARL STREET, . . .

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We give below a list of goods which we have in stock. You will find our prices  
as low as any in the trade, quality considered. It will give us pleasure to receive  
your orders, which shall have our very best attention and prompt shipment. . .



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Copper Bottoms.  
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Copper Ingot.  
Copper Sheets.  
Copper Wire.  
Corrugated Leader.  
Cor. Elbows and Saees.  
Dampers.  
Have Trough Leadod.  
Have Trough Galvan'd.  
Have Trough Mitres.  
Have Trough Irons.  
Elbows--Stove Pipe.  
Elbows--Adjustable.  
Fire Pots.

Gem Gasoline Furnaces  
Gutter, Wide Roof.  
Gutter Strainers.  
Hard Metal.  
Kettle Ears.  
Lead--Bar and Pig.  
Leader Hooks.  
Malleable Bars.  
Mallets.  
Metal Lath.  
Metallic Paint.  
Nails--Roofing Tinned.  
Nails--Wire Roofing.  
Nails--Wire R'g Tinned  
Pall Woods.  
Perforated Tin.  
Ribbed Leader.  
Rivets.  
Roofing Tin Plates.

Roofing Seamer.  
Rosin.  
Sheathing Paper.  
Sheet Iron--Char. Cl'd.  
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Soldering Coppers.  
Spelter.  
Spelter Solder.  
Squaring Shears.  
Stove Boards.  
Stove Pipe.  
Stove Pipe Collars.  
Strainer Wire Cloth.

Taggers Iron.  
Taggers Tin.  
Terne Plates.  
Tin--Bar and Pig.  
Tin Plates.  
Tin Shingles.  
Tinners' Machines.  
Tinners' Tools.  
Ventilators--Globe.  
Wall Hooks.  
Water Cut-offs.  
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Zinc for Etching.  
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Manufacturers of

Eyelet Sets and Leather Punches,  
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SETS AND PUNCH TUBES  
of all kinds made to order.

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42 Lincoln St. BOSTON.

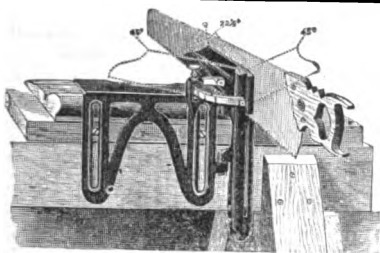


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WIRE FENCING,  
COILED SPRING WIRE,  
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THE FROST WIRE FENCE COMPANY,  
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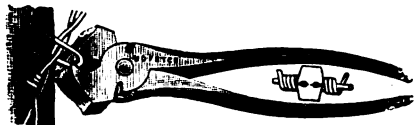
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SEAVEY MITRE BOX  
if you sell one of any kind. Get a GREEN BOOK  
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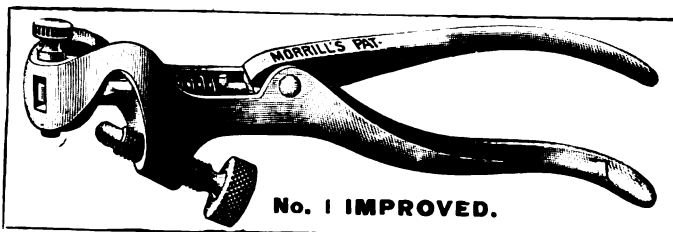
## MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.



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This Trade Mark is stamped on  
all Hardware Specialties of  
my make.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on  
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For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too  
well known for me to enlarge on them.

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### HORSESHOE-H-CALKS. (Neuss' Patent.)



Always Sharp! No Slipping of the Horsel  
No injuries as caused by other Calks.  
Great Saving of Horses and Horseshoes!

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### THE CLARK MFG. CO., Buffalo, N. Y.

Manufacturers of

Lull & Porter, O. S.

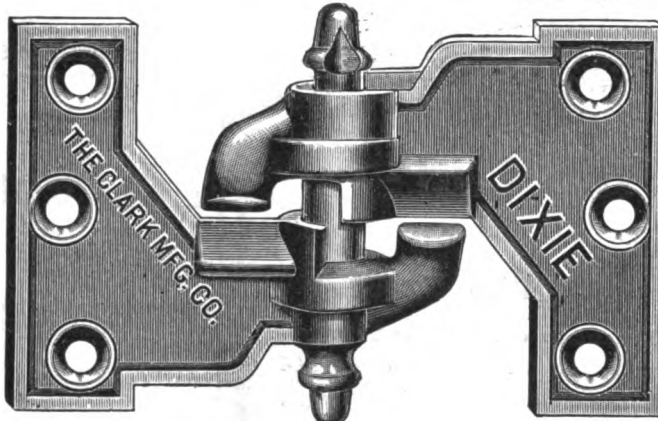
**"DIXIE"**

—AND—

**"BUFFALO REVERSIBLE"  
SHUTTER HINGES.**

—AND—

CLARK'S SURFACE BLIND  
HINGES, GATE HINGES,  
SASH PULLEYS, SPRING  
HINGES, CAST DOOR  
BUTTS, STOVE PIPE  
DAMPERS, ETC. . . .



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Is adapted to the needs of Retail and Whole-  
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Coldwell Lawn Mower Co.,  
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and has a certain amount of  
get-up-and-get spirit about  
it, combined with a certain  
flavor of "I give you your  
money's worth when you  
advertise with us," that we  
like it—not for fun or senti-  
ment, but for real business,  
and so long as you continue  
thusly you can count on our  
continuance.

### THE SUN Improved Odorless Gasoline Stoves

Ready to Light . . . .  
the moment gasoline is turned on.

**POSITIVELY ODORLESS.**—No soot, smoke  
or dirt.

**SAFE.**—The tank is out of sight and away from  
danger.

**SIMPLE.**—Burner has only three parts and it  
can't wear out.

**A WARMING CLOSET** which doesn't heat the  
house.

MADE IN TWELVE SIZES.

**The Sun Vapor Stove Mfg. Co.,**

29 East Atwater Street,  
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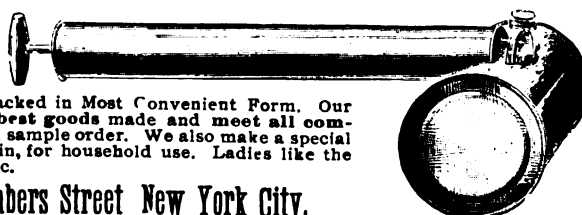


### Stevens' Sprayers

Patented January 29, 1901.

Best Con-struction. Finest Finish, Packed in Most Convenient Form. Our  
Prices are Right. We furnish the best goods made and meet all com-  
petition. Write us for prices. Send sample order. We also make a special  
small Sprayer in both Brass and Tin, for household use. Ladies like the  
small size, for roses, houseplants, etc.

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# The Smith & Egge Mfg. Co.,

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Manufacturers of . . .

## SASH CHAINS.

"Giant," "Red Metal"

• • Cable and Jack

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Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

New York Agent : J. J. Halpin, 62 Reade Street.  
Philadelphia Agent : W. E. Trull, 13 N. Sixth Street.  
Chicago Agent : H. H. Munger, 142 Lake Street.  
St. Louis Agent : Chas. M. Groves, Chemical Bldg.

# A good spring tonic

For removing that worn, weather-beaten look of a house, barn, wagon, buggy, and any other article about the house or farm, is a can of

## HARRISON PAINT.

Why not lay in a stock?

**Harrison Bros. & Co., Inc.,**  
White Lead, Colors, Paints, Varnishes & Chemicals,  
Thirty-fifth St. and Grays Ferry Road.  
PHILADELPHIA

117 Fulton St. 72 Broad St., 27 Lake St.  
NEW YORK, BOSTON. CHICAGO,

## THIS CAN ▲ ▲ ▲

HAS A

### Clock Spring Steel Bottom

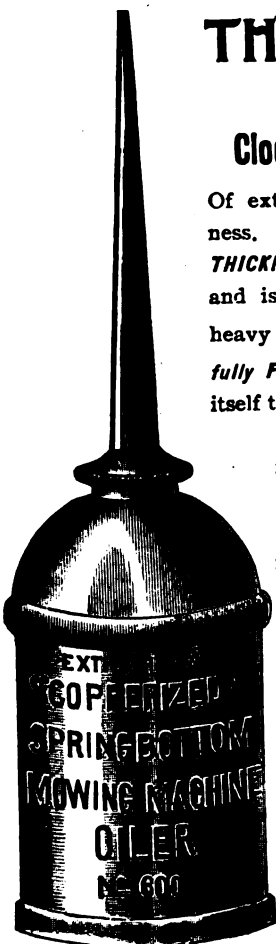
Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, *Beautifully Finished*. It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR  
SPRING DELIVERY.

The Wilmot & Hobbs  
Mfg. Co., • • •

BRIDGEPORT,  
CONN. . .



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ALL-ROUND  
GOOD  
ROOFING  
IS

## P & B RUBEROID

Ruberoid is just as effectual in Winter as in Summer. Cold does not harm it. Heat will not cause it to run, because there is no tar in it to melt.

Its great popularity is due to the fact that it "Stands up" under the most trying conditions and NEVER VARIES IN QUALITY.

**THE STANDARD PAINT COMPANY,**  
NEW YORK.

OFFICES:  
100 William St.

WAREHOUSES:  
81 John St.

# HARDWARE

Voigt, Starr & Co., formerly established at 67 Reade Street, New York, have removed to 84 and 86 Chambers Street, where they feel satisfied they are in the very centre of the Hardware trade and anticipate the pleasure of adding largely to the list of customers who have so long made their establishment a trade headquarters.

Clarke Merchant, of Merchant & Co., Philadelphia, Pa., under whose successful management the International Sprinkler Co. has achieved such great success, is to be the president of the Schuylkill Traction Co., who are about to build extensions to Pottsville, Tamaqua and Hazleton from Girardville. An article having reference to the International Sprinkler Co. will be found in another column, and will prove interesting reading.

Charles X. Cordier, well known to the Brass, Copper and Metal trades, having been manager of the Bridgeport Brass Co., of New York, for many years, is desirous of securing a position as general manager or salesman in connection with those important lines. As Mr. Cordier is well known to the largest buyers of metals in the United States on account of his long experience, it would seem that he would not be long in quest of a position of this character, having only recently decided to make such new connection. He may be communicated with at Room 1111, 120 Liberty Street, New York.

W. J. Schaefer & Co., whose supply house is in the way of filling the specifications for railroads, mills, steamships, factories, engineers, etc., has been located at 33 Barclay Street, New York, for some time, have moved to larger and more convenient quarters at 98 Centre Street, near Leonard. They hope their trade will find it a much more convenient location to reach, and would be pleased to hear from them.

The Joseph Dixon Crucible Co., Jersey City, N. J., make excellent use of an illustration of the big John Wanamaker store, which they are distributing through the mails, and in connection therewith furnish the information that the tin roof of the same, representing 57,000 square feet of surface, has been covered with two coats of Dixon's No. 2 Silica-Graphite Paint. The preparation is of the color of slate, and gives the roof an equally pleasing appearance.

The Colonial Exploitation and Trading Co., of New York, with office at 11 Broadway, New York City, would be pleased to receive catalogues in duplicate accompanied with discount sheets, special quotations, etc., relating to such agricultural implements as are adapted to the West Indian and South American sugar and cocoa plantations. As large numbers of picks and shovels for mining purposes are needed in those territories, they request catalogues covering these important lines as well.

The Philadelphia Commercial Museum announce the fact that reading, reception and correspondence rooms have been provided on the first floor of the building at 233 South Fourth Street, Philadelphia, for the use of all business men from at home and abroad. In addition to the above-mentioned accommodations, a room large enough to accommodate about four hundred people is available, upon written notice, for business men's conventions or associations. Business men contemplating visiting the institution can order mail matter addressed to them in its care.

Weed & Co., Buffalo, N. Y., the head of which, Hobart Weed, occupies an important official position in connection with the Pan-American Exposition, having charge of the musical features, anticipating a large number of their friends and customers will visit Buffalo during the continuance of the Exposition, have provided facilities for correspondence, delivery of letters and for the convenience and comfort of their friends and others in many ways, and they take pleasure in extending a cordial invitation to the trade generally to make their well-known establishment headquarters for those visiting Buffalo at that time.

The Hutchings & Talmadge Hardware Co., who are the successors of the San Marcos Mercantile Co., San Marcos, Texas, have deemed it advisable to dispose of the grocery stock formerly carried by their predecessors, and intend hereafter to run their business on exclusive Hardware and Farm Implement lines, and everything that pertains to a business of that kind. In making this change, they have just opened a carriage repository, which will make a very desirable addition to the business already established. They respectfully request that manufacturers advertising in our columns will furnish them with such catalogues as would be found useful in the advancement of their interests.

Cronk Hanger Co., Elmira, N. Y., who have been doing business under that name for a long time, without deeming it necessary to make any change in the management, have recently changed their name to the Cronk & Carrier Mfg. Co. C. R. Pratt continues as president, C. F. Carrier, in recognition of whose long service the change in name was undoubtedly deemed advisable, being vice-president and treasurer, and G. H. Carrier, secretary. The skilled inventor and practical mechanic, William Cronk, who has been identified with the interests of the company since its formation, will remain with the company, the factory being run under his supervision, and he giving his entire attention to the manufacture of their specialties. A catalogue which they have recently issued, we reserve for a review in our regular department of Recent Trade Publications.

The annual meeting of the stockholders and subscribers of the Hardware Board of Trade, Ltd., was held at their rooms, 4 and 6 Warren Street, New York, on the 9th inst. The present membership numbers 110. The following officers and directors were re-elected for the ensuing year: President, Robert Sickels, Sickels & Nutting Co.; secretary and treasurer, J. L. Varick, Union Nut and Bolt Co. Directors, William Bishop, P. & F. Corbin; Frank C. Jennings, Bruce & Cook; Henry L. Vreeland. Actuary, Charles A. Hauck, 4 and 6 Warren Street. The annual report of the actuary shows that their financial condition is excellent. During the year their Collection Department received many claims, 90 per cent. of which, or \$152,000, has been collected through their efforts. The Board was established in 1877, and on May 1st, will enter upon its twenty-fifth year of continuous successful business, and they invite all such houses as are not now with them to avail themselves of their facilities. The Board is responsible and reliable, and considers itself a legitimate branch of the trade, being organized for the welfare of its members.



# HARDWARE

VOL. XXIII.

APRIL 25, 1901.

NO. 2.

**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade.

**HARDWARE** is published on the 10th and 25th of each month. The subscription is \$1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made in the safest manner available to the remitter. Post-office and Express Money Orders are always safe and may be sent at our own risk.

Register your letters when you remit by cash.

**Foreign Subscriptions.**—For each copy to be mailed outside the United States, the Canadas, and Mexico, the price is \$1.50 a year, postage prepaid.

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**The Name of your Post-office and of the State you live in** should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

**HARDWARE PUBLISHING CO.,**

275 Broadway, New York.

L. E. MITCHELL,	President.
A. P. MITCHELL,	Secretary and Treasurer.
HENRY HOPKINS,	Editor.
A. E. BOLLES,	Advertising Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

The weather during two weeks past has not been of the kind to foster and encourage the opening of Spring trade, being wet, cold and uncertain. As the unusual spell of wet weather passes away, the prospects become brighter, and the volume of business assumes a more promising importance, giving every reason to look for a full trade from every quarter under an immediate vigorous demand for the staple goods at least, which, for several months, has been held in abeyance.

Labor troubles will seriously interfere with the generally prosperous conditions of industrial advancement. The restless worker whose skill is in demand shows an inability to stand prosperity, and will either reach the "Pike's Peak" of the impossible "or bust." The reports from the South show a greater harmony of sentiment prevailing in labor circles, with less fear of important disturbances to militate against the season's success.

Manufacturers are scarcely catching up on deliveries of orders previously booked, although an anxious desire on their part is an impelling force to "keep things humming" at the factory. Supplementary orders will be the feature of the advancing season, and due preparation for taking care of them will be the policy of the manufacturer who has been more conservative than necessary in stocking up for Spring demands during the final months of 1900.

The constant fluctuation in prices of heavy Hardware in the shape of advances in every instance, has a tendency to stimulate some speculation among buyers who are permitted to enter orders previous to date of announcement, or to expand an old order already on the books. This is usually followed by the cutting of prices and the advantages gained are frequently thrown away on account of a heavier stock than usual being a noticeable feature.

Many lines of goods are already growing so scarce in the market for good-sized specifications, it may readily be anticipated that the scant supply will warrant an increased price by the trade fortunate enough to have a good stock from having ordered liberally at an early date. Poultry Netting, Wire Cloth, Lawn Mowers, Window Screens and Doors and a number of other lines usually in early supply in an inverse ratio to the demand, will be found subjects of urgent inquiry.

Complaints are so frequently heard of the unprofitable handling by jobbers of such staple supplies as Nails, both Wire and Cut, that it would seem the height of wisdom to have some understanding or arrangement between dealers that would create an established price, one which would show a profit on transactions. This naturally would have the backing of the National Association, and a satisfactory state of affairs should be the result. If undue competition continues to cut the throat of good judgment, it might be well to let the retailer send his orders to the mill and lessen by so much the amount of unprofitable business.

The export demand for our manufactured goods continues active, and many manufacturers who have previously given little attention to the encouraging outlook abroad for the distribution of a surplus product, are alert to the advantages which would follow efforts in that direction, and are looking for intelligent representation which would redound to their profit and advance their position in the industry. Our specialties wherever introduced in foreign markets seem to hold their own remarkably well, and aid in creating a demand for labor-saving appliances which is very flattering to our manufacturers.

The activity in real estate matters in the large cities of so many sections of the country indicates an unusual demand for Builders' Hardware, which cannot help, under present conditions, from being a welcome one to this important branch of our industry. Nothing short of a fatuous series of labor disturbances stand in the way of a revival in the way of building, the demand for houses with more modern improvements always proving a close follower on labor well employed and well remunerated. The money market being an easy one, will do its share in promoting a state of affairs of such a gratifying character.

The present firm markets on Iron and Steel, and the further consolidations among large producers, would seem to ensure the safety of placing orders for future delivery, even for next Fall's supply of leading staples. A number of merchants are even now in the field with specifications on goods for Fall delivery, profiting by the delays caused already this season by an over-abundance of caution in estimating the wants of their customers under progressive conditions. Crop prospects, judging from government reports, are of an encouraging character, and the buying capacity of a successful farmer has rarely been over-estimated.

## Our Increasing Exports.

The fiscal year 1901 seems likely to exceed any preceding year in its record of exports from the United States. The steady growth of our exports from 392 million dollars in 1870 to 835 million dollars in 1880, 1030 millions in 1892 and 1394 millions in 1900 has been a subject of much attention and much favorable comment, but it seems that 1901 is to surpass the record of the year 1900 and bring the export figure nearly if not quite to the billion and a half mark. The March import and export figures, just completed by the Treasury Bureau of Statistics, show a total exportation from

the United States in the nine months ending with March, 1901, of \$1,140,170,728, or \$86,540,032 in excess of last year which held the highest record in the history of our export trade.

Another interesting fact developed by the March figures of our foreign commerce is that imports seem likely to show a decided decrease in 1901, as compared with 1900, while the exports are showing the increase above indicated. The figures of the nine months ending with March, 1901, show a decrease of \$42,292,639 in the imports, as compared with those in the corresponding months of the preceding year. Thus the excess of exports over imports in the nine months under discussion is more than \$100,000,000 greater than in the corresponding months of last year and far beyond the figures of any preceding year. The excess of exports over imports in the nine months ending with March, 1901, is \$540,687,337, as against \$411,854,666 in the corresponding months of 1900, an increase of \$128,832,671 in the net excess of exports over imports for the nine months of 1901, as compared with the corresponding period of the fiscal year 1900.

The farmers are apparently the chief beneficiaries in this remarkable increase in our exports, and are in the fiscal year 1901 showing greater gains in their exports than are the manufacturers, whose record in 1899 and 1900 showed a greater percentage of growth than those engaged in agriculture. The analysis by the Bureau of Statistics of the March exportations of domestic merchandise has not yet been completed, but that of the eight months ending with February, showed an increase of \$88,000,000 in the exportation of agricultural products and but about \$2,000,000 each in manufactures and products of the mines, forests and fisheries.

This check in the growth of the exportation of manufactures is more apparent than real, being due in part to the absence of statistics of exports to the Hawaiian Islands and to the separation of the trade of Porto Rico from the regular statements of foreign commerce in the returns to the Bureau of Statistics, while the temporary reduction in the exports to China, due to the disturbed conditions in that country, also accounts for the lack of growth in the figures relating to the exportation of manufactures.

The reduction in the import figures is largely due to the reduction in price of the materials imported by manufacturers, and occurs chiefly in the class "Articles in a crude condition which enter into the various processes of domestic industry." Yet, while the figures of value are materially reduced the quantities of these particular articles imported for use in manufacturing show little reduction. In India rubber, for instance, the fall in value of the imports during the eight months ending with February, 1901, as compared with the same months of 1900 is from \$21,000,000 in 1900, to \$16,000,000 in 1901; yet the reduction in quantity is only from £33,000,000 in 1900, to £32,000,000 in 1901, showing that the chief reduction is in the price rather than the quantity imported. In raw silk the value of the importations falls 51 per cent. while the quantity falls but 42 per cent., and in other importations of manufacturers' materials the reduction in value is greater than in quantity.

### Export of American Products to the Continent.

Having spent considerable time on the continent, and being in a position to look carefully into the subject of export of American products, possibly the following will prove interesting to many American manufacturers and producers, who are anxious to secure a market abroad but are not in a position to bring their goods before the Continental purchaser, for many reasons, one being the heavy expense should each manufacturer or producer attempt to open separate offices in the large cities of the Continent; another being a lack of the knowledge of the languages, and a third no idea of the customs-systems of business as conducted abroad, and how goods should be labeled, packed, etc. All of these require a careful study for each country and commodity.

Any one carefully keeping up with our able consular reports, will see that there is a great and growing demand abroad for American products. Our consuls have been very earnest in their repeated notices and solicitations that the American manufacturer and producer make some arrangements whereby definite and detailed information can be given of their products, cost of freight, duty, etc.

I myself have had numerous enquiries as to where certain articles of American manufacture could be secured; if they were represented abroad; the best arrangements to make for purchasing and payments.

These enquiries come principally from parties who do not speak nor write English, and do not know the American way of conducting business.

Our catalogues in English are of very little, if any, use to these prospective purchasers. So to give the information desired, they long for catalogues of American products in their respective languages, and for some one who can intelligently explain the details of American products, shipping, freights, customs and payments.

The remedy that I suggest for this, and to open up a market now awaiting these products, is as follows:

Paris is *the city of the Continent*; every one wants to come and will come to Paris if an opportunity offers. So it is here in Paris that we see people from all over the world, not alone for pleasure, but for business as well, as most of the large houses and manufacturers of the Continent have offices in Paris. It is here one can gain any and all information as to what is going on, in the Continent, the French language being the court and diplomatic language.

The first reason of expenses, I think, can be obviated, and the chances of presenting a line of articles to the public at a minimum cost, until the business should assume such proportions as to justify a special representation, is by having in Paris a house with good showrooms for American products, where a few important lines will be presented in an attractive manner. The different concerns represented will contribute a moderate amount monthly to defray rent and office expenses.

Secondly, the American catalogues and circulars and all information should then be translated into French, German, Spanish, Italian, etc., and from this office in Paris be sent to agents all over the Continent who will handle such goods on commission, (as many such agents can be had), correspond with them and send them printed matter in their respective languages, and not try to make the world read and write English all at once, particularly when you are asking them to be buyers of your goods.

Take the important articles of information as they appear in our American papers and periodicals, translate them into the language and expressions of the markets in which the agents are at work, and let them have and use the best of information in presenting American products. From an office in Paris many native agents could be looked after, while from America it is quite enough to keep one or two foreign agencies well informed.

The expenses by this means of an American concern being represented abroad would for an individual house be nominal, and by a house here representing several articles or manufacturers, one branch would advertise for the other and build up a large and satisfactory business abroad.

A house of this kind would expect to make its profits out of the commissions allowed on sales, so would not be a tax on the American firm.

As this matter will certainly interest many substantial American manufacturers and producers, the undersigned would be pleased to give further information to those interested.

Very truly,

C. C. KING,

Commissioner from Mississippi to the Paris Exposition.  
25, Boulevard des Italiens, Paris, France.



## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION: Some four years ago I called with my son, a boy who was then about five years old, upon a friend of mine. While I was talking to my friend, my son walked out of the store and fell down an open elevator shaft, and was injured. The elevator shaft was open, and the gate had been broken for some time, so that any one might easily have fallen into the shaft. My son seemed to recover entirely from his injuries, but the doctor said that spinal disease might show itself later. This trouble has recently developed to an alarming extent, and the doctor says the boy will be a cripple for life. Can I sue the owner of the elevator shaft or have I waited too long?

REPLY: From what we can tell of the facts of the case, we are of the opinion that a course of action could be made out against the landlord of the premises or the person whose legal duty it was to properly guard the elevator shaft. An action to recover damages for an injury to the person of the plaintiff or of another must be brought in New York State within three years from the accrual thereof. This statute contemplates the bringing of a suit by the father of a child to recover damages for the loss of his services, or an action by a husband for the loss of services occasioned by an injury of this character sustained by his wife. This action would therefore be barred by the statute, but the right of action of your son is not barred for the reason that he is an infant, and as such, is, in law, deemed to be under a disability, and, as a general rule, as to a person, under a legal disability, the Statute of Limitations does not begin to run until the disability ceases, which in cases of an infant is when he reaches the age of twenty-one years. You may, however, have a guardian *ad litem* appointed for your child, and commence suit at once.

QUESTION: Until recently I have been a member of a benefit association and was insured for the benefit of my wife to the extent of two thousand dollars. There are various branches of this association, to one of which I belong. The rules of the association provide that if the treasurer of one of these branches shall fail to pay an assessment to the main association for fifteen days after it is called, the whole branch shall stand dissolved and that all benefits of the members shall cease. The rules further provide that if the branch association shall pay the tax with a slight penalty, it shall be reinstated, provided the payment is made within thirty days after its dissolution. An assessment was called by the main body to which I, and other members of my branch, responded in plenty of time and delivered our money to the branch's treasurer. The treasurer was taken suddenly ill, and by the time he recovered and was able to attend to his business, the fifteen days had expired, and the thirty days had almost come to an end. On the thirty-first day after the fifteenth day had expired, our treasurer sent in his assessment. Two days after this he received it back again, with a notice from the main body stating that the branch stood dissolved and disconnected from the main body, and that its members had forfeited their benefits. We have petitioned the main body, but can get nothing from the people in charge. Can anything be done to prevent the forfeiture of our benefits?

REPLY: Upon the state of facts presented to us, we are of the opinion that upon proper application to the court a writ of mandamus would be issued compelling the main body to reinstate the branch dissolved or the individuals who had paid the assessment, and were not at fault. You should consult a lawyer at once, and take action along the lines suggested. The case of the People vs. Crawley in 23 Abb. N. C., 823, is a case somewhat similar to the one here presented, and in this case, it was held that a mandamus was the proper remedy for the injury to the individual members of the branch association dissolved by reason of the treasurer's neglect or failure to perform his duty.

QUESTION: I am a director of a small corporation, incorporated under the laws of New Jersey. I, and four other

directors of the company, desire to increase the number of directors of the company from five, as is at present provided for by the by-laws, to seven. All the directors favor the plan, but some of the stockholders object. Can we call a directors' meeting for this purpose?

REPLY: The directors of a New Jersey corporation have power to amend the by-laws of a corporation, and to increase the number of its directors, only when that power is given to them by the certificate of incorporation. The New Jersey Corporation Law provides that the power to make, alter or amend the by-laws shall be in the stockholders. It will, therefore, be necessary to call a stockholders' meeting for this purpose, and if the by-laws provide what the number of directors shall be, it will be necessary to amend them. The power to elect directors is a power distinct from the power to make by-laws, and is also in the stockholders.

QUESTION: I own several small houses in New York, all of which are rented, and I have been in the habit of collecting the rents myself and attending to the management of the property. I am about to go abroad for quite an extended business trip and should like to know how to arrange matters so that a friend of mine may collect these rents and manage the property while I am away. If I see all my tenants and instruct them to pay the rent to my friend, is this sufficient?

REPLY: Although the plan you suggest might be upheld, it would be an extremely unwise course for you to adopt. The proper thing for you to do if you wish your friend to have control of the property in your absence is to give him a power of attorney to collect your rents, giving him power to institute any action necessary for the collection of the same, or for the recovery of your property from the possession of your tenants should they refuse to pay their rent. You should also give your attorney any other power you desire him to have. In this way, he will be able to enforce the collection of the rents in question.

## Conditions vs. Theories.

While the retail Hardware storekeeper is bemoaning the fact that his business is gradually but constantly being encroached upon by department stores, catalogue houses, jewelers, etc., and deploring a condition he seems powerless to prevent, let a man up a tree suggest that they use a little of the time discomposing cerebral tissue.

The writer hereof boldly takes the stand that if the retail dealers in any line had exercised the proper business skill and gumption in the conduct of their business, the department store and catalogue house would never have been born.

To specialize, is it not a patent fact that as a general proposition dealers sell "what is called for?" Is it not a fact that they seldom or never try to create a demand for a new and useful article for which there is wide use, and in which there is good profit? Where do you find the dealer that does anything except block up his sidewalk (and make his entrance a place to be dreaded), with an indiscriminate conglomeration of "useful (?) articles?" His advertisement in the local paper reads something like this:

INDOLENCE & CO.

Hardware of All Kinds.

Nails, Scrapiron, Seeds, Garden Tools,  
Etc., Etc.

No. 123 Blank Street, Lonesomeville, Q. X.

How often does the local dealer change his advertisement? Editors say from three to four times a year up to once in four to six years. I picked up a paper recently published in a Connecticut town and noted an advertisement which, to my certain knowledge, has stood unchanged for twelve years. Why the men are throwing away money this way for, I cannot understand, and don't wonder they consider advertising an "expense."

Now, how many sewing machines would S. R. & Co. sell at \$11.95 if they put in a stock and waited for people to call for them? How much garden hose at 6 cents per foot, and so on. The reason for their success is not far to seek, and is

right at the surface. They have done some thinking; they have realized that people want sewing machines and have spent money to let the people know they realize it, and I actually believe they make as much on their \$11.95 machine as the Singer Co. does on one at \$65. They go on the plan that the man or house who sells the goods makes money, not he who keeps them. Instead of a dealer keeping goods, they should keep *him*, and should keep him busy, too.

Again, we don't find the department or catalogue house letting their advertisement stand until it becomes so common it is forgotten. Their advertiser is awake, in his senses, and telling the people perhaps what they already know but which they really are not aware of till brought to their attention. They even anticipate the wants of the people. They study the seasons, find out what should sell at certain times, and then devote their energy to selling those articles.

Here is a case: A housewife is canning cherries. She is tediously splitting the cherries, taking out the stones one at a time. She doesn't even know that a device exists for doing more of this work in an hour than she is doing in half a day. Has she even seen an advertisement of a Cherry Stoner in her local paper? I trow not, and she picks up her *Comfort* or *Fireside Visitor* and sees that for 50 cents Wideawake, Bigstore & Co., of Chicago, will send her by mail a Cherry Stoner which relieves her of her drudgery. Fifty cents goes by next mail that might have gone into the local Hardware store. Now, how many other women do the same thing every day? How many would do it if W. B. & Co., simply announced in their advertisement that they sold "every thing?"

The simple proposition is this:—now, isn't it?—the average retailer has by indolence and inactivity reduced his business to the smallest compass, while by opposite methods, the department store comes right under his nose and gets his customers selling them the very goods he has carefully boxed or wrapped up on his shelves, there to remain 'til the sheriff or his successor takes them off his hands.

It has been said that opportunity comes but once. May be so, but she hung around the retail dealer for a "good long spell" before she passed on. Fortune pounded the retailer's door with Titanic blows; they, like those bidden to the feast, were proving their oxen, examining the land they hoped to buy, or courting the new wife. The department store and catalogue houses are here to stay, their methods are "down to date," they are in business to make money and let the people know it. It is too late to fight them, they have already won, and unless the retailer changes his tactics, he will soon reach the vanishing point. Don't deceive yourself. Deceive the other fellow if you can legitimately and honestly, but it's rank suicide to deceive yourself.

What is the remedy? First, confess that you are too late to take the initiative but not too proud to profit by the facts. He who can't lead must follow. Let your people know you are alive, use your local paper to convince them of the fact. Find out where you can make a run on novelties or seasonable goods, and do it vigorously. Anticipate the wants of your people, educate them to see where you can save them time or money or both, get goods that have some legitimate talking points and then make a noise about it.

To make an already too long harangue brief, fight catalogue houses with their own ammunition which is "good goods well presented," "demand created for new articles of merit." Do this and your slumbers will be peaceful; neglect your opportunity still further and—good-bye—hats off to the Old Guard.

F. A. SOUTHWICK.

### About Mica and Mica Mining.

There is a large increase in the consumption of mice due to its use in electric work.

#### REQUISITES FOR COMMERCIAL MICA.

Among the minerals of minor economical importance, none seems to have attracted more attention recently than mica.

We have been in constant receipt recently of inquiries with regard to the possible value of mica deposits, and of reports of the discovery of such deposits in all parts of the country. Unfortunately, most of these reports are based on mistaken ideas in relation to the mineral, and turn out to be of little or no value.

There are two or three probable reasons for this general interest. The first is the large increase in the consumption of mica due to its use in electric work, and the consequent rise in price. The second is that mica is very widely distributed, and is of very common occurrence; though, unfortunately, it is found in very few places in large quantities or in such form as to be of commercial value. Another reason, perhaps, is that very few are practically acquainted with mica mines and their workings, and are, therefore, liable to be deceived by indications which the experienced mica miner would at once see to be of no value. A few words on this mineral may be of service to the many who seem to be in search of it.

The first requisite for commercial mica is the size of the blocks from which sheets can be split. In addition to this, the sheets must be free from cracks and flaws of all kinds, must be fairly even in thickness and not too brittle. Formerly good color was also a prime requisite, and this is still the case for certain kinds of work; but for electric work, if the other requisites are met, color is of minor importance. The exception is the dark red or rusty color, which indicates the presence of iron as an impurity, which impairs its insulating properties. It may be of interest to prospectors to note that experienced miners say that where the blocks of mica are checked, split and cracked on or near the surface, there is seldom any improvement in quality with depth.

The mining of mica is not usually a difficult operation. In those mines which are now worked, hand labor is chiefly employed; and the preparation for market is chiefly done by hand labor also, the tools used being few and simple. It is due to this that the mines of India, where hand labor—usually dexterous through long practice—is paid at very low rates, are able to supply other countries at prices which meet competition everywhere. The preparation for market is comparatively simple, consisting only in freeing the blocks of mica from the gangue in which they are found, and splitting them into sheets. The waste in mining is very great. The mica is usually found in pegmatite dikes, which occur in gneissic or granite rocks. In some instances in this country the mica constitutes as much as 10 per cent. of the total mass of the dike, but often it is less than 1 per cent. The quantity of waste rock to be handled is, therefore, very large. Moreover, of the mica taken out, the proportion which has a commercial value as sheet mica varies in our best mines from 2 to 10 per cent., seldom approaching the higher proportion.

There are no by-products in mica mining, except the scrap. In its usual scrap form its value is small, but when pulverized there is a certain demand for it. As a fine powder it is compressed and used in some forms of insulators in electric work. In powder it is also used in making some kinds of paint, in manufacturing wall paper, as an absorbent in making dynamite and in making lubricants for large and heavy bearings. It will not, however, pay to mine small or scrap mica to pulverize. The supply is large already, and it can only pay to grind and market the mica powder when the sheets meet the chief expense of mining.

We do not wish to discourage the search for this mineral; but it is certainly of advantage to prospectors to understand what they can expect from a deposit, and how much time or labor it is worth while to spend in looking for it.—*The Engineering and Mining Journal*.

Recent statistics show that in Germany the 673 societies of the Turnerschaft represent 20,600 women who take part in active gymnastics.



### International Sprinkler Co.

The International Sprinkler Co., 517 Arch Street, Philadelphia, and Piedmont Building, Charlotte, N. C., is continuing in the good work of fire protection on an ever-increasing scale. They have taken in the neighborhood of thirty contracts for sprinkler installations in the past three months, which is a record that speaks well for any concern in this line. The excellence of this company's devices, engineering and contracting work is becoming more and more widely known, and they are beginning to reap the benefit of their high standard of business methods.

Among their contracts recently taken are: The new and extensive building of J. B. Lippincott Co., the large publishers of Philadelphia; Reiling, David & Schoen, Anchor Duck Mills; Roanoke Cotton Mills, Roanoke, Va.; Lever Bros., Ltd., the International Soap manufacturers in their large Philadelphia works; J. G. Brill Co., the car builders, Philadelphia; Edna Cotton Mills, Reidville, N. C.; a second order for the Richmond Locomotive and Machine Works, Richmond, Va.; the large new establishment of Marks Bros., the Philadelphia dry goods merchants; Lynn Cotton Mills, China Grove, N. C.; Standard Steel Works, Burnham, Pa., and Diamond Silk Co., York, Pa.

The Company is also doing an extensive business in Canada through their representatives, Messrs. W. J. McGuire & Co., Toronto and Montreal.

The International Co. is paving the way for securing its proportion of the business throughout New England through their representatives, the Rhode Island Engineering & Supply Co., of Providence, R. I. This is an active and well-to-do concern who have just completed extensive shops for cutting and handling pipe and fittings at Providence, R. I. President Mills was the manager of the New York branch of the Crane Co., of Chicago, in which capacity he managed a business for them of over a million dollars a year. They are thoroughly experienced sprinkler people and with their clientele in New England, facilities and general capacity for such line of work, it is safe to predict that they will get their share of the future sprinkler business in that important section hereafter.

The International devices have become so well known that any company having the use of them is sure to get their proportion of both wet and dry installations.

### Originality.

One of the things most urgently in demand to-day, says the *Metal Worker*, is originality. This is true of every line of effort, but more particularly does it apply to the business world. It doesn't follow that because a thing has been done in a certain way from time immemorial that is the only way or the best way to do it. Progress, which is the preponderating characteristic of modern life, demands a constant recasting of long held opinions, and involves a challenging of traditions, however ancient and generally accepted. The man who wants to rise out of the mass of humanity and be a leader and not a follower must break the shackles of conventionality and strike out for himself on original lines. He cannot be content to accept as the whole law and the gospel the methods and principles of his forerunners in the same field of endeavor. There is always room everywhere for new and improved methods in the conduct of business enterprises or industrial pursuits. In no direction has finality been reached. Originality in every sphere of life is at a premium, and, though people may criticise it, they still acknowledge its power. The men who have made great successes in business have been the originators and not servants of precedents and tradition. The idea that a sticking close to the old paths is the best and safest way no longer holds water in connection with business. That way leads eventually to dry rot and dissolution. It is an easy thing enough to go along in ruts that have been dug out deep by the wheels of those who have gone before, but it isn't the way to grasp success or leadership. Originality attracts the attention of

mankind as does nothing else, and a correct originality, founded on sound and well thought out principles, and without flavor of mere eccentricity or extravagance, is of inestimable value to the business man in attracting the attention of buyers. Consequently, it is a thing to be desired and cultivated.

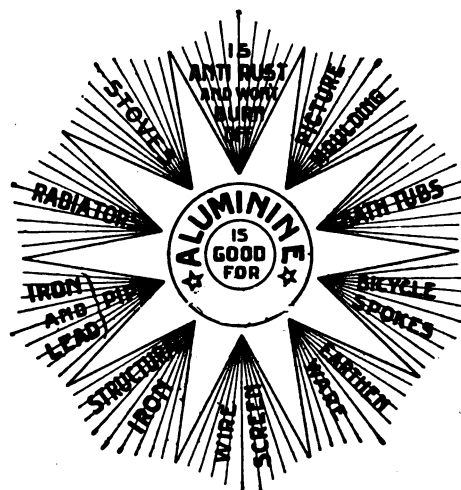
### Aluminine Stove Finish.

An article which is attracting a great deal of attention among the stove manufacturers and wholesale and retail Hardware dealers is the Aluminine Stove Polish offered by the Aluminine Paint & Polish Co., 707 W. Lake Street, Chicago, Ill.

This polish is in the form of a paint, the metallic basis being Aluminum powder, and the company inform us that the liquid which they use in its mixture is prepared especially to withstand a high degree of heat.

Aluminine Stove Polish was placed on the market in 1896, and since that time, it has been used extensively throughout the country. The manufacturers claim that they were the first to offer an Aluminum finish for stoves, and inform us that they were allowed a patent on same, under the date of April 7th, 1896, covering an Aluminum finish for stoves containing Aluminum powder as a metallic basis.

The indications are that this finish in time will entirely supersede the black; it is no trouble to apply Aluminine, and one coat will last for a season, the hottest fire having no effect on this finish.



ALUMININE STOVE FINISH.

Aluminine finish has been adopted by a majority of the leading stove manufacturers in the United States and Canada, some of whom use it on the interior of the ovens and oven doors, while a large number finish their steel ranges in this manner, instead of using the Black Enamel, which has been the customary finish used heretofore. Nearly all of the manufacturers advertise the Aluminine finish as a special feature on their goods, which is an indication that they consider same a meritorious article.

The Aluminine Paint & Polish Co. offer in connection with their Aluminine Stove Polish, an Aluminum Enamel for ordinary iron work, a complete line of Radiator, Bath Tub and decorative enamels, also Gold, Copper, Silver and Aluminum Bronze Powders with special liquids for applying the same, etc.

We advise any of our subscribers who are interested in the above goods to write the company for their price list; we understand that they guarantee all their goods to be entirely satisfactory.

Towne—Judging from Bragg's talk his connection with that great corporation must be a regular sinecure.

Browne—Indeed?

Towne—Yes, he says he's the figurehead of the concern. That sounds big.

Browne—Oh, he's the bookkeeper.—*Philadelphia Press*.

## CONSULAR COMMERCIAL COMMENTS.

### ACETYLENE GAS FOR LIGHT-HOUSES.

Consul-General Guenther, under date of Frankfort, March 4, 1901, reports that at the light-house of Altenbruch, acetylene gas has been experimented with, as the strongest petroleum light proved too weak for this station. It is stated in German papers that the results were entirely satisfactory, and it is expected that acetylene gas will now be used extensively for light-houses.

### FANCY AND LEATHER GOODS EXHIBITED IN LONDON.

Under date of March 20, 1901, Vice and Acting Consul-General Westacott transmits the prospectus of an international fancy and leather goods exhibition, to be held at the Prince's Skating Club, Knightsbridge, London, from May 4 to June 1, 1901, under the direction of the British and Colonial Exhibitions, Limited, and supported by a large number of leading people. The Vice-Consul-General requests that an early notice may be given in the consular reports calling the attention of American makers of fancy and leather goods to the opportunity of exhibiting in this exposition; but the latest date (March 31) on which "applications for space should be sent in" had elapsed before the Vice-Consul-General's report was received at the Department.

### FIREPROOF STAIRS.

Under date of March 2, 1901, Consul-General Guenther, of Frankfort, reports that on the 2d instant official tests of so-called fireproof stairs for apartment houses were made at the yards of one of the fire department stations in Frankfort, where intense fires had been started for the purpose. The stairs covered with plastering showed the longest resistance and could still be used after being subjected to the fire for twenty-five minutes. Of stairs coated with fireproof paints, no tangible results could be stated, as the stairs experimented with were of great variety as to material and strength; but they were still serviceable after five or ten minutes under fire. Of the wooden stairs without fireproof paints, those of oak withstood the fire the longest.

### AMERICAN MANUFACTURES IN AUSTRALIA.

Under date of March 4, 1901, Consul-General Guenther, reporting the arrival of the steamer *Star of Australia* of the Tyser Line, at Melbourne, says:

This steamer is said to have brought to Australia one of the largest shipments of American manufactured goods that has ever left an American port. Her cargo list covers 120 packages, in which is included every variety of manufactured goods produced in the United States. There are 400 tons of sewing machines alone. For Auckland, New Zealand, the vessel brought an entire gas plant weighing 500 tons. There are rifles, shotguns, revolvers and ammunition sufficient to supply a brigade, while lawn mowers, reapers, wagons, wheels, coffee mills, patent medicines, etc., are reckoned by tons. Kerosene to the extent of 80,000 cases and 1,500 barrels, 1,000 tons of wire, 1,200 tons of bar iron, 400 tons of roll paper, hundreds of pianos and organs, together with an extensive array of miscellaneous articles, comprise a cargo which, for size and value, has probably not been exceeded in any vessel coming to Australia.

### LARGE MASONRY BRIDGE SPANS.

Consul-General Guenther, of Frankfort, under date of February 27, 1901, reports that a masonry bridge is being constructed across the Valley of Petruffe, in Luxembourg, which will have the largest single span of any masonry bridge, viz., 277 feet of a span width and a rising acclivity of 102 feet. Previous to this, the largest masonry bridge span

was that of Cabin John Bridge, near Washington, viz., 220 feet, with a rising acclivity of 57½ feet and a height above the water of 101 feet. Following Cabin John Bridge comes the railroad bridge at Jarengo, over the Pruth, followed by the Grosvenor Bridge, over the Dee, at Chester. These three spans have been among the world's greatest architectural triumphs in bridge masonry.

### EXPOSITION OF FIRE APPARATUS AT BERLIN.

It is to be feared that American manufacturers of fire preventing and extinguishing apparatus are going to lose a rare and valuable opportunity through their unaccountable indifference to the special international exposition of that whole class of appliances and methods, which is to be held in Berlin during the coming Summer. This indifference is all the more remarkable since the brilliant record made by the American firemen and makers of fire apparatus at Paris last year, which, as will be remembered, was one of the noted features of the exposition. In view of that success and the well-known pre-eminence of American fire brigades and their equipment, the managers of the forthcoming exposition at Berlin have been especially anxious that the United States shall make a full and representative exhibit, and are somewhat surprised at the meagre response which has been thus far received from our country. This is certainly due to no lack of publicity. The whole plan and schedule of the exposition—conditions, classification of exhibits, cost of space, etc.—were reported simultaneously and in detail from the United States Embassy at Berlin and from this Consulate-General early in August last and published in advance sheets Nos. 803 of August 19 and 817 of August 25, and Consular reports Nos. 241 and 242 for October and November, 1900, respectively. As a result of those publications a few somewhat languid inquiries were received, but nothing at all commensurate with the fame of American builders of engines and fire apparatus, nor the unequalled opportunity that they will find here at trifling cost for showing their products before the assembled experts and municipal officers of Europe, who are many years behind our people in all that relates to fire extinguishing and will come here to see, test, and order the best that the world has to offer.

In order to especially facilitate American exhibits, arrangements have been recently made by which all machinery and apparatus intended for exhibition shall not only be admitted free of duty, but shall be brought from New York to Hamburg and Bremen by the Hamburg-American and North German Lloyd steamship lines and returned after the exposition free of charge for freight or handling. Exhibits coming from these two seaports will be subject to the usual charges for railway freight and delivery at the exposition, but they will afterward be returned gratis to either seaport, so that the only expense of this kind from the American port of shipment and return will be the ordinary railway freight rate from Bremen or Hamburg to Berlin. Certainly, this is a very liberal proposition.

The exhibition was originally scheduled for the months of June and July, but as now decided will open about May 15 and continue until the end of August. Applications should nominally be all in by April 1, but this limitation will be relaxed somewhat in favor of foreign exhibitors who may have postponed their decision until the last moment. All telegrams and correspondence relating to exhibits, space, or any difficulty about ocean or rail freights should be addressed to Grand Director Giersberg, Berlin.

FRANK H. MASON, Consul-General.

BERLIN, March 25, 1901.



### The Evolution of Binder Twine.

The first use of twine for binding on a harvesting machine, says *Farm Implement News*, was made by John E. Heath in 1850, and on several other twine binders which were invented and patented down through the years until 1880, when it became settled beyond question that twine was the most satisfactory band for automatic binding. What sort of twine Heath and other early inventors used is not known, but it may be supposed they took such cord (their machines were first termed "cord binders") or twine as they could obtain or make out of such material as they could get for their experiments. Gorham, Appleby, Holmes and Levalley used so much in their experimental work before twine binders were put upon the market that they must have found at the mills what would answer their purpose, or had it made for them.

The fibres of the cords first used in grain binding were cotton flax and hemp; but at the time cord or twine was generally accepted as the best band, Kentucky hemp had proved to be the most satisfactory fibre and was commonly used, the cord made therefrom having two or more strands. But it was not altogether satisfactory, as it was not fully reliable on the knotter or in the holder, and it was too expensive. In 1879 William Deering, who had become the leader in the introduction and establishment of the cord binder on the market, and was preparing to put out a large number of these machines for the harvest of 1880, went East among the rope and cordage manufacturers for the purpose of personally explaining to them what kind of twine was needed for binding and of getting it made if possible. He interested the late Mr. Fitler, of Philadelphia, who, on account of the surprisingly large amount of twine wanted and ordered by Mr. Deering, undertook to produce it small enough and yet of sufficient strength for the purpose, from manila hemp. It was made both single and double strand, and worked very satisfactorily in the harvest of 1880. The single strand was adopted, as it did as well and could be made the cheaper.

Single strand manila twine having demonstrated its superiority to the cords previously used, experiments were made with sisal the next year and considerable was sent out on trial. Pure sisal did not prove entirely satisfactory at first, as the machinery then used turned it out too lumpy and hairy; but as mixed with manila, half and half—the next step—an excellent twine was produced which was termed "standard." Other manufacturers of cordage undertook the making of twine, the machinery was improved and pure sisal soon gained a firm place on the market. Some flax twine was also made and put out, but it did not give satisfaction. Later, as prices of hems, especially manila, advanced under increasing demand, manila was adulterated with sisal and sold as pure manila; less manila was put with sisal, and mixtures in various degrees and with New Zealand hemp were made and sold as standard. Still later, in 1892 or 1893, the so-called "blue-jay" twine, consisting of jute with a sliver of manila or sisal twisted around it, was put out; and considerable pure jute was made into binder twine, some seven or eight years ago, when better fibres were scarce and dear. Since with increasing supplies of manila and sisal hemp and decline in their prices, these other fibres have dropped out of use as materials for binder twine. At first manila was spun considerably smaller than it is now and standard measured more feet to the pound. In the year 1882 the writer bought quite a lot of pure manila twine that actually measured 800 feet to the pound, which, with careful adjustment of the binders, did good work.

Besides the fibres mentioned, various other materials have been used in the making of bands for automatic binders. Wire was of course the leader, and it was with wire that practical binding was first accomplished and binders were successfully established upon the market. But wire was objectionable on account of its going into the straw, getting into the grain and being so small that it cut or broke the outer

stalks so that the heads fell over and formed what was termed an "umbrella bundle"; hence it was easily displaced by twine when the knotter was made reliable and acceptable twine could be obtained. Inventors have used straw in various ways for binding, and some success has been attained with straw spun into small rope. Twine made of paper has been successfully used, but it proved too expensive. Very satisfactory work has been done with twine made of wire grass, and there is good promise for this material. It was quite prominently brought forward early in the "nineties," when the standard fibres were scarce and dear, by Walter A. Wood, but its introduction was not pushed on account of his death, and the increase of supply and decrease in cost of manila and sisal hems. Within the last three or four years other parties have revived the grass twine business. They have made and put out considerable quantities of this twine and they are preparing to introduce it extensively.

Inventors of binders were the first to use the various materials mentioned for binding and manufacturers of binders took the initiative in having these materials so made and put up as to be practical and marketable, and they also led in the changes from one material to another as the latter demonstrated its superiority. The inventor who first succeeded in producing an automatic binder that went into practical use was S. D. Locke. His machine bound with wire and was manufactured for the trade by the Walter A. Wood Co. as early as 1874. The inventor who first succeeded in producing a practical automatic twine binder was John F. Appleby. A few of his machines were put upon the market in 1877 and 1878, as made by Parker and Stone, of Beloit, Wis. Then William Deering undertook their manufacture and introduction. His success was such that in 1880 he had fully established the superiority of twine over all other prepared bands.

### Keeping a Daily Stock Account.

We have received the following communication from a leading house among Hardware manufacturers:

MR. EDITOR:

I would like to ask through your columns, if possible, if there is any systematic method in general use among the wholesale Hardware houses of keeping a daily stock account? We want to keep a stock account of this kind, having reference to our stock-room, and do it by the simplest and most up-to-date methods so that we can verify the stock on hand on any particular date by taking the stock book and finding the quantity on hand without being compelled to take an account of stock on every such occasion. In other words, an effort would be made if there were a system of the kind we are thinking about, to have it balance as correctly each day as a cash account or trial balance in the regular way of book-keeping, and yet be accomplished without going into a system requiring a large force. We would be glad to see some discussion on this matter as to the most desirable way of accomplishing a result such as we have outlined above.

G. D. K.

We trust that some of our wholesale houses have a systematic method of keeping an account of stock, a suggestion regarding which would be very acceptable to the correspondent.—EDITOR.

### Columbian Hardware Co.

The Columbian Hardware Co., Cleveland, Ohio, at a meeting held recently, elected the following officers: L. A. Cobb, president; L. S. Sherwood, vice-president; Wm. M. Powell, treasurer; Geo. H. Dippe, secretary; Oscar C. Eben, superintendent. This company recently purchased the plant of the Van Wagoner & Williams Hardware Co., and will continue the manufacture with several additions of the line of goods which were so favorably known to the trade under the previous management. The New York office of the company remains at 14 Warren Street, in charge of Christian T. Stork, and the Chicago office is at 27 Lake Street.

Mrs. Greene—for the land's sake, how did Miss Prettiwun ever come to marry that homely old fool of a Hudgkins?

Mrs. Gray—I understand he was attached to the money she wanted.—*Ex.*

## THE PAN AMERICAN EXPOSITION, 1901.

### THE BRIDGE OF THE THREE AMERICAS, BUILT BY BUFFALO FOR THE PAN AMERICAN.

Spanning the neck which separates the Park Lake from the North Bay in Delaware Park is the Bridge of the Three Americas, a beautiful, substantial and serviceable structure, which will be much admired by the Exposition visitors.

It is built of white granite and is in the form of three arches, each representing one of the Americas. The keystone of each arch is covered with a characteristic Indian head, males and females being represented. The arches are surmounted by a balustrade of turned granite balusters and heavy granite coping. Over the central arch are four pedestals—one at each corner—upon which it is proposed to place bronze urns or lamps. On the land abutments are long pedestals suitable for handsome groups of statuary. It is suggested that a group by Karl Bitter be placed upon one of them temporarily, during the Pan American Exposition next Summer.

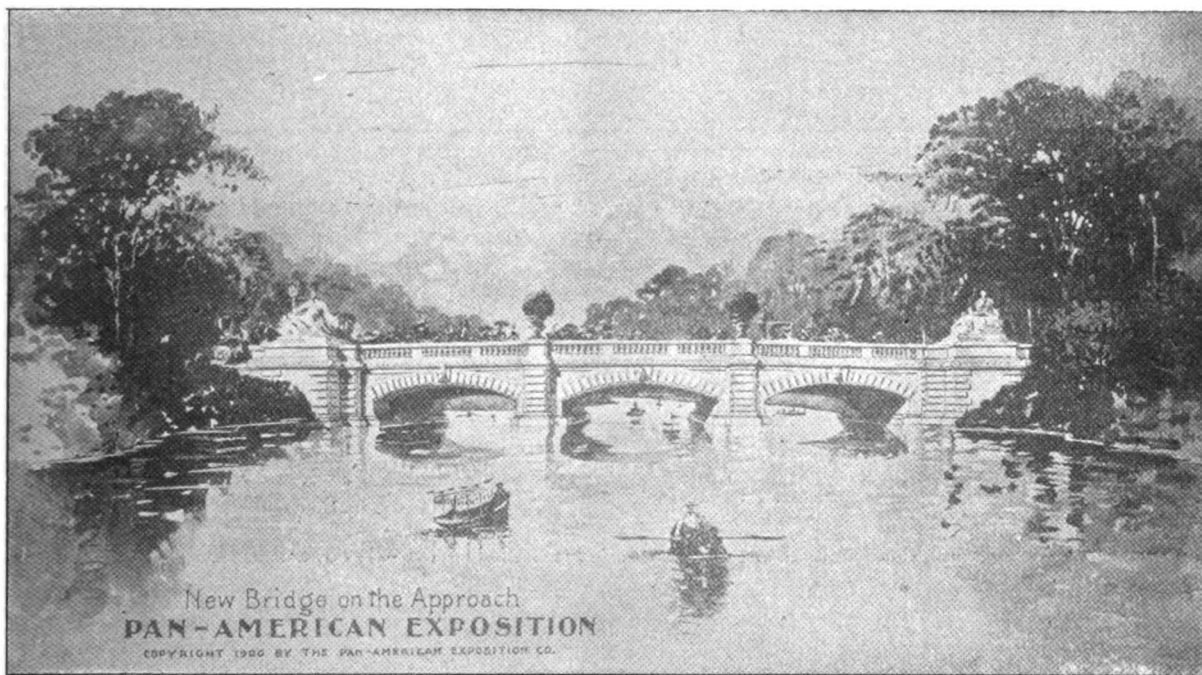
132 feet. It is situated in the southern portion of the grounds, east of the main approach. Its nearest neighbors are the Six Nation Indians' large stockade and log and bark cabins.

There will be extensive displays of forestry by various States, and Uncle Sam's new possessions will make a splendid showing of native woods.

The United States Government forestry exhibit will form a division of the important display to be made by the Department of Agriculture in the Government Building. It will consist mainly of a photographic display illustrating the relation of agriculture to forestry, supplemented by maps and sections of commercial timber trees from the Appalachian Mountain region.

The photographic display will embody sixty framed bromide prints enlarged from photographs, together with twenty colored and uncolored transparencies.

The bromide pictures range in size from sixteen by twenty-



The total length of the bridge is 138 feet. Its width over all is 85 feet. The roadway is 53 feet wide and the footpaths—one on either side—11 feet wide.

The structure has rusticated joints and is in every other way characteristic of good bridge construction. This work is being done by the city of Buffalo.

### FORESTRY BUILDING.

#### UNIQUE STRUCTURE AT THE PAN AMERICAN EXPOSITION.

The building provided for the forestry exhibit at the Pan American Exposition is an object of unusual interest on account of its peculiar style of construction.

The walls are formed of sections of trees indigenous to different Pan American countries, and the roof of bark slabs. The foundation is of random rubble work, laid with large stone, with large granite boulders for the footing of exterior posts and angles. To the visitor it has the appearance of structures found in out-of-the-way regions where construction is accomplished by men with the axe their only tool. Thus the building which has been provided for the housing of one of the most important displays at the Exposition is made a striking exhibit in itself. Its dimensions are 66 by

four to twenty-four by thirty inches, and the transparencies are from three by four to six by ten feet.

The subjects to be illustrated by bromides and transparencies comprise briefly the various methods of lumbering, their effects on forest production and on the adjacent agricultural lands. The effects of forest fires on the forest land and the relation of such denudation to the flow of water in streams and the supply of water for irrigation will be fully shown. The principal types of trees and forests will be illustrated to show the size and lumber production of forests occupying agricultural and non-agricultural lands. The value of preserving certain types of protective forests on watersheds for the conservation of water important to adjacent large areas of agricultural lands will also be illustrated. A special feature of the photographic display will be the illustration of individual trees of the mammoth Bigtree, the Giant Red Firs, White Firs and the Sugar Pines of the California Sierras forests by colored transparencies six by ten feet. It is interesting to state in this connection that these transparencies are the largest ever made. Typical agricultural valley lands in the East and West will be illustrated on



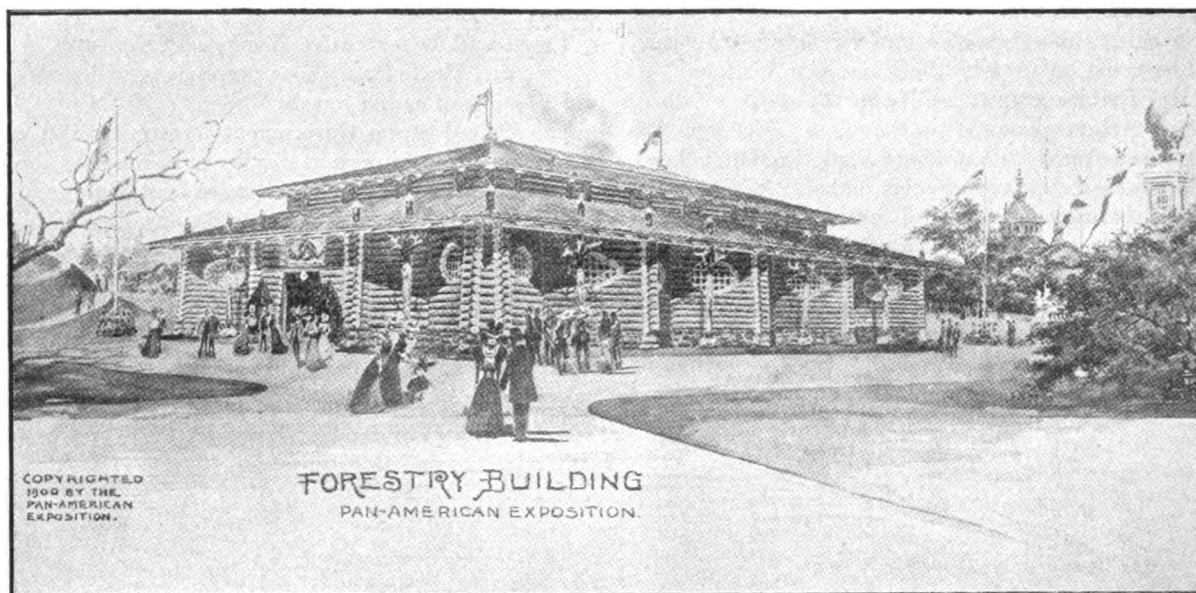
the same scale, showing the special protective agencies of natural adjacent mountain forests and planted shelter belts of forest trees. The region and the subject from which these illustrations were taken are representative of the principal agricultural and forest sections of the United States.

Fourteen colored maps of the United States will show the distribution of the principal forest types and species, the distribution of rainfall in relation to that of forest areas and in connection the location of State Experiment Stations.

Nineteen large slabs, four feet high and six inches thick,

rant purposes, and the lower portion to the exhibition of dairy products, which will include an extensive collection of modern machinery and apparatus.

An extensive mechanical refrigerating plant will supply certain uniform temperatures in the different divisions of a glass refrigerator case extending through the center of the building. This case will be eight feet high and twenty feet wide, in which will be displayed the different products of the dairy. Some, such as cheese, will be shown in process of curing, while others will be merely preserved.



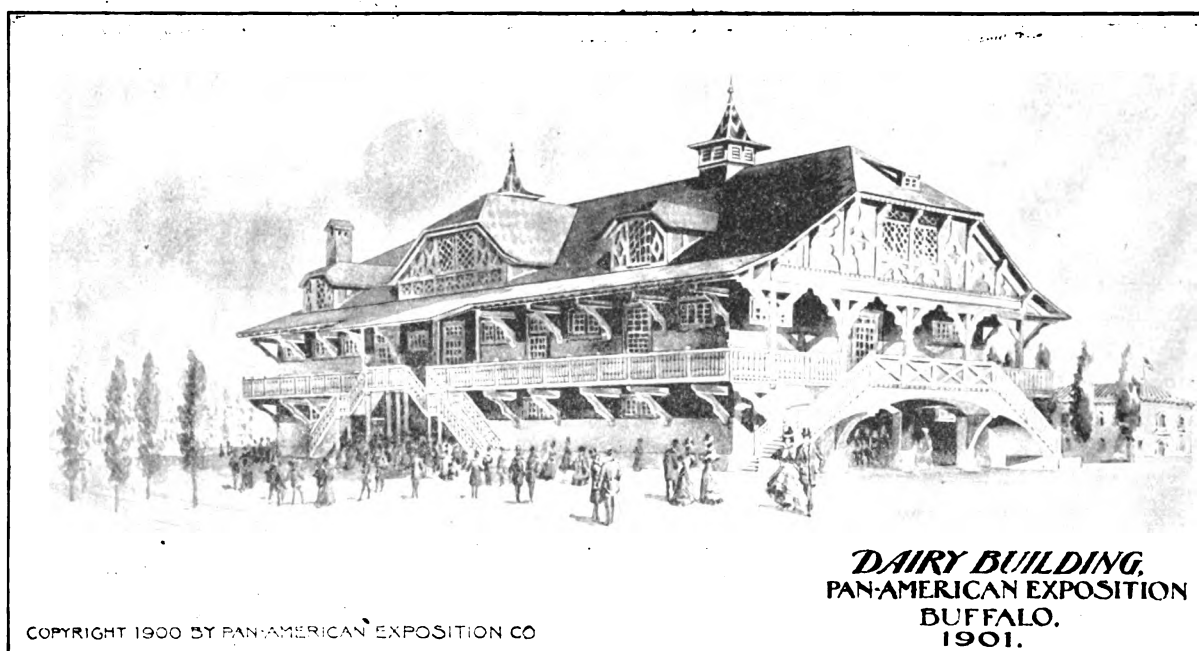
with bark attached and one surface polished, show the size, quality and character of the commercial timber trees of the Appalachian forest region.

#### DAIRY FEATURES AT THE PAN-AMERICAN.

The Model Dairy Building at the Exposition is situated in the northeast section of the grounds. It is near the Sta-

Apparatus and machinery of all kinds for use in and about the dairy will be displayed about the sides of the building, where they will be accessible for inspection and the application of power.

One of the most interesting exhibits of the whole Exposition will be given in connection with this department. Mr. Converse, who has charge of the dairying and live stock



dium and is separated from the Agriculture Building by the Grand Canal. Fronting on the Mall, it has a width of sixty feet, extending back toward the Stadium one hundred and fifty feet. It is two stories in height, having a balcony on three sides. Staff will be used in the construction of this building on the same general plan of all the Exposition buildings, the decorations differing only in emblems and designs appropriate to the subject.

The upper part of the building will be devoted to restau-

exhibits, has arranged to conduct a model dairy on the grounds. Tests will be made, under favorable conditions, of eight or nine different breeds of dairy cows. These tests will be conducted with the utmost fairness with animals furnished for the purpose by the different associations. Experienced men will have charge of the feeding and general care of the cows. Such persons will be without personal financial interest in any to bias their views or actions. The tests will be conducted over a period of six months,

under the best conditions, to bring out the good qualities of all without forcing. All feed will be analyzed for nutrition and weighed as fed, and a careful record kept. Results reached by this method will be valuable as well as interesting.

As in all departments of the Exposition, that of dairying will be up to date in apparatus and methods, and educational in its scope. Anything new or valuable will be carefully illustrated for the benefit of the general public. Bacteriology will be a feature. Advanced dairymen study bacteria with as much zeal as the medical scientists, though with a different object.

Butter flavor has been recognized as the product of bacteria. By careful investigation it has been found that some bacteria produce good flavors, while others develop objectionable ones. Experiment has evolved a process whereby friendly culture may be propagated. It is added to the cream at a certain stage and is instrumental in developing a very desirable butter flavor. This, and a great many other valuable new features, will be brought out at the Exposition.

HERBERT SHEARER.

### A Floating Exposition Suggested.

A floating exposition, carrying samples of our merchandise around the world and putting our merchants in touch with those of all nations, seems to me a fitting American enterprise for the beginning of the new century. The nineteenth century has made the United States the greatest exporting nation of the world; why not begin the twentieth by showing to all the world what we have to sell and how to sell it?

Exhibitions of the products of industry have proved beneficial to trade wherever undertaken, whether the ancient "fair" or the more modern "exposition." The traveling salesman with his sample cases has become a necessity of modern mercantile success; "commercial museums" exhibit to the dealers of one country the class of goods required in other lands, and the great European nations now send out "commercial missions" to inquire into and report upon the trade opportunities in distant countries.

But each of these methods has its limit of influence. The fair or exposition is dependent for its success upon the number of people it can attract to its doors, the traveling salesman represents but a single establishment or industry, the commercial museum conveys its information only to the seller and not to the buyer, and the commercial mission gathers information regarding the wants of distant people, but is unable to offer them samples of the goods which its own people have to meet those wants.

Why not combine the valuable features of these various aids to commerce in a single great enterprise—a "floating exposition," which shall carry samples of our merchandise to the very doors of the people whose trade we would foster, and by bringing the buyer and seller into personal contact, establish such mutual understanding of wants and conditions as to facilitate the interchange for which each is desirous?

The imports of Asia, Oceania, Africa, and the American countries south of the United States amount to over two billion dollars every year. Nearly all of these importations are of the very class of goods which we want to sell—foodstuffs, textiles, mineral oils, machinery, and manufactures of all kinds; yet our sales to these grand divisions in the best year of our commerce, 1900, only amounted to about \$200,000,000, or 10 per cent. of their purchases. The annual imports of Asia and Oceania are over a billion dollars, those of Africa over four hundred millions, and those of the countries lying south of the United States about six hundred millions.

Most of the cities, through which these two billion dollars' worth of goods are first distributed lie on the seacoast, and could be readily reached by a fleet of vessels loaded with samples of American products and manufactures. It is well known that the lack of practical knowledge as to the local trade requirements, such as methods of packing, kind of

goods required, length of credit, etc., is the chief obstacle to the introduction of American goods in these countries, and that until this obstacle shall have been overcome we can not expect to obtain the share in that trade to which our location and facilities of production and manufacture entitle us.

If a floating exposition were systematically organized, loading one vessel with exhibits of foodstuffs, another with textiles, another with agricultural implements and vehicles, another with manufactures of iron and steel, another with household requirements, and another with "Yankee notions," and sent from port to port and continent to continent, it should prove highly advantageous to our commercial relations with all of the countries visited.

Every manufacturer or exporter sending an exhibit would naturally send with it a capable representative, who could discuss with the local merchant the qualities of his goods and their fitness or unfitness for local markets.

The coming of an exhibition of this character would attract at each port not only the business men of that city, but those of other commercial centres in the vicinity, and by this process the wholesale merchant of the United States would speak face to face with those of every country visited, and in these discussions would learn in a practical way the obstacles which now prevent a free interchange of commerce and the methods by which they can be overcome.

In addition to this, a corps of experts could gather samples of the goods now being sold in the countries visited, the prices obtained, the length of credit given, the banking and exchange facilities existing, and required, and other facts which would prove valuable not only to those directly participating in the enterprise, but to all manufacturers and merchants of the United States, by their exhibition in commercial museums and by published reports.

Present conditions seem to be exceptionally favorable. The producers, manufacturers and merchants of the United States are greatly interested in the extension of markets for American goods, and the Bureau of Statistics is daily besieged with inquiries for information bearing upon this subject. The past three years have been exceptionally successful, and yet have shown the necessity of finding an increased outlet for the surplus which the American manufacturers show themselves capable of producing, and it seems not unreasonable to believe that they would look upon a reasonable expenditure for the extension of trade as money well invested. A great world's fair has just been held at Paris, at which many Americans made exhibits, some parts of which would be suited to a floating exposition such as has been suggested. A great exposition, especially intended to apply to the people of Central and South America, is to be held at Buffalo this year, and its exhibits would in many cases prove a basis for an undertaking of this kind, while another exposition, especially relating to the West Indian trade, is to be held at Charleston. Thus, in the disposition to extend our commerce, in a prosperity which warrants new business ventures, and even in the partial preparation of exhibits, the circumstances appear to be especially favorable.

O. P. AUSTIN, in *Geographic Magazine*.



She—Did you tell Mr. Luggs my hair was red?

He—I did not.

She—He says you did.

He—I did nothing of the kind. He asked me, and I told him it was the color of a popular novel.—*Detroit Free Press*.



"As I understand it," said Cumso, "oleomargarine is made of beef fat."

"You are undoubtedly right," replied Cawker.

"I should think that the manufacturers would make it of goat fat."

"Why?"

"Because the goat is a natural butter."—*Exchange*.



### Hammocks for this Summer.

"Deliveries of hammocks for the coming Summer's trade," said a wholesale dealer, "have already begun. In fact, we begin sending out hammocks to distant points in the far West in January, and by March 1, hammocks will be going out freely. We begin making deliveries to big retail dealers here in the city as early as April 1. Men out on the road sell hammocks in December.

"The sale of hammocks at retail begins earlier than it used to. People go into the country earlier, and then there are more suburban dwellers and buyers than ever. People begin to put up hammocks now in May. There is, in fact, a dribbling retail demand for hammocks the year round. Somebody going, for instance, to Central America, may come in for a hammock in the middle of Winter.

"In this country hammocks are not so commonly used in the South as they are in the North. But, speaking of them in a general way, more hammocks are sold and hammocks are made in far greater variety than ever before. There are now made, for example, lots of little hammocks for children; and there are made for infants hammocks of canvas having side pieces of the same material.

"There was a time when hammocks were practically all made of cord or twine or of Mexican grass. There are now sold enormous numbers of woven cotton hammocks, this being an American notion introduced fifteen years or more ago.

"These cotton woven hammocks are now made in simply hundreds of varieties. They are of different weaves, and of different sizes and qualities; and they are made in solid colors and in checks and in stripes; and, as to colors, in all manner of combinations and variations. These hammocks are commonly made with balances; and a pillow is a characteristic feature of a large proportion of these American woven cotton hammocks. These cotton hammocks sell at retail at all sorts of prices, ranging from fifty cents to \$6 or \$7 each; and while the variety of them now is almost endless, the manufacturers are producing new variations in addition every year.

"The grass hammock is made in scores of varieties, counting sizes and colorings and qualities. The Mexican grass hammocks sold in this country were once all made in Mexico by hand. Now they are made, almost all of them, in this country by machinery. The very finest and costliest of Mexican grass hammocks are still imported from Mexico, where they are yet made by hand. Some of them are beautiful productions. They would be among hammocks what a fine Panama hat would be among hats. As much as a hundred dollars has been paid for a Mexican hammock of the finest quality and with fringe and other ornamentation, and \$50 would not be considered a very extraordinary price to pay for an unusually fine hammock of this kind.

"At the same time, of course, the very great majority of Mexican grass hammocks are sold at prices from seventy-five cents to \$10.

"Then there are sold among the more expensive hammocks, again, some imported from France, where they are made of Mauritius grass from the island of Mauritius, a vegetable fibre somewhat similar to that of which the Mexican grass hammocks are made. These fine imported French hammocks are made in fancy colors in delicate shades; and costly hammocks have been made of silk. So that, you see, the hammock, simple a thing as it may seem to be, is really made in very great variety.

"Taking them altogether there are exported of American hammocks considerable quantities, including both the cotton woven hammocks and the grass hammocks. We sell hammocks in Australia, South Africa and Great Britain."—*New York Sun*.

The Lady—If my poor mother had only been alive, I should have gone back to her long since.

The Brute—No one deplores your mother's untimely demise more than I do, my dear.—*Ex.*

### Recent Trade Publications.

HARLEV SASH LOCK MFG. Co., 92 La Salle Street, Chicago, Ill., are distributing to the trade a booklet catalogue under the title of "Photographed from Life," exploiting the manifold merits of the Harlev Burglar-Proof Ventilating Sash Lock. Included in the contents of this pamphlet are a number of photographed letters, which in their contents give indication of the security felt by those who have made use of this new sash lock. A number of extracts from various journals testifying to their merits is also included, and the Sash Lock itself is well illustrated, showing clearly the method of application, and the excellence in the way of protection afforded by its use.

NATIONAL CYCLE MFG. Co., Bay City, Mich. 1901 catalogue of National Bicycles, covering their line of models for the current season. This is a pamphlet catalogue of 24 pages, well printed and illustrated on coated paper with full descriptions of their wheels and accessories, special features of the same, and full of information regarding the numerous advantages possessed by this well-known bicycle.

STAR CORUNDUM WHEEL Co., Detroit, Mich. 1901 catalogue "C" of Emery and Corundum Wheels, Grinding Machinery and Polishers' Supplies. Pamphlet catalogue of 48 pages, well printed and illustrated on good paper, with artistic cover, and giving in its contents all the standard prices of regular wheels, emery cylinders and cup wheels, and illustrating the various shapes for saw gummers and moulding knives, showing styles of special wheels for Brown & Sharpe grinding machines, illustrating the Star Safety Wire Web Wheels, with full descriptions of all the goods mentioned, including Diamond hand and lathe tools and a large variety of grinding machinery. Included in its contents is illustrated grinding machinery for foot-power, a class of work now being called for by the Hardware supply trade throughout the country. The contents include a telegraph cipher code to facilitate ordering promptly in an economical manner.

HELLER BROS. Co., Newark, N. J. Pamphlet catalogue, small size, 40 pages, well printed on good paper and fully illustrated throughout by the aid of half-size cuts, covering their line of horse rasps, files and farriers' tools, machinists' hammers and clay crucible cast steel. This well-known company, although established in 1836, was incorporated in 1899. The popularity of their production it is not essential to dwell upon, as there are few Hardware stores in the United States but handle more or less of the goods produced by them, the standard for excellence having always been a good one. Illustrations are given of all the various styles of rasps and files, so that those unfamiliar with their booklets can readily understand what is required. Included in its contents are horse tooth rasps; plain, jointed and adjustable bent incisor tooth files, and the usual variety of machinists' hammers of peculiar shapes, including Scotch pattern driving hammers, corrugated pein sharpening hammers, as well as all the regular varieties of such goods for blacksmiths' and carriage ironers' requirements. Carpenters' pincers are also shown in large variety, including such goods as well as hoof parers, clinch tongs, hoof testers and blacksmiths' pick-up tongs. Attention is called to these because of their rarely being illustrated in a catalogue. It is a very complete little catalogue and will be appreciated by the Hardware dealer who frequently has calls for goods embraced in its contents without always knowing exactly what is required, which information this catalogue can be relied upon to give.

Hoax—What are you thinking about?

Joax—I was just wondering.

Hoax—What?

Joax—Can a man be said to be on a terra cotta bust when he's painting the town red?—*Ex.*

### New England Hardware Dealers' Association.

The regular monthly meeting of the New England Hardware Dealers' Association was held in Boston, Wednesday, April 10th, at the United States Hotel, President Burditt occupying the chair. At the business meeting, which was held immediately after the dinner, resolutions expressing the sincere sorrow of the Association at the death of James W. Vinal were offered by D. Fletcher Barber, accepted and placed on file. The president introduced as the first speaker of the evening W. R. Chester, treasurer of the Massachusetts State Board of Trade, who delivered an address having reference to the lumber business, an industry with which he has been associated for a number of years. President Charles E. Adams, of the Massachusetts State Board of Trade, an active member of the New England Hardware Dealers' Association, delivered an address in which reference was made to the usefulness of commercial bodies and the duties of individuals in allying themselves with such organizations so that each by performing his part might promote the public welfare. Mr. Adams delivered a very interesting address, which was listened to attentively by the members present. Mr. Adams was a member of the Paris Exposition Commission and is chairman of the Pan-American Exposition for Massachusetts. He stated that the business associations of the State had co-operated with the Commission in such a manner as to insure the industrial and commercial interests being well represented at these great expositions. The Pan-American Exposition in Buffalo in 1901, he believed, would afford an opportunity of placing samples of our manufactured products before buyers from other markets that would be of inestimable value to the United States, as they are conveniently located to our shores, and at the present time we control only 10 per cent. of the South American trade. The meeting, before adjournment, tendered Messrs. Chester and Adams a vote of thanks for their interesting addresses. The president appointed the following Entertainment Committee for the May meeting: William E. Plummer, William E. Whitney and E. M. Richardson.

### A News Telephone.

In Buda-Pesth there is a "news telephone," the object of which is to keep its 6000 subscribers supplied with the latest news. The service has a main wire 168 miles long, which is connected with private houses and with various public resorts. From 7.30 in the morning until 9.30 in the evening, twenty-eight editions of news are spoken into the transmitter by ten men possessing loud, clear voices, working in shifts of two. The news is classified, and the service has been eminently successful.—*Scientific American*.

Elsie—Mamma, there's a funny old man in this Pickwick book that's always telling his son to beware of the widows. Why is that?

Mamma—Well, a widow is supposed to be skillful in catching a husband.

Elsie—Gracious! I wonder if I'll have to be a widow before I can get married.—*Philadelphia Press*.

## The Season of Paint Tests.

This is the time of year that the paint you handle is put on trial.

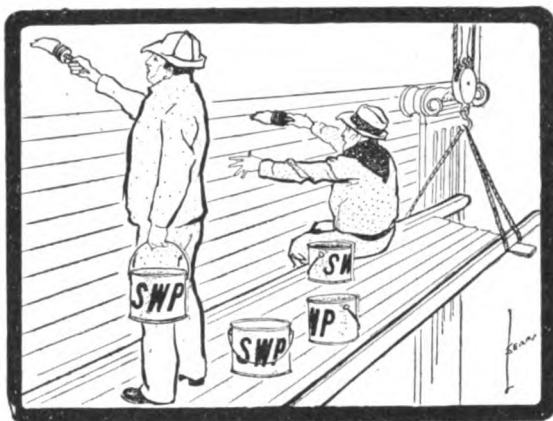
It has to stand severe cross-examination from every person who buys a can; it has to show how it will work under the brush, how it will cover, how it will look and how it will wear.

Do you feel certain that the paint in your stock is going to stand the test? S. W. P. dealers have just that confidence.

## THE SHERWIN-WILLIAMS PAINT

has stood the test every season for thirty years. It will stand it this season. It will make trade and keep it.

If the paint on your shelves now doesn't stand the test, you'll find S. W. P. ready for immediate shipment to help you out.



**THE SHERWIN-WILLIAMS CO.**  
PAINT AND VARNISH MAKERS.

CHICAGO,  
NEW YORK,

NEWARK,  
MONTREAL,

CLEVELAND,  
BOSTON,  
TORONTO,

SAN FRANCISCO,  
KANSAS CITY.



Write 31 Michigan Street, Cleveland for the  
"B-13" illustrated booklet on our Paints and Methods.

### About Cast Iron Pipe.

The manufacture of cast iron pipe has now attained the dimensions of a very important industry in the United States, and it is one of the American industries which is reaching out for foreign business in addition to a well-developed domestic business. American pipe has been shipped to fill orders in Scotland, Germany, Russia, Japan, Australia and South America. Inquiries have been instituted by foreign manufacturers in regard to the conditions and details of this industry as now carried on in the United States, and in the following series of articles it is proposed to enter fully into the commercial conditions of the industry, the details of the methods of manufacture, and the forms of pipe and pipe joints used for water and gas mains and other purposes.

In a paper read before the New England Waterworks Association in 1896, by Mr. Jesse Garrett, of the pipe firm of R. D. Wood & Co., there was a history of pipes for the distribution of water, and from this the following particulars are taken as an introduction to the subject under discussion. Lead pipes appear to extend back to the dawn of history. They were used by Archimedes, and carried water to the gardens of Babylon after earthenware pipes had been abandoned as unequal to the pressure. In the earliest construction of waterworks by the Romans, the idea of lead pipe was borrowed from the Greeks. The pipes were made of sheets of lead soldered together, being generally ten feet in length, and from one inch to twelve inches in diameter. They were of various shapes, some cylindrical, but mostly oval, with the seam at the top. Even in those days it was a subject of discussion as to whether the lead pipes poisoned the water. In 1236 a six-inch main of soldered sheet lead was begun at London to extend from springs at Tyburn. About the beginning of the sixteenth century lead pipe was cast vertically in short lengths. Later on, longer lengths were made, the first pipe being cast and pulled up through the mould or



flask until its end was near the inlet gate, the metal of the second pouring becoming fused with that of the first section, and so on to the desired or practicable lengths. The great fire of London in 1666 melted the greater part of the distribution pipes system, after which the lead pipes were replaced by wooden pipes.

Stone blocks, bored out to 13 inches, are mentioned by Herodotus, and it is said were used in the first works for the water supply of Manchester, England, in 1810 to 1814. The blocks were about 2 feet long, with holes 3 inches to 18 inches diameter, and had spigot and socket joints, put together with Roman cement.

Wooden pipes were first used in the time of Pliny. The New River Company, of London, which was chartered about 1600, had a distribution system of 400 miles of wooden pipe. They were of the usual style of pump connections, coated in a bath of lime water, and the socket joints were made tight with whiting and tallow. These pipe logs were replaced by cast iron pipe as early as 1820, at a cost of some £300,000. The first waterworks of Philadelphia, United States of America, used wood for distribution pipes until after the beginning of the nineteenth century, when their replacement by cast iron pipe was begun. The earliest waterworks in the United States, however, were at Boston, built in 1652. In 1796 water was brought to the city from Jamaica Pond, by a pipe of four pipes of pitchpine logs, two of 4 inches and two of 3-inch diameter of bore, the combined length being about fifteen miles. Not till 1840 does it appear that wood was superseded by iron in that city, when a 10-inch main was laid to Bowdoin Square. The waterworks of Detroit, United States of America, first delivered water in 1827, and had the water pumped to a plank reservoir 16 feet square and 6 feet deep through pipes of tamarack—or larch—logs, 4 1-2 inch bore. In 1830 a new engine supplied water to the reservoir through a 3-inch cast iron pipe. Wooden pipes were used more in the State of Michigan, originally a great timber State, than in any other part of the country.

In 1685 the first cast iron pipes were used for the water service of Versailles, France, and these were followed by screwed and flanged pipes. In 1835 it was estimated that over 1000 miles of iron pipe were in use in London, the first having been laid in 1746 on account of the increase in service and pressure. Later on cast iron pipes, 9 feet long and 15 inches in diameter, with ball and socket flexible joints, were laid by James Watt across the Clyde for the conveyance of water to Glasgow. In 1818 another of the same size was laid, and afterward still another of 36 inches diameter. The earliest cast iron pipes were 2 1-2 feet long with bolted flange joints and leather gaskets. These were followed by longer pipes with screw joints, after which came socket joints turned to a slight taper, luted with tallow and whiting and driven together. Later on the length was increased to 9 feet, and the bell, or hub, and spigot joint was introduced, the joints being first packed with wooden wedges, but afterward with lead. The bell-and-spigot pipe is now almost universally employed in the United States and Europe, though the turned and bored joint is still used to some extent. Joints packed with wood are also still employed in a few instances.

In 1809 and 1849 English patents were granted to Anthony George Eckhart and Andrew Shanks respectively for casting metals in revolving moulds. For pipes, the ends of the moulds were nearly closed by plates covered with loam, an opening in the plate at the socket end being left for pouring the metal. The mould was set horizontally resting on friction wheels, by which it was revolved rapidly, the centrifugal force distributing the metal over the interior surface of the mould. As soon as the metal was cool enough to retain its form the mould was opened and the pipe removed. One mould would serve for casting several pipes. This method is said to have been in use at one time at Baltimore, U. S. A. In another English method, used to a limited extent, the

flasks were attached to a revolving turntable, the moulds being rammed and poured at different parts of the pit, and the pouring spout being stationary, no ladle being used.

The first cast iron pipes made in the United States were cast at the Richards Iron Works at Weymouth, N. J., about 1820, and were 16 inches in diameter. This was for the city of Philadelphia, replacing the old pine log pipe for the force main from the pumping station to the reservoir, but wooden pipe continued to be used for the distribution system. The iron was made direct from a melting of New Jersey bog ore, and the pipe was cast in moulds laid horizontally in the casting beds where pig iron was usually cast. The small blast furnace was tapped in the usual way, and when the stream of molten iron had filled one mould, it was diverted to another, any surplus metal being used for pigs. These pipes were made under the direction of Mr. Frederick Graff, engineer of the Philadelphia waterworks, whose son succeeded him in office and held the position for many years. The industry then lay dormant for about ten years, or until 1830, when pipes from similar ore were made in the same way at the iron works in Millville, N. J. They were cast on their sides, a series of six or eight gates being used to run the iron from the furnace into the moulds, these gates being shut off at the proper time, and the flow of iron continued to another series or to the pig beds. The joints were of the bell-and-spigot type, not differing essentially from the present form, except that the bell is now usually somewhat deeper. These works were owned by Mr. David Wood, who, foreseeing the demand for cast iron pipes and the disadvantage of casting such pipe under the existing methods, designed and constructed a special foundry for its manufacture. In 1845 he was succeeded by his brother, Mr. R. D. Wood, who enlarged and extended the plant from time to time. A description of these works will be given further on.

About 1,860 attempts were made to return to the original practice of casting pipe with iron direct from the blast furnace, but the experiment proved a failure. Pipes were first cast vertically about 1851, at Conshohocken, by Bell and Colwell, these being 30-inch pipes for Boston. Previous to that time the pipes had been cast horizontally, or inclined at an angle of about ten degrees, and as late as 1873 this practice was still continued for the smaller sizes of pipe. The early moulds were made from green sand, rammed up in two-part flasks. The cores were made by plastering green sand on a hollow core bar or spindle, the spindle being revolved on its axis and the "mud" trimmed to the proper diameter and surface by a striker or core board held against it and extending its full length. In 1860 dry sand cores were used to some extent, as well as green sand cores.

It is estimated that there are now in the United States some 60,000 miles of cast iron water mains, and that the annual output of cast iron pipe since 1896 has amounted to 500,000 tons of water pipe and 100,000 tons of gas pipe.—*London Engineer*.

### Paper a Valuable Side Product of the Sugar Plantation.

The proposition that the waste and refuse of to-day is the raw material of to-morrow in modern industries, is as true in connection with paper manufacture as in everything else. For instance, the pulpy mass called *begasse*, which is left after the sugar cane has been crushed and squeezed dry of its saccharine matter, and formerly was burned and got rid of as a nuisance, is now used for the manufacture of paper. A great sugar firm in Texas have two paper mills which make several grades of paper out of *begasse*, and the business is so profitable that they are about to open new mills.—*Exchange*.

"Jack was more than half an hour trying to persuade me to name the day."

"Did you give way?"

"Yes. I was afraid the chair would if I didn't."—*Ex.*

### Iowa for Iowans.

In the initial number of *The Iowa Tradesman*, published in Davenport, Iowa, we find an article from the pen of our old friend and correspondent, Col. J. R. Nutting, of the Sickels, Preston & Nutting Co., of that city, which we transfer to our columns. He takes the motto of the *Tradesman* for his text, "Iowa for Iowans," and discourses pleasantly as follows:

We congratulate the management for selecting this most opportune time to offer the assistance of a live up-to-date trade magazine to the merchants and manufacturers of this great and growing State. That it will fill a long felt want, cannot be doubted, and it should, and we verily believe it will receive substantial aid from the people to whose interest its efforts will be energetically devoted.

Nature has done much in contributing to our comfort and welfare productive soil, pure water and beautiful scenery.

The tillers of the soil have already placed the name of Iowa first in the list of States of agricultural importance.

Our statesmen have become leaders at the National capital. Our schools and institutions of learning have placed our people the highest on the list of education and literacy.

Our peace officers have so well preserved order as to warrant the statistician in marking Iowa as the lowest on the list of crime.

Our railroad facilities are unexcelled and are equal in extent, perhaps, to those of any of the States, considering the number of square miles contained within its boundaries.

In fact, the people in nearly every calling in life, aided by the beneficent hand of Nature, have secured for this State a name that occupies a high place among the many grand and noble States of this great Republic.

Unfortunately, however, our merchants have not attained so much comparative commercial importance as has been achieved by many other classes of our citizens; and belonging to this class, we dislike to enter up this verdict against ourselves, but common honesty compels us to do so.

If we wish this unhappy verdict set aside, the time for action is now; the opportunity is here. May we quote what Senator J. J. Ingalls declares opportunity to be:

#### OPPORTUNITY.

"Master of human destinies am I;  
Fame, love, and fortune on my footsteps wait,  
Cities and fields I walk; I penetrate  
Desert and seas remote, and passing by  
Hovel and mart and palace, soon or late  
I knock unbidden once at every gate;  
If sleeping, wake; if feasting, rise before  
I turn away. It is the hour of fate,  
And they who follow me reach state  
Mortals desire, and conquer every foe  
Save death; but those who doubt or hesitate,  
Are condemned to failure, penury, and woe,  
Seek me in vain, and uselessly implore  
I answer not and I return no more."

Opportunity is now knocking at the doors of the merchants and manufacturers of Iowa, and must be promptly welcomed and embraced before it is everlastingly too late.

Opportunity suggests that, as a State, if we wish to attain commercial importance, consumers of merchandise should patronize as much as possible the dealers in their own immediate neighborhood, thereby encouraging the development and building up to a prosperous condition every hamlet and village and town within our borders.

Opportunity urges the people of each town, village and hamlet to patronize as far as is consistent with their interests the cities that are making such a desperate struggle for a position in the race for commercial recognition among the cities of other States, and particularly in those States adjoining our own.

Opportunity seems to have encircled Iowa in its travels before knocking at our commercial gates.

Opportunity implores our citizens to encourage manufacturing of every kind, and in every way, especially in the manufacture of articles that are in daily use on our farms and in our homes and shops. This encouragement should commence by demanding of dealers brands of goods that are already made here. The writer has in view one line of goods that is made in this State that is equal in quality and finish to any brand in the same line made in the world. Yet, without any reason except wilful ignorance of comparative merits, the consumers insist upon using a brand that is made far east of the Hudson River, compelling this house to buy in carload lots and send money away for the same that rightfully, morally and economically belongs to Iowa.

We do not get the most out of our agricultural resources, we send our grain away from home, and then send our money to buy the manufactured products of the same. We ship our hogs, sheep and cattle and then go outside of the State to buy hams, bacon, lard, mutton and beef. Only last week one of our evening newspapers announced that the contract for meats for furnishing some of our State institutions had been awarded to parties of another State. When we make the most of our opportunities, everything that we eat, drink and wear that is made from the products of our fields and farms will be manufactured here.

It may be that with the assistance of *The Iowa Tradesman*, our merchants and manufacturers may learn how to develop more energy, more enterprise, adopt new "up-to-date" modern and improved methods of trade, become more loyal to the people of their own State, and to be to themselves more true.

### An Interesting Guide to Mexico.

A new and revised edition of the "Standard Guide to Mexico City and Vicinity" has just been published by *Modern Mexico*, St. Louis, Mo., and Mexico City, Mexico. It is a well-printed pamphlet of 164 pages, profusely illustrated with handsome reproductions of scenery, people, paintings and places. Robert S. Barrett, who compiled this really valuable guide, has gathered his material from the best available sources. In addition to much interesting historical matter, he supplies the tourist with practical information on how to reach Mexico; hotels and their prices, changing money, and just how and when a visitor can best see the sights of the old Aztec capital. Barrett has added also a chapter on "Side Trips From Mexico City." Price, 50 cents.

### New York State Hardware Jobbers' Association.

A meeting of the New York State Hardware Jobbers' Association was held in Elmira at the Hotel Rathbun on April 10th. The meeting lasted from 2 to 5 o'clock in the afternoon. A banquet was enjoyed in the evening at the Hotel Rathbun. Hardwaremen from all over the State were present at the meeting and banquet. Representatives of the following firms were present at the meeting and banquet: J. M. Warren & Co., Troy; Charles Millar & Son, Utica; Albany Hardware and Iron Co., Albany; Burhans & Black Co., Syracuse; Syracuse Hardware and Iron Co., Syracuse; Weaver, Palmer & Richmond, Rochester; Mathews & Boucher, Rochester; Weed & Co., Buffalo; Babcock, Hinds & Underwood, Binghamton; Wright, Dana & Co., Utica; A. E. Bonesteel, Troy; Sidney Shepard & Co., Buffalo; Phelps, Straw & Co., Wilkesbarre, Pa.; Barker, Rose & Clinton Co., Elmira; Irving D. Booth, Elmira. The officers of the Association are: President, J. W. Black; vice-president, James H. Boucher; secretary and treasurer, S. J. Weaver. Directors, Frederick Barker, Charles M. Wells.

"Won't you give me that new baby brother of yours, Nellie," asked a visitor of a little four-year-old miss.

"No, indeed!" replied Nellie, "I want him to play with. But I'll get you a piece of paper and you can cut a pattern of him."—*Chicago News*.



## RECENT TRADE PUBLICATIONS.

GOODELL Co., Antrim, N. H. Twelve-page booklet, envelope size, entitled "Crumbs," exploiting the many advantages and desirable features of the Lee Bread Crumber. This is written in a very entertaining and instructive manner, and in a style that would inspire close attention and thorough perusal. The impression gained by its perusal will be a good one that no more desirable specialty for universal sale was ever devised than the Lee Bread Crumber. There are so many positive advantages in a domestic way that would result from the possession of one of these novel appliances that it would be to the interest of every Hardware dealer in the United States to inquire more thoroughly into the merits of so ingenious a household specialty.

F. A. SMITH MFG. Co., Rochester, N. Y. Ten-page booklet having reference to the Gas Saver, which is the name given by them to a mantle similar to that used by the Welsbach, but constructed on an entirely different principle. It is claimed to be a strictly high-grade mantle for natural or artificial gas or gasoline. It is made in single and double weave, the double weave being recommended above all others because it is less liable to breakage, lasts longer and having more substance, emits a more intense light. These are furnished mounted or unmounted for instant application, and are no doubt worthy the attention of those handling similar goods.

NORTH BROS. MFG. Co., Philadelphia, Pa. Envelope-size catalogue of 24 pages, with neat cover, the contents printed on yellow paper in a very characteristic manner, and embracing their line of Lightning and other Freezers for the trade of 1901, showing a full and complete line, giving perfect descriptions of the various kinds, so that intelligent ordering may be the result without the necessity for seeing samples. Included in the contents, a line of large-size Freezers for confectioners, hotels, restaurants, etc., is shown, which includes the Philadelphia-Seaman 40-quart power Freezer, which is so well and favorably known to confectioners and manufacturers of ice cream. Full descriptions are given of this powerful Freezer. A line of packing tubs, which form a portion of their separate product, is also given, and steel-clad packing and carrying-out cans, ice cream brick moulds, and ice cream dishers, which are also included in the contents of this desirable little pamphlet, which is very complete of its kind.

GEORGE M. CLARK & Co., 72-76 Lake Street, Chicago, Ill. Pamphlet catalogue of 32 pages, with very artistic cover, devoted to the Jewel Gasoline Stoves for 1901, which are among the important manufactures of this well-known plant. As is the fashion among stove manufacturers, this catalogue, although a pamphlet of limited dimensions, is artistically illustrated throughout with perfect half-tones, showing the various appliances of this character which form a portion of their product, marketed under the name of the Jewel, including the Smokeless Generator Range, Step Stoves, Safety Stoves, Camp and Yacht Stoves with generator, and a similar line with Giant Burner. Embraced in the contents are the Acme Stoves and Stationary Tanks, the Jewel Process Stoves and Ranges, a line which also includes Step Stoves, etc., etc. A number of extras in connection with this line of desirable goods are also illustrated, together with the Jewel Gas Instantaneous Water Heater recently brought before the public, which is graphically illustrated.

PITTSBURGH STOVE AND RANGE Co., Successors of Graff & Co., Pittsburgh, Pa. Attractive 1901 catalogue in pamphlet form, of 114 pages, with an artistic cover, and embracing in its contents an illustrated price list of the Graff Stoves and Ranges, a special line of goods manufactured by this company, which includes the latest improved styles of Steel Ranges for hard or soft coal or wood, made in either right or left hand, fully up to date, handsomely illustrated, showing the superior workmanship of each particular pattern. This is followed by the Jewel Grafton Ranges in cast iron, handsomely nickel-plated with porcelain-lined reservoirs, etc., the entire contents giving evidence of care in compilation, and leaving an impression of the extent and quality of the product of this company that would naturally add largely to their sales.

NEW YORK SPORTING GOODS Co., 61 Nassau Street, New York. A very complete catalogue in pamphlet form of over 80 pages, embracing a large variety of Bicycle and Automobile sundries and fittings, rubber tires, tools, bicycles, guns and accessories and novelties. This catalogue has evidently been prepared for the special requirements of the mail order department, and export demands, for which purposes they are in admirable condition to respond, having purchased from A. G. Spalding & Brothers their entire New York bicycle sundries stock, together with their good will and list of customers. This is a stock amounting to nearly \$5000, which gives them a good foundation for the catalogue under review. A number of the goods usually carried in a stock corresponding to this are offered at bargain prices that might prove of interest to our readers should they open up correspondence in regard to the same.

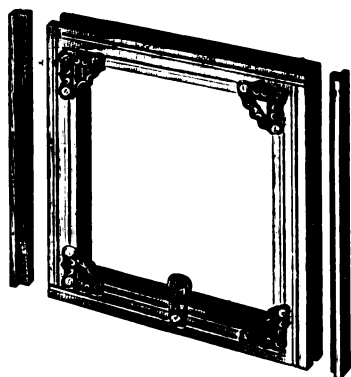
MIAMI POWDER Co., Xenia, Ohio. An extremely handsome pamphlet catalogue of 50 pages, having reference to the product of this company, which includes Alarm Sporting Powder, Blasting and Mining Powder; also Aetna Dynamite and Aetna Gelatine and Contractors' Powder; Electric Fuses and general supplies for blasting purposes. This is one of the handsomest catalogues in connection with the powder business that we have had brought to our attention, beautifully printed on coated paper, and filled with perfect half-tones running through the text in the most artistic manner imaginable. Under several heads throughout having reference to the special product of the company, definite information is given regarding the uniform and excellent quality of the same. The catalogue is well worthy of preservation by the Hardware dealer handling such goods.

ANTHONY WAYNE MFG. Co., Fort Wayne, Ind., and St. Louis, Mo. Oblong catalogue of 34 pages in which are fully illustrated and described the line of Anthony Wayne Washers which have been before the trade for a number of years. These are shown in great variety, covering all the possible wants of the Hardware and House-Furnishing goods trade. In connection with each washer is also a page giving all the parts contained in the individual washer, every part properly numbered and illustrated in an intelligent manner so that repairs may be readily obtained at any time. This is an important feature of a catalogue of this kind, as it is frequently the case some little repair is required in an article of such general use, and the ordinary dealer can give only an inadequate description of the particular part. By the aid of pages of this description, it is readily accomplished, and the delay of a day or two only is caused under the circumstances.

## NEW GOODS AND SPECIALTIES.

### Northwest Window Screen Frames.

A. J. Phillips Co., Fenton, Mich., in addition to the styles of Window Screen Frames for the manufacture of which they have been long noted in the trade, are placing upon the market something new in this particular line under the name of the Northwest Window Screen Frames. These frames are now provided with a new design of cast iron Berlin bronzed brackets, and are also packed with suitable lifts, adding greatly to their attractiveness, and also to their utility, together with the necessary nails and brads for the construction of the frame, and for putting on the moldings, which are furnished in order to cover the edges of the wire cloth. Slide sticks are also furnished for the purpose of attaching these frames to the window casings. This frame is made of soft



NORTHWEST WINDOW SCREEN FRAME.

wood, and is stained in imitation of walnut, or in oil natural finish. The sticks are shouldered and the nail holes are bored at the corners. The sticks, slides and moldings for each frame are tied in bundles, 36 sets in a case. The sticks are of such a form that when the wire cloth is tacked on, in accordance with instructions, the nailing down of the molding draws the cloth "as tight as a drum head," making it a very complete equipment for people desiring to make their own window screen frames. The Northwest Frames are marketed by being packed in cases of three dozen each.

### No. 1 Lawn Sprinkler.

Landers, Frary & Clark, New Britain, Conn., and 82 Chambers Street, New York, are the manufacturers of the Lawn Sprinkler illustrated in connection with this article, which is marketed under the name of the No. 1 Lawn Sprinkler. The perforated brass head is so constructed that the pressure



No. 1 LAWN SPRINKLER.

of water causes the head to revolve with great rapidity, enabling the Sprinkler in its revolution to sprinkle a circle 30 feet in diameter. The body is constructed from iron pipe, and the spike of malleable iron. These parts are painted red. All the working parts of the Sprinkler are of polished brass. The entire Sprinkler is 3 feet in length. In its construction there is nothing to get out of order, and its peculiar shape and capacity enable it to be used in many places that would be difficult for many competing Sprinklers to reach. In appearance it is handsome, in its action effective. In its construction it possesses a durability that is desirable, and it is placed on the market at a moderate price.

### "Quick and Easy Selling" Specialties.

Erie Specialty Co., Erie, Pa., are placing on the market a new Champagne Tap that is claimed to be absolutely gas tight and readily cleanable, and under the circumstances making it possess all the possible sanitary points needed in an article of this description. The small point which falls into the bottle, see Fig. 1, after the tap is inserted is made of tin, which insures a free flow of the liquid, and by removing the screw valve, see Fig. 2, it is easily cleaned. This in connection with its use in the sick room or in hospital service, is an important feature. It is constructed in a man-

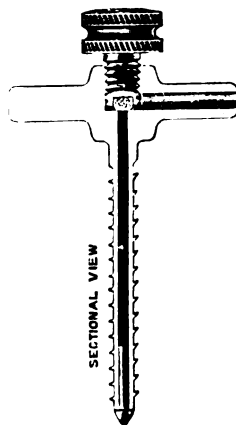


FIG. 1.

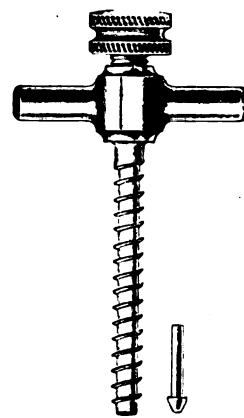


FIG. 2.

ner that makes it of limited dimensions, being about half the size of the ordinary make of champagne taps. Each one is marketed by being placed in a fancy box with gimlet for its proper insertion, and half a dozen of the small points referred to above, together with full directions for its use. Among the numerous other specialties manufactured by the Erie Specialty Co., we give an illustration herewith of Walker's Quick and Easy Lemon Squeezer, which has been greatly improved over the previous model. It is now provided with a glass juice receptacle for receiving the juice after being thoroughly squeezed under an aluminum crusher

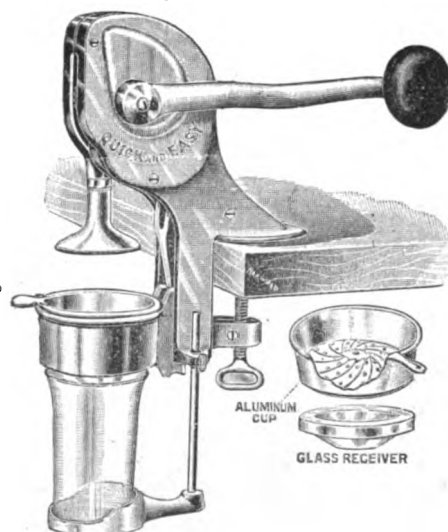


FIG. 3.

in a cup also formed of aluminum, before entering the tumbler, so that in no event does it come in contact with the iron metal. This insures absolute purity and perfect cleanliness. The appliance is also adjustable, so that the fruit may be squeezed as dry as the operator may desire.



**Warren's Glass-Front Seed Cabinet.**

The J. D. Warren Mfg. Co., Masonic Temple, Chicago, Ill., have recently added to their extensive line of store equipment a Glass-Front Drawer Seed Cabinet, of which we give an illustration. It is constructed from antique oak, with the drawers laid out in different sizes to suit them for the various kinds of seeds. Its method of construction greatly enhances the sale of such seasonable goods, and as the drawers are made with sample boards covered with felt, sim-

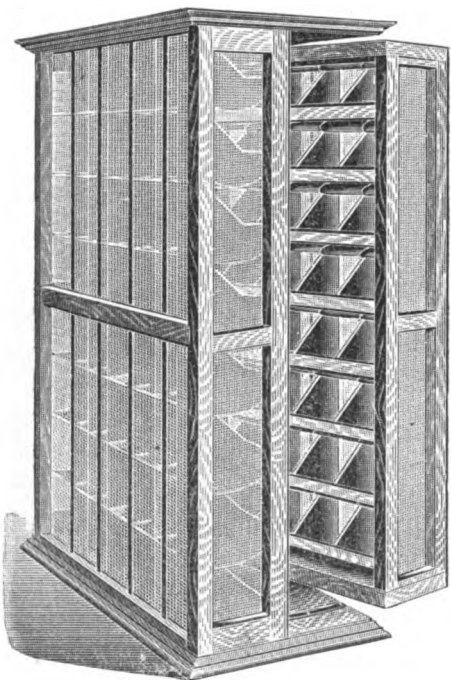


WARREN'S GLASS-FRONT SEED CABINET.

ilar in this respect to the construction of the Hardware cabinets, when the seed season is over they can be used for any special line of Hardware goods that it may be desired to utilize them for. An effort has been made to construct these on the line of sizes that have made the standard size cabinets popular, so that they would not be out of harmony with any other cabinet shelving furnished by this well-known manufacturer of such appliances.

**Herrick's Improved Screw Case No. 2.**

In a recent issue of *Hardware* we gave a notice of Herrick's Improved Screw Case No. 4, provided with 224 bins. The F. A. Herrick Co., Jackson, Mich., have recently added a new Improved Screw Case No. 2, provided with two sections and containing 112 bins. This will undoubtedly meet a general want throughout the trade for such an addition to the equipment of a small Hardware store, and we give an illustration of the new screw case herewith. It is intended to hold 112 different sizes of screws. Up to  $1\frac{1}{2}$  inch, two gross



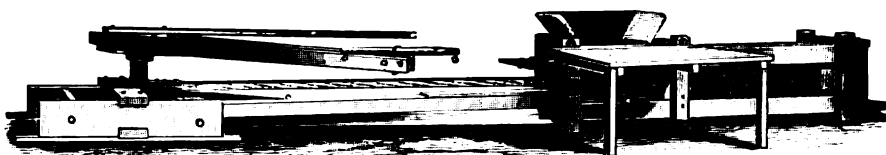
HERRICK'S IMPROVED SCREW CASE No. 2.

of each size can easily be put in each bin. It is designed to be placed on the counter, occupying as it will but 14x28 inches. It is 39 inches high, and weighs when packed ready to ship 85 pounds. There is no perceptible difference between

this case and the No. 4 previously referred to, except in the fact that it is made in two sections instead of four. Should it be inconvenient to place the screw case on the counter, it may be placed against the wall in connection with the usual shelving, and would in this way make a very desirable case for the average Hardware store.

**Farmers' Hay and Straw Press.**

The Chain Stay Fence Co., Toledo, Ohio, are the general agents for the sale of the Farmers' Hay and Straw Press, manufactured by the Beery Mfg. Co., Upper Sandusky, Ohio, which embodies in its construction as a full circle press the most simple and perfect power possible to be applied to a Hay, Straw and Fodder Press. It is intended to be operated by one horse. The power is made of the best of native hard timber, and the press box of the best hard maple and beech,



FARMERS' HAY AND STRAW PRESS.

and are firmly bolted together and placed upon the market nicely painted and striped. The iron used in its construction is estimated to stand double the strength of one horse. The plunger is carried forward by two arms of unequal length, the greatest amount of leverage being at the latter end of the throw, and where needed, which makes the final press. These arms have anti-friction rollers, working on steel pins on the end. Both together throw the plunger 22 inches, which is brought back by means of a coil spring and the rebound of the hay, and this remains back while the horse goes one-third the way around. In the operation of the press the horse only travels one-half the distance to the round that he does on larger presses, and can confine the work to a floor space of 16 feet square. In the construction the mechanism is so arranged that the pull comes on gradually, and is relieved in the same manner, the pull being reduced to such an extent before the plunger lets go the horse is not jerked or pitched a particle when relieved of his load. It is claimed that this patent power is so constructed as to give the horse a leverage of 40 to 1, so that if the horse pulls 500 pounds he puts a 10-ton pressure on the plunger. Seven tons on the plunger will bale hay tight enough for shipping, so that any ordinary horse, it may be considered, can do the work. A guarantee accompanies the sale of these hay presses, that the company will furnish free of charge any piece or part of said machine that may break on account of flaws or lack of good workmanship within six months from time of purchase.

**Savage Magazine Tack Hammer.**

The Magazine Hammer Co., Utica, N. Y., are the manufacturers of the Savage Magazine Tack Hammer, an illustration of which we give in this article. For a number of years it has been the desire of the inventors to invent a Magazine



SAVAGE MAGAZINE TACK HAMMER.

Tack Hammer that would meet all the requirements considered desirable for such a device. The present tool which we have under review is the nearest approach to an article of usefulness of this peculiar construction. Its complete

success makes it an extremely useful article for all who have occasion to lay carpets or perform decorative work requiring the use of tacks. It is so constructed that it is ready at any time for instant use. The Hammer is fitted with a magazine, which holds between 60 and 70 tacks of a suitable size. By pulling the trigger, located in a convenient position on the under side of the handle, a tack is automatically taken from the magazine, and placed on the face of the hammer-head, where a horseshoe magnet retains it in the proper position until driven. As the tacks do not have to be held or placed in position, there is no danger of striking the fingers. Only one hand is actually required to operate the Hammer, thus leaving the other hand free to hold in position the material to be tacked. There is no temptation to adopt the dangerous custom of holding tacks in the mouth, which is one of the advantages claimed by the inventor. It is simple in its construction, is made in a strong and thoroughly practical manner, its action is positive, and with reasonable care, will not be likely to get out of order, although if through accident any part is broken or lost, duplicate parts can be obtained at a nominal cost from the manufacturers. A useful part of this tool consists in the method of applying the magnet to assist in the work. It is claimed that good magnets will last twenty years or more, unless they come in contact with dynamos or are made red hot, so that the usefulness of a tool of this description is not impaired by the necessity for using a magnet in its construction. At present the manufacturers are making but one size suitable for the use of a No. 6 and No. 8 carpet tack. If smooth tacks could be obtained, it could also be used on No. 10, but it is not deemed advisable, as they are somewhat too large for the Hammer under review, and are apt to stick in the magazine. The company desire to sell their entire product through dealers in Hardware or Housefurnishing goods, and would be pleased to correspond with any dealer interested in the sale of a specialty of such undoubted usefulness, and so original in character, it being without competition.

#### Swedish Razors.

The Smith & Hemenway Co., 296 Broadway, New York, who are sole agents in the United States for John Engstrom, are placing on the market two new patterns of razors. The No. 7 is a full hollow ground barber's straight back razor with perched tang. It is nicely finished, honed and set ready

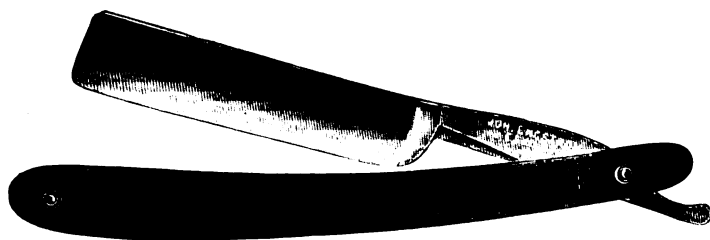


FIG. 1.

for shaving. The No. 17 is one of John Engstrom's latest productions with an extra thin blade, this being hammered to a point where it is impossible to grind it thinner and get the desired results. The construction of this razor is very unique. It is made entirely different from the regular concaved razors, and is so constructed that it will shave any kind of stiff beard. Perhaps it would not be amiss to give our readers a few pointers on how this razor is manufactured. A bar of steel is hammered into the shape of the blade, then ground, tempered and tested to see if it has the proper cutting qualities. Should it not have, it is then thrown away (the cost up to this point being comparatively small). If, on testing, it is found to be up to the standard, it is then put into a frame back and handled ready for the market. We are informed by the selling agents that Engstrom's old patterns of goods have been on this market about twenty-five years, and that, almost without a single exception, they have given universal satisfaction. At the present time they im-

port about twenty different styles of the Swedish razors to this country. The opinion has long prevailed in the trade that the Swedish razors were only frame back, but we are informed that this is a mistake, as Engstrom produces some

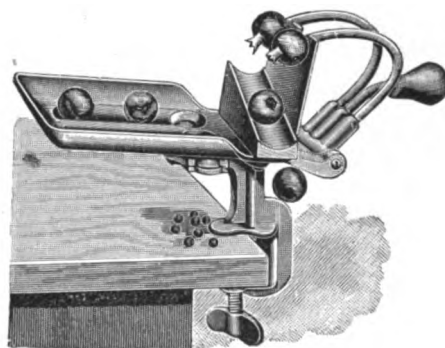


FIG. 2.

of the finest concaved goods, including the Little Red Devil Ran-Tan-Ka-Rus Razor imported by the above firm, as well as the other concaved styles. Dealers interested in a line of fine tools and Hardware specialties will find the "Green Book," published by the above company, a valuable addition to their catalogue cabinet. This will be sent gratis to the trade on application.

#### The Family Cherry Stoner.

As the fruit season begins to draw near, the dealer naturally is interested in seasonable machines and utensils for the use of those who "do up" fruit of various kinds. First and foremost will come the cherries, and the dealer should see that his stock is supplied with a good Cherry Stoner. He should see to it that the particular kind he sells is such as he can conscientiously recommend and then should make it a point to let his patrons know that he has the right article. A Cherry Stoner that will remove the stones from the ripe



THE FAMILY CHERRY STONER.

cherry without tearing or crushing the fruit, leaving it plump, round and full of juice, is a household article with which there is good opportunity to make money. Such a device is the "Family" Cherry Stoner, made by Goodell Co., Antrim, N. H. A machine small, but efficient, of low cost and simple of operation. It is claimed by the manufacturers that whenever and wherever exhibited, the "Family" has always taken first prize and this includes the World's Fair at Chicago.

#### Stevens' Spray Pump.

Stevens & Co., 99 Chambers Street, New York, are the manufacturers of the Stevens Spray Pump, an illustration of which we give herewith. This is a very desirable article for the Hardware trade to handle, as it is called for by a steady demand throughout the season. These Sprayers are made in three different styles, No. 1 being all tin; No. 2 a tin cylinder, but with a brass tank, buffed and lacquered, while the No. 3 is made entirely from polished brass and is also nicely buffed and lacquered. All the caps and handles on these sprayers are black enameled, the enamel being baked

# PATENTS

Preliminary Consultation Free.

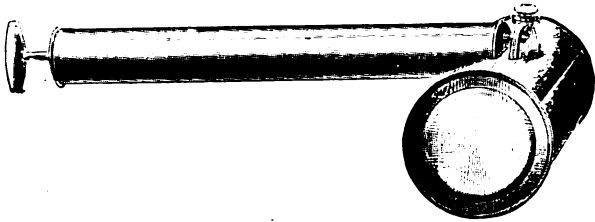
HENRY J. MILLER,

55 Equitable Building,

BOSTON.



on, making a fine finish. The No. 3 Sprayer, made from solid brass, is finished in an exceedingly perfect manner, and calculated to retain its beautiful finish, even if carried in stock over the season. These Sprayers are all wrapped up separately, and packed one dozen in a crate, so that they come to hand, when ordered, in excellent order, and present a

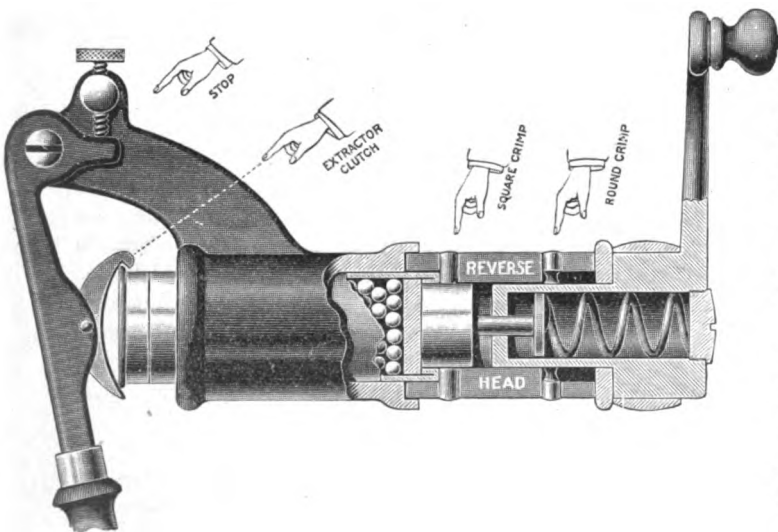


STEVENS' SPRAY PUMP.

fine appearance. In the construction of the article, the manufacturers state they have let the end of the air cylinder down into the liquid tank, which enables a strong construction to be secured, and a plunger stroke the full length of cylinder, permitting the Sprayer to be larger in capacity, both in air cylinder and liquid tank, than a number of competing styles, at the same time occupying a less space in shipping and storing the same. Then, again, it is mentioned, the construction is such that if by careless workmanship in making or by any unforeseen accident the little tubes should get out of position so that it does not spray properly, it may be fixed instantly by any person, requiring no tools but the fingers. The manufacturers also make a small sprayer which is less than half the size of the regular style, for which a ready market has been found, and it has proved to be a popular seller. This smaller article, made in tin, is their No. 4, and made in brass is their No. 5, this size of Sprayer being designated for household use, and is found applicable for the spraying of house plants, roses, etc.

#### Reverse Head Closer.

The Union Hardware Co., Torrington, Conn., (Tower & Lyon, New York), in their new Gun Implement Catalogue referred to in our previous issue, show, among other new goods of importance, a Reverse Head Closer for crimping



REVERSE HEAD CLOSER FOR CRIMPING PAPER SHELLS.

paper shells, the crimping head of which is provided with pins on either end, one for crimping square and the other round crimp. By a very simple and yet effective device, this head may be taken out of the closer, reversed, and put in position again.

By the use of an adjustable stop, shells may be crimped to any especial length desired, and any shells having a uniform load may be crimped to an equal length.

Attention is called by the manufacturers to the automatic extractor, which, as will be seen in the cut, is very simple and positive in its action, the shell being withdrawn from the closer by an outward movement of the lever.

This Closer is furnished in 10, 12 and 16 gauge; finished in black enamel, with nickel trimmings and handles of Cocobolo Wood.

#### Curiosity and Science.

Curiosity, it may be safely said, is the handmaid of science. And to the men who have found something mysterious in the common occurrences of life, and whose curiosity has been sufficiently aroused to unravel the mystery, we owe much of the progress we have made along almost every line of thought. It is true that the explanation of the mystery may require an extraordinary logical power and an imagination with which not all of us are blest. But, nevertheless, the process of reasoning which has led to the greatest discoveries may be largely attributed to the very human impulse of inquisitiveness.

No doubt many a man before the time of Columbus had remarked the exotic fruits and branches tossed up by the waves of the Atlantic on the shores of the Canary Islands. Such fruits had never been seen in the Old World; yet the islanders had picked them up from time immemorial with never a serious thought as to whence they might come. But the Genoese mariner had both curiosity and imagination. To him these strange gifts of the sea became messages sent from a land which no European ship had ever touched. It may be that he was mistaken in his conception of that land; but the fact remains, if the story can be credited, that it was from seeing these strange things that the voyage of exploration which culminated in the discovery of the New World was first planned.

Then we have Newton's apple. It matters little whether or not the apple did fall, or opportunely strike Newton while he was sitting in his garden. Things have fallen ever since the universe was created. And yet no man seems ever to have asked himself why.

Robert Mayer, a ship's surgeon, cruising in the East Indies, noticed that the venous blood of his patients seemed redder than that of people living in temperate climates. Doubtless other physicians had also noticed the fact. Mayer pondered over this apparently insignificant difference in venous blood, and reached the conclusion that the cause must be the lesser degree of oxidation required to keep up the body temperature in the torrid zone. And it was this conclusion which finally induced him to look upon the body as a machine. The thought led to the discovery of the mechanical theory of heat, and to the first comprehensive appreciation of the great law of the conservation of energy. Blood-letting is a time-honored practice which is now fallen out of favor. But this inquisitive and discerning physician deduced from it conclusions so marvelous that he has been called "the Galileo of the nineteenth century."

Chemists speak familiarly and learnedly now of the law of substitution, by which they are enabled to explain so many of the eccentricities of carbon compounds. The discoverer of that law was a curious Frenchman named Dumas, who was once invited to a court ball given at the Tuilleries. A strong and penetrating odor pervaded the royal ballroom. The guests coughed and sneezed. Dumas also coughed and sneezed, and wondered why. He tells us that he finally recognized the odor as that of hydrochloric acid, and found that the wax tapers by which the ballroom was illuminated had been bleached with chlorine. Experiments which this discovery subsequently induced him to make proved to him that for the hydrogen in organic compounds, other elements could be substituted, atom for atom, and that every organic compound was, therefore, a step to some other organic compound. No generalization has contributed more to the progress of organic chemistry than this law of substitution.

Such anecdotes can be told *ad infinitum*. Enough have been given to show clearly how simple things are often straws which have guided the current of scientific thought to epoch-making discoveries.—*Scientific American*.

REVIEW OF THE MARKETS.

**Wire Nails:** The demand for Wire Nails continues as favorable as previously noted, being a steady one, and while some complaint is made about inability to get specifications filled complete, still not a great deal of inconvenience is caused on this account, as buyers endeavor to anticipate all possible requirements, the market being in a favorable condition for ordering. The quotations continue as previously quoted, f. o. b. Pittsburgh, terms 60 days or 2 per cent. discount for cash in ten days:

To jobbers in carload lots.....	\$2.30
less than carload lots.....	2.35
To retailers in carload lots.....	2.40
less than carload lots.....	2.50

New York prices remain the same as previously quoted, and are as follows:

To retailers, carloads on dock.....	\$2.53
Small lots at store.....	2.60

**Cut Nails:** The business being done in Cut Nails may be considered satisfactory for the season, no special impetus being given to the demand, and quotations remain without changes, manufacturers' quotations being as follows, f. o. b. Pittsburgh, plus the actual freight to point of destination, terms 60 days or 2 per cent. discount for cash in ten days:

Carload lots.....	\$2.00
To jobbers in less than carload lots.....	2.05
To retailers in less than carload lots.....	2.20

New York prices are steady at the following quotations:

To jobbers in carload lots on dock.....	\$2.13
less than carload lots on dock.....	2.18
To retailers in less than carload lots on dock.....	2.36
Small lots from store.....	2.25

**Barb Wire:** The demand for Barb Wire is excellent, no evidence being given of any abatement at the present time. Mills are running to the fullest capacity, and shipments are ordinarily prompt, although occasionally some complaint is made of the non-fulfilment of rush orders. Quotations are as follows, f. o. b. Pittsburgh, 60 days or 2 per cent. discount for cash in ten days:

To jobbers in carload lots, Painted.....	\$2.60
Galvanized.....	2.90
less than carload lots, Painted.....	2.65
Galvanized.....	2.95
To retailers in carload lots, Painted.....	2.70
Galvanized.....	3.00
less than carload lots, Painted.....	2.80
Galvanized.....	3.10

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** There is a very heavy demand for this staple, both for manufacturing purposes and for the supply of the general market. Indications are favorable for a continuance of the same. The market continues firm at the quotations which follow, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. off for cash in ten days:

	Base sizes.	
	Plain.	Galv.
To jobbers in carload lots.....	\$2.25	\$2.65
less than carload lots.....	2.30	2.70
To retailers in carload lots.....	2.35	2.75
less than carload lots.....	2.45	2.85

The above prices are for the base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

**Builders' Hardware:** The Lockwood Mfg. Co., South Norwalk, Conn., represented in New York by the Allerton-Clarke Co., 97 Chambers St., have recently issued Price List No. 4, giving list prices on all goods in their 1894 catalogue and 1897 portfolio. The prices are subject to a discount to retail Hardware dealers of 50 per cent. The line of goods manufactured by this leading concern is annually increasing and is fully up-to-date in every particular.

**Carriage Bolts, Machine Bolts, etc.:** At a recent meeting of the manufacturers of this class of goods the conditions of the iron market made a slight advance necessary, and the following discounts were agreed upon. Terms, 60 days or 2 per cent. discount for cash in 10 days:

Common Carriage Bolts.....	.65 and 10	Discount.
Machine Bolts with H. P. or C. P. Plain Nuts.....	70 and 7 1/2	per cent.
Machine Bolts with C. & T. Nuts.....	.65 and 12 1/2	per cent.
Machine Bolts without Nuts.....	.70 and 17 1/2	per cent.
Machine Bolts, Blanks.....	.70 and 7 1/2	per cent.
Bolt Ends with H. P. or C. P. Plain Nuts.....	.70 and 7 1/2	per cent.
Bolt Ends with C. & T. Nuts.....	.65 and 12 1/2	per cent.
G. P. Coach Screws.....	.75 and 10	per cent.
Cone Point Lag Screws.....	.75 and 15	per cent.
Skeln. Screws.....	.75 and 10	per cent.
Forged Set Screws and Tap Bolts.....	.65	per cent.
Flow. Bolts and Guard Bolts.....	.60 and 10	per cent.
Stud Bolts.....	.70 and 10	per cent.

These are the regular trade discounts, from which the usual extra discounts are given to wholesale buyers for large specifications.

**Nuts:** In sympathy with the advance in prices on Carriage Bolts, etc., the manufacturers of Hot Pressed Nuts, at a meeting held recently, made an advance of 1-10 cent per pound, making the present quotations as follows, subject to the usual concession for large orders. Cold Punched Nuts were left without change in current prices.

	Off list.
	Cents.
Hot Pressed Nuts, Square.....	\$5.50
Hot Pressed Nuts, Hexagon.....	6.20

**Linseed Oil:** The Dean Linseed Oil Co. quote as follows:  
In lots of less than 5 barrels.....62 cents per gallon.  
In lots of 5 barrels or more.....61 cents per gallon.

The five-barrel price only applies to deliveries of that quantity at one time.

Bolled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil, 85 cents per gallon.

THE PHILADELPHIA TRADE.

Prices certainly do not show any signs of weakness; on the contrary, the market is everywhere firm—advances are a daily occurrence. The American Steel and Wire Co. have issued a circular letter saying they are from three to four months behind on orders for wire and fencing. We find the same condition exists on some other lines of goods, while the supplies of Wire Cloth and Poultry Netting are now running so low that jobbers are withdrawing extreme prices and quoting higher figures, and still higher prices are likely.

The weather has been very much against trade; it has been cold and rainy; and vegetation is backward. In spite of these unfavorable circumstances, orders are coming in freely, and in good volume, while the prospects for a large trade are excellent as soon as we have some warm and seasonable weather.

The threatened coal strike has been averted and, with labor well employed, there seems to be no reason why a large volume of trade may not be expected during the Spring and early Summer.

Advances during the last few days have included Common Carriage Bolts, Machine Bolts, Coach Screws and Enameled Ware, and advances are so much the thought of the day that no one would be surprised at further developments in this line.

BIDDLE HARDWARE CO.

THE BALTIMORE TRADE.

The trade within a short radius of our city is at present most conspicuous, and demands prompt attention, as many orders now received we are expected to ship on sight and complete. It would afford us intense pleasure, had we the ability, to practically do so in all cases, but when your rush



The **ARCADE** and **KEARNEY & FOOT**  
FILE WORKS  
NOW OWNED AND CONTROLLED  
BY THE  
**NICHOLSON**  
FILE  
CO.

FILES

RASPS

These well-known  
brands will continue to be  
made at their respective factories

All orders  
and correspondence  
should be addressed to the  
**MAIN OFFICE**  
AT  
**PROVIDENCE, R. I., U. S. A.**

orders to manufacturers bring responses advising that same will be placed next in rotation and that two to four weeks might elapse before shipping, then your buyer feels like going outside and expressing his troubles in a breezy manner. Business is still moving at a good pace, collections are satisfactory and continued activity is anticipated.

H. W. WEBB & SONS.

#### THE BIRMINGHAM TRADE.

Spring business is moving along in a satisfactory manner with a good volume of trade, save a tendency with some of the trade to shade manufacturers' prices, which have a firm tone with a probability of advance. We regret to see at this time a strong probability of a violent conflict between capital and labor which has been precipitated at McKeesport, and may extend to many industries, thus affecting many people even beyond those directly interested. We will watch the result with interest since this will be the first conflict with labor, and the great allied interests having no exact parallels or precedents, will make the contest all the more interesting.

There has been much talk in the newspapers about a consolidation of all the great Southern iron industries, but so far, we have not been able to trace the same to any solid foundation or to ascertain through those in the best position to know most about it that there is any near approach to such a trade. It may happen, and we are prepared to not be taken by surprise in any event.

This section continues to grow, and we have many people coming here, creating a demand for dwellings, thus helping along the trade in builders' supplies.

The impression is abroad that we have a live, active city and section, and we do not see any cause to contradict it.

MOORE & HANDLEY HARDWARE CO.

#### THE PITTSBURGH TRADE.

An excellent business is doing in the jobbing trade at present. April is usually one of our best months, and this year is keeping up to the record. There is a very heavy demand for fence wire, farmers having put off buying it last year on account of the price, find themselves doubly in need of a supply.

Jobbers are handling wire and nails on too close a margin. The differential allowed by manufacturers between the jobber's and retailer's price is quite as small as it should be, but jobber's competition has cut it in half and the goods are handled at an actual loss. There should be some harmonizer abroad, who could convince us all of the folly of such senseless competition. The same quantity would be sold, our customers would be as well satisfied, and we would have at least a new dollar for an old one, instead of paying our customers for the privilege of filling their orders.

LOGAN-GREGG HARDWARE CO.

#### THE CLEVELAND TRADE.

The action of the ore producers in making prices for 1901 on ore, indicates that the big steel combination is not nursing a boom, and it is welcome evidence that they are likely to act on conservative lines. If the increase of power was always accompanied with the feeling of increased responsibility, big combinations might prove a benefit. It is not a general impression, but it is true, that the higher you get in business, honor increases, and this is of vital importance to the students of social science.

There is great necessity for change in business methods, as the expense in many cases is excessive, and every step that reduces the cost of necessities to consumers, is in the right direction.

Trade in all lines is excellent. There is great difficulty in filling orders, as large manufacturers seem to have underestimated the quantity of goods that would be desired. This is a perennial trouble, but it is exaggerated this season.

THE LOCKWOOD-TAYLOR HARDWARE CO.

#### THE CHICAGO TRADE.

We have been literally swamped with orders for the past two weeks, and if the volume of business continues, this will unquestionably be the largest month in the history of our business. Last month was an exceptionally heavy one, but we look for April to be very much better. Advances are continuing to come in almost daily, and those already made, remain very stiff. We are already feeling a scarcity in certain lines of goods, and while we are filling our orders completely and promptly, owing to the large stock that we have on hand (having prepared for it in advance), there is no question but what the growing scarcity of a great number of items will be felt in the near future. Under the circumstances, our wisest customers, at our earnest solicitation, are placing their orders with us very freely at this time, for shipment now and in the future. These early orders will be cared for promptly, but we are afraid that when the scramble for goods begins, those who have put off ordering until the very last minute, will experience trouble and have a very hard time to get the goods they want, and when they want them.

The large increase that we are having in our business clearly proves to us that most of our trade are taking advantage of our earnest solicitation, to order goods now. Prices ruling at present are still very low, considering market values of raw material, and with the probabilities that higher rates will prevail, the trade at large are making the best of present opportunities.

WELLS & NELLEGER CO.

#### THE COLUMBUS TRADE.

Sleighting is fine except where the snow is so deep you can't see the horses. Sleds are in good demand, and at present it looks as though skates would be in demand to-morrow.

Rubber boots, mackintoshes, umbrellas and mud boots—We are wandering; we are in the Hardware business and do not sell rubber boots and such things. Seriously, however, this weather would try the patience of a hobo. Robins, blue birds, frogs (on Summit St. in Toledo) baseball fiends, fishermen, ladies with new hats and everybody are disgusted with the weather. Still, with all the bad weather drawbacks, trade is excellent. The trouble is to get goods fast enough. We have been working a good portion of our force every night for several weeks, and still customers complain that we are slow filling orders. Well, flies and mosquitos will not bother people for a few days if they don't get their screens up; and potatoes or anything else that has been planted will not need "The Man with the Hoe" for a few days. It looks as though this weather was sent to give dealers a little time to catch up. We, however, would be willing to get a mighty hustle on if it would bring "Spring, Beautiful Spring." Don't get a club. We do not intend to write Spring poetry. Collections not good. THE SMITH BROS. HARDWARE CO.

#### THE MINNEAPOLIS TRADE.

Business up to this time has been very good for the season of the year, weather conditions favorable, and building operations have commenced in earnest, and it is estimated that more work in value is under way than ever before known in the history of the city.

Real estate is commencing to move again, mills and factories full of business in all lines, and labor employed at satisfactory wages.

With all these favorable conditions comes trouble between the master builders and carpenters—only a few points of difference but sufficient to cause a lock-out. It has now extended to some degree into other trades, with a possibility of a general tie-up by May 1st, if matters are not adjusted before that time. Without attempting to discuss the merits, will say it is more than unfortunate that with conditions so favorable as mentioned, that this trouble should come on and thus interfere even temporarily, with the tide of prosperity that seemed to have struck us.

With these conditions prevailing, it is hard to say what the future may have in store for dealers who depend largely upon local trade. W. K. MORISON & Co.

#### THE ST. PAUL TRADE.

With the sun shining, frost out of the ground, seeding progressing, everything and everybody feels as though he had many things to be thankful for. Our last year crop failure made the farmer and merchant feel discouraged, but as this was the first we ever had, we have reason to think it may be the last, so we go on and sell goods to people, and hope they can pay out of the new crop of this year. With prices firm, goods scarce, the merchant should get a good profit on what he has on hand. Altogether, we can feel that the year has good things in store for all people.

C. W. HACKETT HARDWARE CO.

#### THE DAVENPORT TRADE.

Trade conditions are practically the same as reported in our last letter. The Davenport, Rock Island & Northwestern Railway on account of some traffic arrangement has discontinued running trains and the road is now operated jointly by the C. M. & St. P. and the C. B. & Q. The Q. has put on a new fast passenger train between Davenport and Chicago, their through trains between St. Paul and St. Louis cross the river here and run over the Davenport, Rock Island & Northwestern tracks as far as Clinton. It is possible that the C. M. & St. P. will soon put on faster trains between here and Chicago; they will complete their Kansas City and Chicago easy grade and short line this Summer, using the C., R. I. & P. tracks from Columbus Junction to Davenport, their fast trains crossing the river here.

The Mississippi steamers are running regularly between

Davenport and Clinton, and also from Davenport to Burlington. The St. Louis and St. Paul line are expected to commence running through boats from Saint to Saint in a few days.

President McKinley and his party will visit Davenport in June, and will inspect the great Rock Island Arsenal while here. SICKELS, PRESTON & NUTTING Co.

#### THE SAN FRANCISCO TRADE.

Business continues good all along the line, and no complaints of the condition of trade are being heard from any quarter. The people of this city and the entire Pacific Coast territory are just now in a buzz of activity incidental to the coming here next month of President McKinley, whom they are pleased to speak of, and prepare to honor, as the man who a few years ago geared things into shape and then pressed the button that sent abroad throughout the land an advance agent of prosperity who hasn't yet shown any spirit of "let up" in prosperous work.

No line of commercial activity is more in the foreground in the preparatory work going on for the President's reception here than is the Hardware line. As leaders of working committees of importance in this connection, and as contributors to the city's \$30,000 reception fund, every local Hardware jobber and retailer is creditably in evidence.

Recent visitors here were Isaac W. Morton, director of the Simmons Hardware Co., and H. N. Davis, president of the Smith & Davis Mfg. Co., both of St. Louis; Edwin C. Goshorn, manager of the National Lead Co., Cincinnati; Franklin H. Head, iron manufacturer, Chicago, and Adolphus C. Bartlett, vice-president of Hibbard, Spencer, Bartlett & Co., wholesale Hardware merchants, Chicago. Mr. Goshorn, who is also president of the Cincinnati Commercial Club, said: "San Francisco is now the gateway of one of the largest trades within the grasp of the United States, and the Orient holds great possibilities for our country."

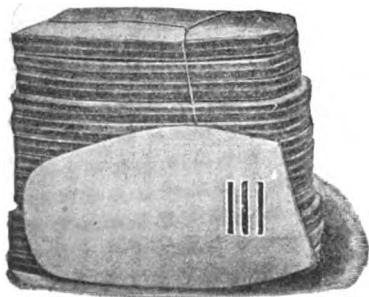
In the long list enumerated by the Board of Trade, of San Francisco, the following two items are all that is mentioned under the head of Hardware: Mark Everson. Oakland, Cal., assets, \$929.78; liabilities, \$3,660; released from attachment in consideration of a transfer of assets; and Dallas & Spangler, Hood River, Ore., liabilities, \$233.69; settlement at 28 per cent.

INDUSTRIAL PRESS ASSOCIATION.

#### American Advertising Matter in Russia.

Consul-General Holloway, under date of St. Petersburg, March 12, 1901, reports that several American exporters, desiring to reach the trade in their respective lines in Russia, ordered catalogues and other advertising matter printed in New York in the Russian language and shipped them to Russia, to be addressed and mailed by agents in Russia; but they were refused admission because they had not complied with the Russian laws governing the censorship of the press,





THREE-BAR LEATHER  
shoe-soles and top-lifts (for heels) are the best.

Write us; we'll give you points.

Baxter Schenkelberger & Co,

350 Congress street, Boston.

which requires that everything printed in the Russian language must receive the approval of the chief of the central committee of foreign censorship before it can be admitted or circulated in Russia.

American exporters who desire to circulate advertising matter printed in the Russian language in Russia must address a petition to His Excellency Count Alexander Mouravieff, chief of the central committee of foreign censorship, describing the character of the publication and its purpose, to which must be attached two copies of the publication for which admission is desired, praying for permission to admit and circulate the same in Russia. To this petition must be attached two Russian revenue stamps of the value of 1.60 rubles (84 cents), preferably two of 80 kopecks (42 cents) each. This petition will be more likely to receive immediate attention if written in the Russian or French language, though the same would be translated and forwarded if sent direct to the United States ambassador or consul-general at St. Petersburg, if accompanied by the amount necessary to purchase the revenue stamps.

Incendiary matter has been circulated in every form in Russia; hence the authorities censor everything that is printed as rigidly as they did a century ago.

"I was reading," said the man in the barber's chair, "of a man who claims he has skinned no less than three thousand coons in the course of his life."

"Lawd!" exclaimed the superintendent of the shoe-polishing department, "what a crap-shooter he must o' been!"—*Indianapolis Press.*

#### Telephone Train Dispatching.

The Northern Pacific Railroad, according to the *Electrical Review*, is the first of the Western railroads to adopt the telephone in place of the telegraph for train dispatching. The plan is to place each station on a division in direct communication with division headquarters, and the several division headquarters by long-distance lines with the general offices. This will enable a large amount of business to be quickly transacted over the 'phone that is now done by mails and telegraphs, which it is expected will facilitate greater dispatch.

"Halloa! Halloa! Is this the gas company's office?"

"Yes; what is it?"

"When do the entries for the next race open?"

"We don't know anything about the races; this is the gas office."

"Correct; but I thought you could tell me."

"Why; what do you want to know for?"

"Oh, nothing particular. I have a gas-meter so fast I would like to enter, that's all."—*Tit-Bits.*

The beautiful girl shivered when I told her that I had never truly loved her.

"But your billings and cooings!" she protested. "Did they mean nothing?"

"Oh, bless you, those were only josh billings!" quoth I, brainily.

I laughed with unfeeling violence, but for all that I could see that I had broken her once happy heart.—*Detroit Journal.*

QUALITY IN EVERY WAY THE BEST

DEWITT SOLVAY LA FRANCE ROSE

**M.S. BENEDICT MFG CO.**  
FACTORY EAST SYRACUSE, N.Y.  
109 WABASH AVE. CHICAGO ILL. 409 BROADWAY N.Y.  
**SILVER PLATED WARE.**

**The "Stephens" Patent Vise**  
THIS VISE, WELL KNOWN  
AS THE  
**"OLD RELIABLE"**  
IS THE BEST QUICK-ACTING VISE MADE  
Send for Catalogue  
**TOWER & LYON, 95 Chambers St., New York**



#### Daus' "Tip Top" Duplicator

100 copies duplicated in black ink from pen.  
50 copies from Typewriter.  
PRICE COMPLETE \$7.50

To introduce we will allow our discount to the trade 33 1/3 per cent. for payment within five days after receipt of goods.

**SENT SUBJECT TO  
TEN DAYS TRIAL.**

SOLE MANUFACTURERS:  
**THE FELIX F. DAUS DUPLICATOR CO.,**  
3 Hanover St., NEW YORK.

# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

### Death of Enos E. Stow.

Enos E. Stow, former president of the Peck, Stow & Wilcox Co., Southington, Conn., died suddenly of heart failure at his home in Southington, April 10th. He was born in Southington, March 18, 1824. He commenced the manufacture of tinners' machines with his father and other associates in 1847. In 1849 the elder son, Orson W. Stow, became a member of the firm, which then became S. Stow & Sons, a general stock company being formed in 1852, known as the S. Stow Mfg. Co. The S. Stow Mfg. Co. in 1870 was consolidated with the Roys & Wilcox Co. and the Peck, Smith Mfg. Co. into the corporation since known as the Peck, Stow & Wilcox Co., with headquarters in Southington, Roswell A. Neal being first president, and successfully acting in that capacity until January, 1887. At the retirement of Mr. Neal, Mr. Stow became president, and so continued until July, 1899, when he was succeeded by the present incumbent, A. R. Treadway, of Cleveland. Mr. Stow was a representative New Englander, commencing with very moderate facilities, and reaching the high position of president of a large manufacturing company, whose capital stock and surplus at the time he was chosen to fill that position aggregated nearly \$2,000,000. He was also president of the

Southington Water Co., a director of the Southington National Bank and of the Aetna Nut Co. Mr. Stow was a prominent member of, and for many years, a deacon in the Plantsville Congregational Church. He was a thorough business man, of a genial and attractive disposition, of the strictest integrity in all his walks in life. By no means partial to an active public life, he still took a warm interest in everything pertaining to the civil and moral advancement of his native town. He was a practical reformer, and in everything tending toward moral advancement he could be relied upon to give every assistance, and endorse the same by any contribution necessary to its successful achievement. He leaves a widow, two daughters and one son. The latter, Frederic E. Stow, is superintendent of the company's edge tool factory.

Hetty (recently engaged)—Oh, mother, you ought not to ask me to make the bread now, the dough gets into the setting of my diamond ring awfully.

Mother—Then why not take the ring off when you begin to make the bread?

Hetty—Mercy! Suppose somebody should come in!—*Boston Transcript.*

## THE O K LAWN TRIMMER.

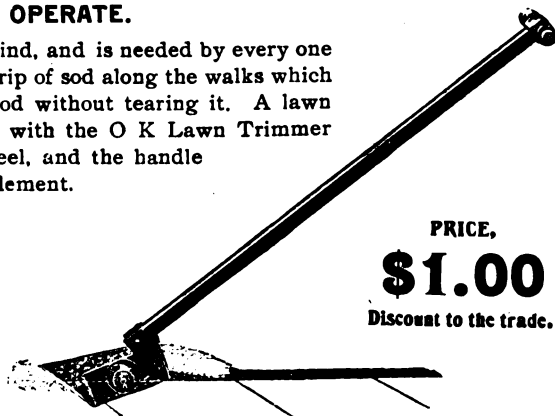
SIMPLE, DURABLE, EASY TO OPERATE.

The O K Lawn Trimmer is the only practical implement of its kind, and is needed by every one who has a Lawn or Stone and Cement Walks. It cuts out a V shaped strip of sod along the walks which can be taken up like a piece of rope, leaving no dirt, as it cuts the sod without tearing it. A lawn requiring several hours hard work by the old method can be trimmed with the O K Lawn Trimmer in a few minutes. The blade, or cutting part, is stamped out of steel, and the handle is of hard wood, making a nice appearing as well as an indestructible implement.

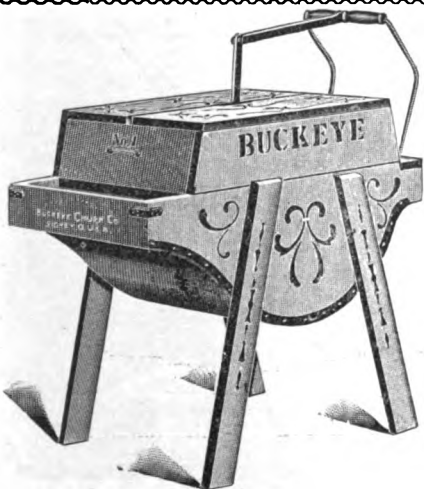
### FOREST CITY STAMPING CO.,

MANUFACTURERS OF

**Sheet Metal Specialties and Dies,**  
General Stamping and Light Manufacturing  
CLEVELAND, OHIO.



PRICE,  
**\$1.00**  
Discount to the trade.



### “BUCKEYE” WASHING MACHINE.

*Easy to Work. . . . .  
Can't Tear the Clothes.*

Simple in construction can't get out of order. Reasonable in price, with good profit to dealer.

GET OUR CATALOGUE.

**BUCKEYE CHURN CO.,**  
SIDNEY, OHIO.

### RESULTS ARE SO SATISFACTORY.

Capewell Horse Nail Co. Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for years to come.



# Coldwell Lawn Mowers

HORSE & HAND POWER

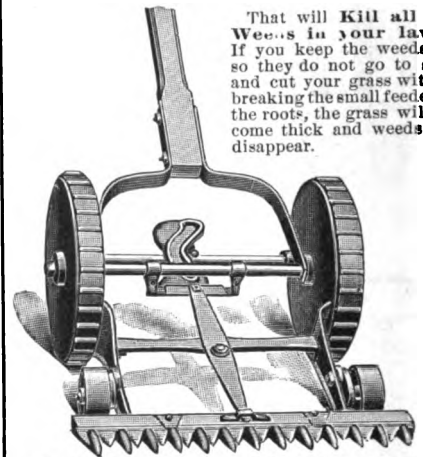


EXCLUSIVELY USED  
N.Y. CITY PARKS  
BUFFALO PARKS  
PARIS EXPO. GARDENS  
PAN AMERICAN EXPO. "

THIS CUT SHOWS OUR  
IMPERIAL MOWER  
WITH ATTACHMENT FOR  
CUTTING DANDELIONS-  
TALL GROWING GRASSES  
AND WEEDS.

COLDWELL · LAWN · MOWER · CO · Newburgh, N. Y.

## THE MOWER



That will Kill all the  
Weeds in your lawns.  
If you keep the weeds cut  
so they do not go to seed,  
and cut your grass without  
breaking the small feeders of  
the roots, the grass will be-  
come thick and weeds will  
disappear.

The CLIPPER will do it. Send for Catalogue and Prices.

CLIPPER LAWN MOWER CO., Norristown, Pa.

## ALUMININE.

The original and patented Aluminum Finish for  
Stoves. Carried by jobbers in all parts of the  
country. Send us your order and we will forward  
to the one nearest you. Manufactured only by

ALUMININE PAINT & POLISH CO..

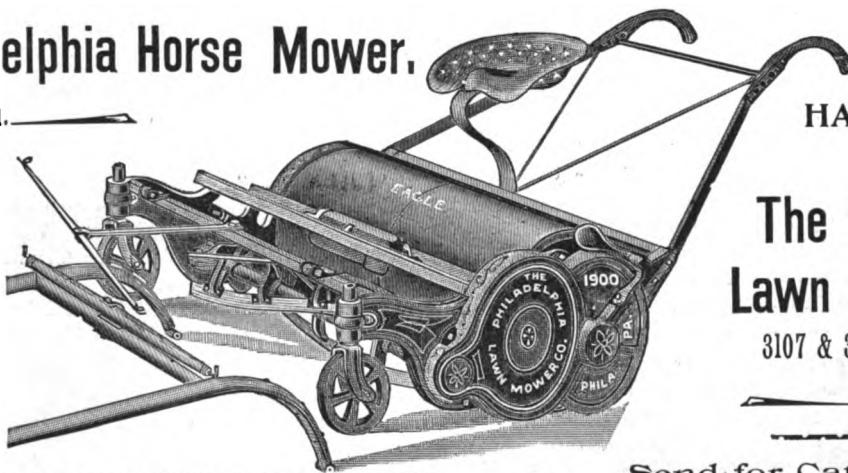
707 W. Lake St., Chicago, Ill.

RUTLAND FIRE-CLAY Co., Rutland, Vt., Eastern Agts.

## Eagle Philadelphia Horse Mower.

Sizes, 30, 35 & 40 in.

1900 PATTERN  
with  
SEAT and  
SHAFTS  
and  
DRAFT POLE  
Complete.



THIS IS ONE OF THE FIVE PATTERNS WE MAKE.

Also  
15 kinds of  
HAND MOWERS

Made by

The Philadelphia  
Lawn Mower Co.,

3107 & 3109 Chestnut St.,

PHILADELPHIA, PA.

Send for Catalogue.

# LAWN MOWERS.

"New Model,"

"New Model High Wheel,"

"Rival,"

"Rival High Wheel,"

"O. K."

"Excelsior Roller,"

"Excelsior Horse,"

"Royal Blue Ball-Bearing."

Write us for Prices and Catalogue for 1901.



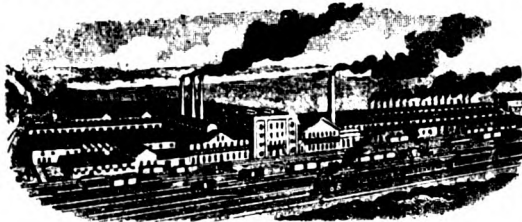
Ghodborn & Goldwell Mfg. Co., Newburgh, N. Y.



UNIONVILLE WORKS ESTABLISHED 1854

A. S. UPSON, Pres't,  
Cleveland, O.  
C. H. GRAHAM, Sec'y,  
Unionville, Conn.  
T. SMITH, Ass't Sec'y,  
New York.  
J. L. VARICK, Treas.,  
New York.

CABLE ADDRESS,  
"CALABASH."



CLEVELAND WORKS ESTABLISHED 1872

# THE UNION NUT & BOLT CO.,

MANUFACTURERS' AGENTS.

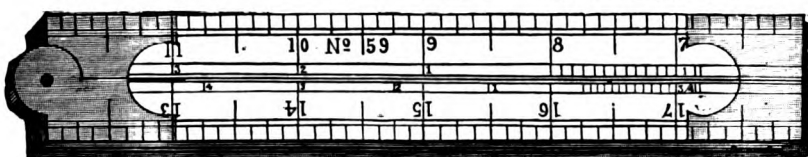
107 Chambers Street,  
and 91 Reade Street,



NEW YORK.

## NUTS, BOLTS AND WASHERS

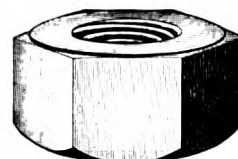
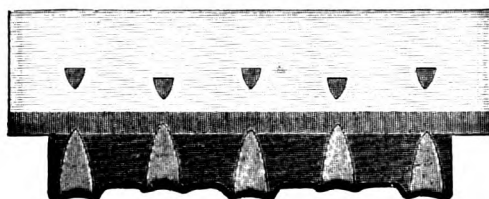
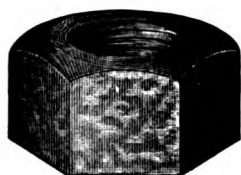
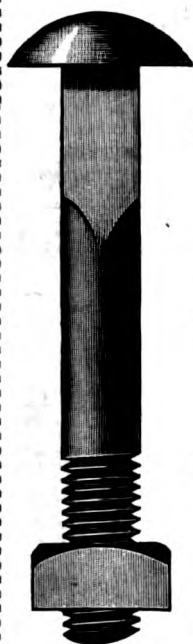
OF  
EVERY  
DESCRIP-  
TION



IN  
GREAT  
VARIETY.

BOXWOOD AND IVORY RULES

STEEL AND MALLEABLE IRON IMPROVED BELT FASTENERS.



STEEL BELT FASTENERS.

THIS OLD WOMAN FINDS, LIKE ALL THE REST,  
FOR ALL PURPOSES, THE NATIONALS ARE BEST.

MARION  
MONARCH  
PERPETUAL

NATIONAL  
SWEEPER  
COMPANY.  
MARION, IND.

WRITE FOR SPECIAL PROPOSITION. IT IS INTERESTING.

NATIONAL SWEEPER

## MERCHANT'S HIGH-GRADE ROOFING PLATES

Made by the Palm Oil Process. No Wasters. Evenly Coated.

The Brands are: "Merchant's Old Method," "Merchant's Roofing,"  
"American Old Style," "Camaret," "Alaska."

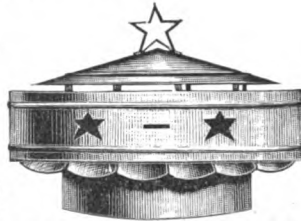
Each Sheet Stamped.

Send for booklet, "How ROOFING TIN (good and bad) IS MADE"

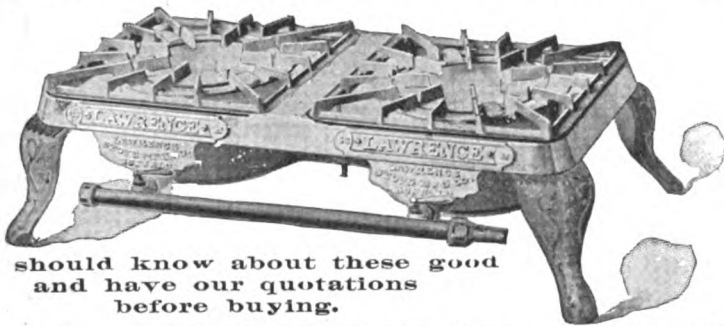
STORM-PROOF **The Star Ventilator** EFFECTIVE

For Ventilating Factories of all kinds, Foundries, Machine Shops, Power Houses, etc.

Philadelphia **MERCHANT & CO., Inc.** Chicago  
New York Sole Manufacturers Brooklyn



## "LAWRENCE" and "SENECA" FRAME STOVES and HOT PLATES



You should know about these good  
and have our quotations  
before buying.

Catalog "H." **LAWRENCE STOVE MFG. CO., BUFFALO, N. Y.**



7 CENTS PER FOOT.

I will be pleased to have you favor me with an order for a sample length, and have you give it a thorough trial before you place your order for this season's hose.

Send for Illustrated Catalogue of Rubber Goods and Fittings.

**J. W. BUCKLEY RUBBER CO., - 69 Warren Street, New York.**

A FIRST-CLASS  $\frac{3}{4}$  inch 3-ply  
**RUBBER HOSE**, wound with  
heavy steel wire, complete with  
brass couplings and bands.  
**I FULLY WARRANT** this  
Hose for the season of 1901 and  
will replace any proving defective.

## "THE WOODS" No. 100 CAN OPENER



Two Can Op-  
ers in One.

The Best not  
the Cheapest!

The Cutters are made from CUTLERY STEEL, finely tempered. The Shank is Drop Forged Cold Rolled Steel, Handsomely Nickel Plated. Hot-Water-Proof Enamelled Handles. Samples 25c. postpaid. Write for Prices to  
**FRANK WHITE, (Manufacturer)** or **THE WOODS, BACON CO.,**  
**76 Park Place, New York, U. S. A.** **127 Duane St., New York, U. S. A.**

## THE F. B. SHUSTER CO.,

Formerly JOHN ADT & SON.

**NEW HAVEN, CONN.**

Manufacturers of

### SPECIAL AUTOMATIC WIRE AND METAL WORKING MACHINERY

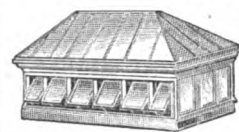
Roll and Rotary Wire Straighteners. Butt Drilling Machinery. Butt Milling Machinery.  
Automatic Wire Straightening and Cutting Machinery. Riveting Machines.  
Foot Presses. Sprue Cutters, Etc., Etc.

WRITE FOR ILLUSTRATED CATALOGUE AND PRICES.



**DRILLS,**  
Complete Line,  
1 to 6 Spindles;  
8 in., 10 in. and 14 in  
Swing.  
**SPECIAL TOOLS,  
FIXTURES,  
MACHINERY AND  
PATTERNS.**  
**D'AMOUR &  
LITLEDAL  
MACHINE CO.,**  
131 Worth St.,  
NEW YORK.

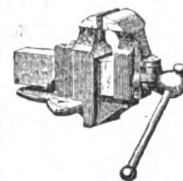
## THE G. DROUVE COMPANY, BRIDGEPORT, CONN.



MANUFACTURERS OF  
**Metal Skylights  
Ventilators,  
Finials,**

**Cornices and Sheet Metal Work**  
of every description. Send for catalogue.

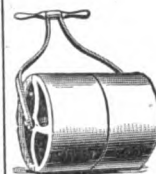
## Howard Iron Works, BUFFALO, N. Y.



Manufacturers of

## BENCH VISES.

Price Lists Sent on Application.



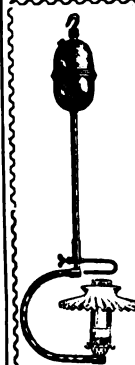
## "APEX"

**Hand and Horse Lawn Rollers,  
Land and Road Rollers.**

Circulars and Prices on application.

**JOHN W. DOUGLASS,**

61 Beekman St., New York City.



## The Peoria Vapor Lamps

Are the oldest and most reliable  
Vapor Lamps on the market.  
Simple in construction, low in  
price, 90 to 100 candle power of  
**PURE WHITE LIGHT**

Approved by the insurance un-  
derwriters. Safe, a child can  
operate them.

**BIG MONEY FOR AGENTS.**

WRITE FOR PRICES TO-DAY.

**Peoria Vapor Lamp Co.,**

418 So. Washington Street,  
PEORIA, ILL.

**DUNBAR BROTHERS**  
**STEEL (OIL TEMPERED) SPRINGS**  
ALL KINDS OF SMALL SPRINGS  
SHEET STEEL STEEL BRASS WIRE  
BRISTOL CONN. P.O. BOX 416



**THE "DISSTON SAW" WILL DO MORE WORK**

WITH LESS EXERTION AND HOLD ITS CUTTING  
EDGE LONGER THAN ANY OTHER BRAND.

**DISSTON SAWS**

Are Fully Warranted

As to  
Material  
and  
Manufacture.

No. 112



Owing to the  
Demand for a  
**SKEW BACK SAW**  
of the superior quality  
and finish of our No. 112  
we have placed on the  
market the  
No. 112.

**HENRY DISSTON & SONS, Inc.,**

Keystone Saw, File, Tool and Steel Works,

**PHILADELPHIA, PENNA.**

**WE HELP YOU SELL IT**

In fact with our working model  
and window cards our

**Automatic Rope  
Attachment**

**SELLS ITSELF.**

**A CLOTHES LINE FASTENER.**—It holds  
the line secure and does away with poles and  
props.

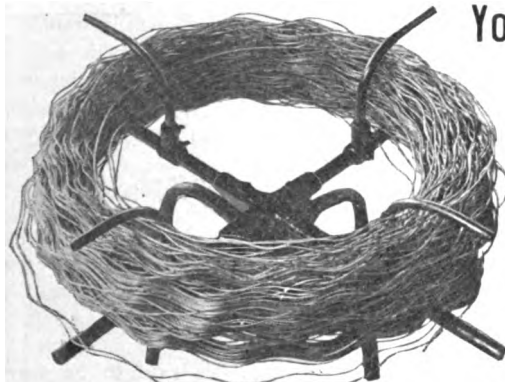
**FOR HAMMOCKS.**—Swings with the ham-  
mock and does not wear the rope like a hook.

**FOR AWNINGS.**—Just what is wanted. Pull  
and let go—it holds all the slack.

Order from your jobber  
or direct from

**THE NEWTON MFG. CO., Erie, Pa.**

Ask for further particulars and prices.



**You Need It In Your Store.**

*It's a Good Seller, too.*

Adjustable; holds any size of coil

**Light and Portable—Strong and Durable.**

Retails at \$1.75. Good discount.

We are in a position to supply the trade  
with **Smooth Wire**, any size, at low  
prices, prompt delivery.

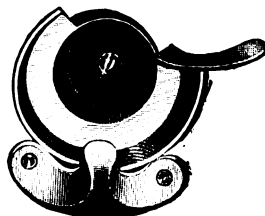
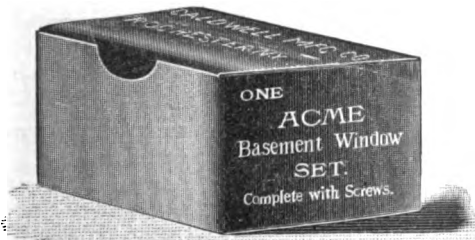
Ask for Catalogue of Field and  
Lawn Fence and Specialties.

**Chain Stay Fence Co.,**

**TOLEDO, OHIO.**

**ACME BASEMENT WINDOW HARDWARE,**

In Sets Complete, with Butts and Screws.  
**SAVE TIME.**



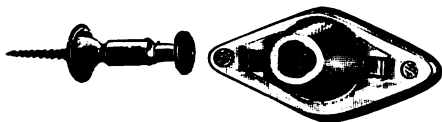
PAT. APPLIED FOR.

A Fastener which binds sash tightly into  
frame, excludes cold air and pre-  
vents rattling.

Write for Circular.

**Caldwell Mfg. Co.,**

4 JONES ST., ROCHESTER, N.Y.



**AN AUTOMATIC CATCH**

To hold sash open. Much easier than Hook and Eye.

**Recent  
Victories!**

At Sea Girt, Aug. 31, Sept. 8,  
1900, Great International Rifle,  
Revolver and Military contests.

**Peters Cartridges and  
King's Semi-Smokeless**

Took all the following prizes

WIMBLEDON CUP, 1000 yards,

SCHUETZEN MATCH,

INTERSTATE MILITARY  
MATCH,

INTERSTATE REGIMENTAL  
TEAM MATCH,

ALT. GOMERS MILITARY  
MATCH.

NEW JERSEY RIFLE  
ASSOCIATION TROPHY  
MATCH,

WINCHESTER MATCH,

REVOLVER RE-ENTRY  
MATCH,

REVOLVER TEAM MATCH;

in fact almost everything  
within sight.

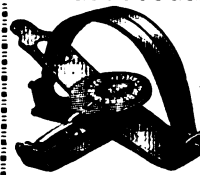


Peters Cartridges are all loaded  
with the famous King's Semi-  
Smokeless.

**THE PETERS CARTRIDGE CO., Cincinnati.**

Eastern Branch, T. H. KELLER, Mgr., 80 Chambers St., N. Y.

Hibbard, Spence, Bartlett & Co., Chicago, Ill.



**Blake Lamb Traps.**

**Lightest and  
Strongest Made.**

For 40 years the favorite  
wherever used. Send for  
catalogue to the

**HAWKINS CO., Successors,**  
Waterbury, Conn.

**PRIEST'S CLIPPERS**



Largest Variety,  
Toilet, Hand, Electric Power

**ARE THE BEST.**

Highest Quality Grooming and  
Sheep-Shearing Machines.

**WE MAKE THEM.**

SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

**One of the Best Mediums Known.**

C. T. Williamson Wire Novelty Co.,  
Newark, N. J. [*Corkscrews*]: To pre-  
sent new goods to the trade we consider  
**HARDWARE** one of the best mediums  
known.

## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### Incorporations, New Stores, etc.

Aiken, S. C.—The Powell Hardware Co. has been chartered, with Robert Powell, president, and others.

Bridgeton, Ind.—P. Smith.

Cohocton, N. Y.—The Cohocton Hardware Co., composed of some of the most substantial business men of that village, have opened a hardware store in the building recently occupied by M. Kimmel & Son, who moved to Wayland.

Davenport, Ia.—A new hardware firm is going into business at 1509 Harrison street. It will be known as Brown & Wright, the former hailing from Le Claire, and the latter being a well-known Davenport.

Deer Lodge, Mont.—The O'Neill Hardware and Plumbing Co. has been incorporated by J. E. O'Neill, B. O'Neill and E. Scharnikow, with head office at Deer Lodge. The capital stock is \$20,000.

Gardner, Mass.—A Rosenberg.

Fond du Lac, Wis.—Articles of incorporation of the Wilkie Hardware Co., capitalized at \$10,000, have been filed at the registrar of deeds office. Oscar J. Kraemer is one of the incorporators, the others being W. Wilkie, J. A. Wilkie, Elizabeth Wilkie and Matie Wilkie.

Fort Worth, Tex.—Mickle-Burgher Hardware Company; capital stock, \$50,000; incorporated by J. J. Mickle and Joe T. Burgher, of Fort Worth, and W. W. Clower, of Quanah, Tex.

La Junta, Col.—La Junta Hardware Co.; capital, \$8,000. Directors, F. A. Brown, A. B. Corbin, Anna E. Corbin.

Livingston, Mont.—Articles of incorporation of the A. W. Miles Co. have been filed by Arthur W. Miles, J. Herman Wolcott and Edward M. Sybert. The company will engage in the manufacture and sale of tinware, stoves and all kinds of hardware. The company is capitalized at \$100,000.

Lyons, N. Y.—Bert Marshall.

Neosho, Mo.—Briggs-Centers Hardware Co.; capital stock, \$30,000; incorporated by J. H. Centers, H. D. Dean.

Port Jervis, N. Y.—W. L. Betts, 25 Front street.

Salem, N. Y.—O. E. Lamb, Philo block.

Saranac Lake, N. Y.—Adirondack Hardware Co.; capital, \$50,000. Directors, M. J. Callahan, of Keeseville; O. L. Starks and J. G. Forest, of Saranac Lake.

The Carborundum Co., capitalized at \$300,000, has decided to increase its capital stock to \$600,000 and to build a brick addition of three stories to its kiln room.

Van Alstyne, Tex.—The Jackson Hardware and Implement Co., capital stock, \$12,000.

### Changes and Improvements.

Albuquerque, N. M.—The Whitney-Goff Hardware Company, composed of W. R. Whitney, president; Clarence D. Goff, vice president, and H. P. Raabe, secretary and treasurer, has been organized, and they have purchased the Donahoe Hardware Company.

Chester, Pa.—Albert Smith, who formerly conducted the hardware store at 1810 West Third street, will again move back to the old stand from the Tenth Ward, where he has been for some time.

Du Bois, Pa.—Negotiations have been concluded whereby the hardware firm of Hibner & Hoover becomes the purchaser of the stock of the Du Bois Hardware Company and also the building occupied by the same. This is one of the largest transfers of mercantile interests that has ever occurred in town, approximating \$45,000.

Fond du Lac, Wis.—The firm of W. Wilkie & Son, hardware dealers, has been succeeded by the Wilkie Hardware Co., Mr. Oscar J. Kremer, who has been in the hardware business for twelve years, being admitted to membership.

Hackettstown, N. J.—A. J. Ayers has associated himself with W. A. Hoffman in the hardware business.

Huntington, Ind.—J. L. Smith, the hardware merchant, is enlarging his storage room on Frederick street so as to accommodate the tin shop which is being moved from the second floor of his main building. Part of the roof is also being raised to form an iron room. The changes are found necessary on account of Mr. Smith's adding heavily to his stock of goods.

Hyde Park, Mass.—E. S. Hill has moved his hardware business from Forest Hills to the Kennedy store on Fairmount avenue.

Lexington, N. C.—The Lexington Hardware Company have decided to enlarge their store by the erection of a large buggy house in the rear of their present store building. Work will be commenced at once.

Milwaukee, Wis.—The Phillip Gross Hardware Company will occupy a large brick addition, which is to be built on the property of Dr. William Jacobs, 126 Grand avenue. The addition, which will be built one story high, will cost \$10,000.

Mt. Airy, Md.—Andrew Baker is building a new hardware store opposite Albert Jones' bank.

Ottawa, Ont.—J. G. Cowan, of Grant Bros., E. E. Wiltzie, Brockville, and W. J. Mather, Vancouver, have bought Henry Living's hardware business, corner Bank and Albert streets.

Palmer, Mass.—Cecil I. Whitcomb, for a number of years with E. A. Buck & Co., has been admitted as a partner in the retail hardware business, and the firm is now Buck & Whitcomb.

Sidney, N. Y.—J. E. Davis has recently purchased the hardware business of Penlebury Bros.

Sioux Falls, S. D.—A business change of some importance was made by the purchase by G. S. Maxwell, Pipestone, Minn., of an interest in the Mullen Hardware Company, of this city, to which he will give his personal attention.

Sykesville, Pa.—Our enterprising hardware merchants, Shaffer & Rupert, have begun breaking ground for a large store room on the corner of Main and Soldier streets. The structure will be brick, and will be occupied by them. Their present rooms are not large enough for their increasing trade.

Williamsport, Pa.—The old-established hardware house of F. H. Keller & Co. will hereafter be known under the firm name of A. W. Lieb & Co., Mr. Lieb having purchased the interest of the late F. H. Keller. Mr. Lieb has been a partner of F. H. Keller & Co. since its formation, in the early '80s.

### Business Embarrassments.

Boston, Mass.—C. E. Chamberlain Co., dealers in hardware, have made an assignment.

Canton, La.—A. P. Orrick, hardware merchant, has made a general assignment. Liabilities, \$6,000; assets, the same.

Columbus, O.—E. D. Hoffman, a hardware dealer at 43 West Broad street, has filed a petition in bankruptcy in the United States Court. The liabilities are given as \$2,240.41, and the assets at \$2,139.03, of which \$1,450 consists of stock in trade.

Memphis, Tenn.—A partnership petition in bankruptcy has been filed in the office of District Clerk Weisinger by Rodgers Bros. & Co., engaged in the hardware business.

Milwaukee, Wis.—William J. Voss, a hardware dealer at 386 Grove street, has gone into bankruptcy, Judge Seaman having appointed Walter J. Luebke as receiver, with bond of \$5,000. The petition filed shows debts of \$12,492.41 and assets of \$8,497.13. Voss claims exemptions of \$509.50. The stock is said to be worth \$5,000.

Wahpeton, N. Dak.—In the bankruptcy court Howry & Allen, hardware merchants of Wahpeton, have been adjudged bankrupts. The members of the firm were Heber H. Howry and Albert D. Allen.

### Fires in Hardware Stores.

Antioch, Ill.—P. P. Ames. Total loss. Bedford, Pa.—Blymyer Hardware Co. Loss, \$10,000.

Bellaire, Mich.—Antrim Hardware Co. Loss, \$8,000; insurance, \$6,500.

Clare, Mich.—A. J. Doherty. Loss \$10,000.

Danville, Ind.—Leachman & Seller. Loss, \$7,000; insurance, \$4,000.

Edon, Ohio—G. M. Swaney & Co.

Lehigh, Ia.—Ross' Hardware store. Loss \$3,000.

Providence, R. I.—Union Hardware Co. Loss, \$60,000; no insurance.

Rutherford, N. J.—L. M. Ball & Co. Insured.

Swayzee, Ind.—J. E. Galbraith.



# WHEN YOU SEE VARNISHES

BEARING THIS LABEL

**You may be sure**

**they are the best made.**

**CARRIAGE VARNISHES,  
RAILWAY VARNISHES,  
PIANO VARNISHES,  
WOOD FINISHES**

VARNISHES AND JAPANS OF ALL GRADES, AND FOR EVERY USE KNOWN.

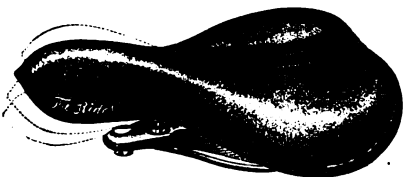
## BERRY BROTHERS LTD.

NEW YORK, 252 PEARL ST., BOSTON, 520 ATLANTIC AVE., BALTIMORE, 22 E. LOMBARD ST.,  
PHILADELPHIA, 26 & 28 N. FOURTH ST., CHICAGO, 15 & 17 LAKE ST., CINCINNATI, 304 MAIN ST.,  
ST. LOUIS, 112 FOURTH ST., SAN FRANCISCO, 12 FRONT ST.

**FACTORY & MAIN OFFICE, DETROIT.**

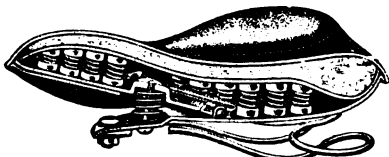
**IF YOU HANDLE VARNISH IT WILL PAY YOU TO DROP US A LINE.**

## "THE RIDER"



The Only Bicycle Seat made that is Absolutely Comfortable and Durable.

In the "Rider" Saddle we have all the objectionable features eliminated. Its unique features are its *upholstered seat* and *adjustable nose*.



"Its Nose is Adjustable, Soft and Flexible," Hence impossible to hurt or injure.

**THE PRICE WILL SURPRISE YOU.**  
Ask about it.

—MADE BY—

**RIDER SADDLE CO.**

194 Grand River Ave.,  
Detroit, Mich., U. S. A.

## MANUFACTURERS

By our co-operative plan of mailing circulars to the Hardware dealers we save you five sixths of your present cost. Some of the largest manufacturers in the country are our patrons. A postal brings full particulars.

We Print and Mail 15,000 Circulars to 15,000 Hardware Dealers for \$35.00

The U. S. MAILING & ADVERTISING CO.,  
CLEVELAND OHIO.

## THE NULITE

750 Candle Power

### ARC ILLUMINATORS

Produce the Finest Artificial Light in the World.

Superior to Electricity or Gas. Cheaper than Kerosene Oil.

NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.

*They are Portable Place them anywhere.*

Table Lamps, Pendants, Wall Lamps, Chandeliers, Street Lamps, etc.

They sell at sight. Big discounts to Hardware men.  
Write for Catalog and Prices.

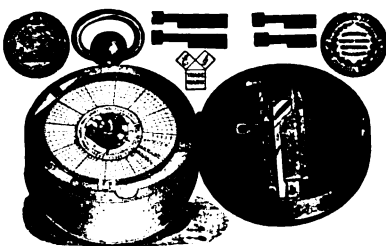
**CHICAGO SOLAR LIGHT CO.** 81 Fifth Ave.,  
CHICAGO.



Indoor.



Outdoor.



**STANDARD OF THE WORLD.** Awarded 13 Medals for PORTABILITY, SECURITY and GENERAL ADAPTATION for purposes intended.

Endorsed by fire underwriters everywhere. Reduces rate of insurance.

Used exclusively U. S. Life Saving Service, Railroads, Mines, Hospitals, Institutions, Banks, Breweries, Express Companies, Refineries, Hotels, Residences, Factories, Stores, etc. Compels the watchman to make systematic visits to every part of your property, and records his exact whereabouts during the entire night.

Write for Catalogue and Special Prices to Dept. C.

**E. IMHAUSER & CO.,** 206 Broadway, New York.



44 N. Seventh St., PHILADELPHIA, PA.,  
March 12th, 1900.

GENTLEMEN:—We have used your ladders for some time and find that they have given us great satisfaction. We will be pleased to duplicate our last order when in need of any scaffolding.

Very truly, JAS. S. WILSON & SON.

For Catalogue and Description, Write to

**MILLER LADDER CO.**

204 Orleans St., Chicago, Ill.

The "Miller" is a radical departure from the conventional style of step ladder. It has an individuality entirely its own which has won for it recognition as the standard ladder in the decorating trades.



## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Incorporations, Etc.

Brooklyn, N. Y.—Wilson Bohannon has been incorporated to manufacture locks, bolts and fastenings; capital, \$40,000. Directors: W. T. Bohannon and E. L. Gwathmey, Brooklyn; Jennie A. Farrar, Kinderhook.

Cincinnati, O.—The Handy Window Shade Adjuster Co. has been incorporated with a capital stock of \$10,000 by A. H. Hoover, John Grimm, Jr., John Galvin, Edward Griume and Maurice L. Galvin.

Chelsea, Mich.—The articles of association of the Glazier Stove Co. have been filed with County Clerk Blum. The capital stock of the corporation is \$300,000. The names of the stockholders are as follows: Frank P. Glazier, Chelsea; Casper E. DePuy, Stockbridge; Mrs. Emily P. Glazier, Mrs. Almira A. Hill, C. LeRay Hill, Egbert G. Hoag, W. J. Knapp, Fred Wedemeyer, all of Chelsea; William W. Wedemeyer, Ann Arbor; Safe C. Stimson, William P. Schenk, Henry I. Stimson, all of Chelsea.

Dover, Del.—The Glen Iron Furnace Company has been incorporated to purchase and otherwise acquire and control the establishment and business known as the Berlin Iron Works. It is a Philadelphia concern and has a capital stock of \$100,000.

Findlay, O.—Pittsburg capital has just become interested in a new venture at Findlay, O. The tube plant of the Heckert-Baltzley Billet Co. has been leased by a company in which Pittsburgers form a prominent part. The members of the company are Edward E. Erickson, an engineer and contractor, and Charles T. Torsell, a steel expert, of Pittsburg; P. T. Courtney, a mechanical engineer, of New Castle, and Col. Newton Adams, a banker, of Findlay. The company will soon be incorporated. The capital is to be \$100,000. The name for the concern has not yet been selected.

Fort Wayne, Ind.—The Fort Wayne Iron Stove Co. has been incorporated. Capital stock, \$15,000. Directors: William E. Mossman, Edward F. Yarnelle, B. Paul Mossman, Henry J. Miller, William A. Diffenderfer and Bernard H. Schele.

Franklin, Pa.—It is expected that the Grant Tool Works will be in operation by June 1. J. J. Grant, president of the company, is now in the East buying new machinery.

Providence, R. I.—Articles of incorporation have been filed with the secretary of state by the American Window Appliance Company. The incorporators are James H. Wallace, Arthur G. Hilton and Leonard B. Wallace, and the capital stock is \$100,000. The company is authorized to buy, sell and trade in all appliances for doors and windows; buy and sell letters patent for

both the United States and foreign countries for improvements on appliances for doors and windows, and to manufacture articles of steel, iron and other metals.

Toronto, Ont.—William A. Rogers (Limited), has been incorporated, capital, \$1,350,000; manufacturers of and dealers in cutlery, silver-plated ware, etc.; James S. Lovell, William Bain and Robert Gowans, Toronto, provisional directors.

Toronto.—Incorporation has been granted by the Ontario government to the Imperial Corundum Co., with an authorized capital of \$1,000,000; head office in Toronto and the following named directors: L. A. Morrison, James Curry, Toronto; Rev. P. S. Merrill, Buffalo; G. A. Sanborn, Kenmore, N. Y., and Aug. J. Hathaway, North Tonawanda, N. Y.

Walden, N. Y.—New York Knife and Razor Co. has been incorporated. Capital, \$1,000,000, and directors: George Ethridge, J. J. Adams and George J. Vestner, of New York City; J. E. Fuller, of Orange, N. J., and T. D. Adams, of New Rochelle.

Woodbury, Conn.—Frederick Suckley, of this place, and Carl Wolf, of Bridgeport, have hired a part of Ford's old shop in the north part of Woodbury and, under the firm name of Wolf & Suckley, are going into the business of manufacturing shears and razors, and manufacture a solid steel shear, rather than one of iron and steel. They also have an invention on shears which they expect to use later on.

### Changes and Improvements.

Beaver Falls, Pa.—The American Axe and Tool Company have made arrangements for increasing the capacity of their plant in this place about 25 per cent., by securing an additional drop hammer for forging axe heads. The new hammer is of the most improved pattern, and it will make the fifth hammer in use for that purpose in the plant.

Detroit, Mich.—A three-story frame building, 90x75 feet, is being added to the Art Stove Co.'s plant, corner of Milwaukee avenue and Russell street. It is so constructed as to retain the yard space and will be used in part for storage purposes.

Meriden, Conn.—Kane & Son have begun work on Miller Bros.' cutlery factory, the new addition that is to replace the building damaged by fire not long ago. The work will be hurried along, as this firm is anxious

Newark, N. J.—The Heller Tool Company will shortly enlarge its machine shop. An extension of sixty feet and two stories high will be built. Some changes will also be made in the location of the office.

Niagara Falls, N. Y.—It is announced that the Norton Emery Wheel Co., of Worcester, Mass., will build a large factory here this spring. A contract has been signed with the Niagara Falls Power Co. for 1,000 electric horsepower.

Northampton, Mass.—A deal has been consummated whereby the E. E. Wood

Cutlery works, of this city, passed into the hands of the William A. Rogers Co., Ltd., of New York. The Rogers Co. now owns the Niagara Falls Silver Plating Co., the Pairpoint works, at New Bedford, and the Rogers & Wood silver plating works. The plant acquired here, it is said, cost them more than \$100,000.

Norwich, Conn.—The Hopkins & Allen Arms Co. has increased its capital from \$100,000 to \$200,000.

Pittsburg, Pa.—The new Pittsburg Shovel Co. is arranging to start operations at the leased plant of the American Sheet Steel Co., at Leechburg, on July 1. Modern equipment is being ordered and the plant will produce about 200 dozen steel shovels daily. The company's capital is \$100,000 and it is officered as follows: W. S. Horner, president; G. S. Phillips, vice president; W. L. Lester, secretary, and L. V. Walsh, treasurer.

Stamford, Conn.—The Yale & Towne Mfg. Co. has plans prepared for the erection of several large brick buildings, as an addition to its already great plant at Stamford, and the Branford branch of the company will be moved to Stamford not later than January 1 next. When the additions have been made, Stamford will have the largest lock factory in the world.

Worcester, Mass.—The Union Hammock Co., located at the corner of Foster and Union streets, has changed its name to that of the Star Hammock Co., as it was found the original name conflicted with that of another company operating in New England. The company has not fairly started as yet, and but one loom is in operation getting out samples. The company includes Charles F. Marston, Charles E. Shepard and E. E. Howard.

### Recent Embarrassments.

Toledo, O.—George S. Schutt, doing business as the Barnard Manufacturing Co., at 123 and 125 Summit street, has assigned to George A. Bassett. The business is a washing machine concern. Bond is given for \$1,000. The assets are \$500. No liabilities are given.

### Recent Fires.

Cadillac, Mich.—Mitchell Bros' handle factory has been burned, entailing a loss estimated at \$65,000; with insurance of \$40,000. It employed 150 persons.

Chattanooga, Tenn.—The plant of the Mountain City stove works, located at East Chattanooga, has been burned this morning, with total loss aggregating \$50,000. The building was a large two-story brick, which is a total wreck. The greatest loss is in pattern and moulding rooms, both of which were destroyed, together with all the patterns. The insurance is \$35,000.

Philadelphia, Pa.—Fire from an unknown origin last night damaged the Stove Fixture Manufacturing Co.'s buildings, at No. 916 Girard avenue, to the extent of \$5,000.

IMPROVED TO PERFECTION.



**The Linke,  
Acorn, and  
Advance  
STONE  
WATER  
PURIFIERS.**

Cleaned in a few  
seconds without  
taking apart. . . .

**The "ACORN"**

Is conceded the best Filter made to screw  
on a faucet

A constant new surface is produced on  
stone and Filter is washed clean  
for every filtration

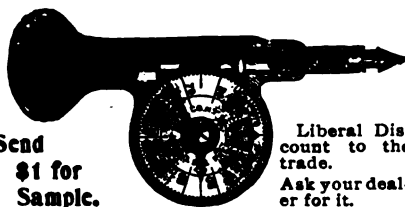
Booklets and Display Cards with all orders.

PATENTEES AND MFRS.,

**T. LINKE & CO.,**  
1559 BROADWAY,  
NEW YORK.

### TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in  
shaft and then for your watch while  
balancing on a ladder. . . . .



Send  
\$1 for  
Sample.

Liberal Dis-  
count to the  
trade.  
Ask your deal-  
er for it.

**The Tabor Revolution Counter,**  
Elizabeth, N. J.

### SOMETHING NEW

**"STANDARD" BALL-BEARING  
PHILADELPHIA CASTERS.**

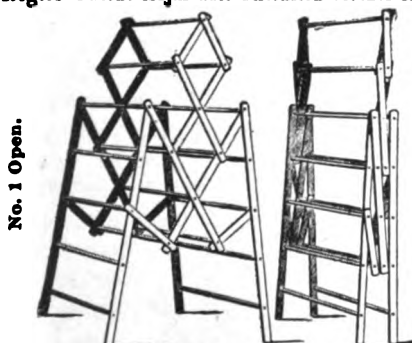
Samples and Catalogue free.

**Standard Caster & Wheel Co.,**

312-326 East 23d St., New York.



### Rogers' Patent Adjustable Extension Clothes Rack.



No. 1 Open.

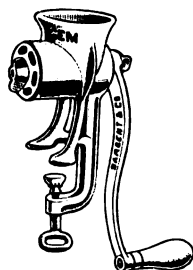
No. 1 Closed.

A QUICK SELLER.

Made of hard or soft wood, with or without oil finish, as  
desired. Hanging surface 50 feet. Write for our Cata-  
logue of Household Specialties. Established 1890.

**ROGERS & SON, Kendallville, INDIANA.**

## It won't chop wood



but you can recommend Sargent's Gem Food  
Chopper to the housekeepers of your city as a  
first class Food Chopper that will lessen the  
drudgery of the kitchen and save them both  
time and money.

### WHAT IT CHOPS...

Raw Meat, Cooked Meat, Vegeta-  
bles of all kinds, Fruit of all kinds,  
Crackers, Bread, Eggs, Cheese,  
Nuts.

### HOW IT CHOPS...

Rapidly, Easily, Coarse or Fine,  
in Uniform Pieces, Without Mash-  
ing, Squeezing, Tearing, Grind-  
ing.

**Don't Fail to Stock Up** on Screen Hardware—now is the time and  
you can order from our 1901 Screen Hardware Catalogue which shows a  
complete line of desirable goods.

**SARGENT & COMPANY,**

New Haven, Conn.

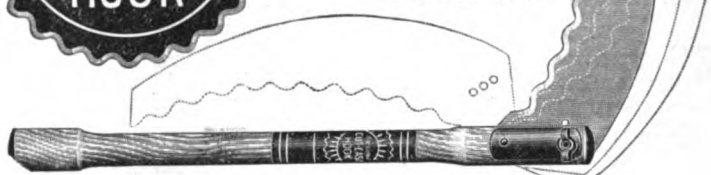
New York.

Philadelphia.

Boston.



DO YOU SEE THAT EDGE?  
IT'S SINOUS.  
IT'S BEVELED.  
IT'S SHARP.



**FOR CORN, TOBACCO, HEDGES, Etc.**

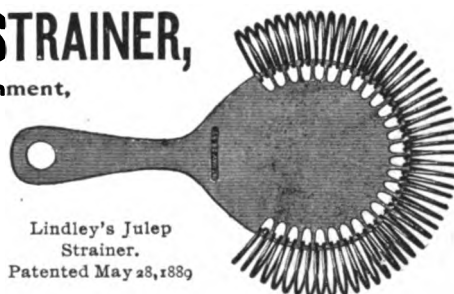
**The Iowa Farming Tool Co.,** ....MAKERS....  
FORT MADISON, IOWA.

## LINDLEY'S JULEP STRAINER,

Adjustable Wire Attachment,

Prevents all foreign matters from passing  
into the glass. Fits any glass. Easily  
cleaned. Nickel silver, special quality sil-  
ver plate. No place, where drinks are  
served, is complete without one. . . . .  
Send for price list. . . . .

Lindley's Julep  
Strainer.  
Patented May 28, 1889



Sample Prepaid, 50 Cents.

**The Holmes & Edwards Silver Co.,** BRIDGEPORT, CONN.

**THE WALLACE BARNES CO.,**  
BRISTOL, CONN., U. S. A.

Manufacturers of

**SMALL SPRINGS**

of every description;

and dealers in

**WIRE and COLD ROLLED  
STEEL.**

ESTABLISHED 1857.

## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Ashtabula, O.—C. L. Scrivens has opened his branch bicycle store at the Harbor, at 153 Bridge street.

Ashtabula, O.—J. Prevost & Son.

Bath, N. Y.—H. G. Curtis.

Brockton, Mass.—M. F. Matthews has leased the store in Bryant block at 222 Main street, and will soon open a sporting goods store.

Brookton, N. Y.—Charles M. Schooly.

Bucyrus, O.—J. U. Galigher, of Zanesville, will open a bicycle stand in the Blair block on the southeast corner of the square.

Caldwell, N. Y.—Elroy Selleck has opened a bicycle repair shop in the old post-office building.

Columbus, O.—The Haskell Golf Ball Co. has been incorporated with a capital stock of \$10,000.

The company will handle sporting goods manufactured by the B. F. Goodrich company. The incorporators are Coburn Haskell, S. Hitchcock, W. M. Duncan, A. J. Sperry and W. B. Whiting, all of Cleveland.

Conneaut, O.—E. Chapman.

Dalton, Mass.—G. J. Reuter.

Dauphin, Pa.—Kinter & Reed.

Denver, Col.—American Bicycle and Supply Company has been incorporated by Thomas F. Burgess, Frederick W. Whiston and John R. Parsons; capital stock, \$10,000; to operate in Denver.

Geneseo, N. Y.—George Teasdale.

Ithaca, N. Y.—Henderson and Rense have opened a bicycle store at the corner of State and Geneva streets.

Lenox, Mass.—Ernest Collins.

Little Rock, Ark.—J. H. Martin Arms Company.

Mansfield, Pa.—Alfred Landon has opened a bicycle repair shop in this borough.

Marysville, O.—Frank L. Denman has opened a repair shop, where special attention will be given to bicycles, sewing machines and musical instruments.

Merchantville, N. J.—John Reagan has opened a bicycle store on Center street.

Norwich, N. Y.—Thomas Manning has opened a bicycle repair shop on East Main street.

Norwich, N. Y.—William Kneppa has opened a bicycle repair and salesroom in the basement of the Hotchkiss block, corner of Henry street.

Penn Yan, N. Y.—Wilkins & Ellis.

Perryville, Me.—Percy Shaw, Marysville, O.

Portland, Me.—Soucy Bicycle Company has been organized for the purpose of manufacturing and selling bicycles with \$200,000 capital stock. The officers are: President, George F. Gould, of Portland; treasurer, Fred K. Daggett, of Malden, Mass.

St. Albans, Vt.—J. C. Wiley.

Tenafly, N. J.—J. W. Clark, of Dumont, has opened a bicycle repair shop in this borough.

Tonawanda, N. Y.—George H. Houck, Delaware street.

Utica, N. Y.—W. H. Brewster, the well-known bicycle dealer, has opened a bicycle store at 251 Bleeker street.

Waverly, Mass.—E. Harlow has started a bicycle repair shop in the rear of Chase's block.

Walton, N. Y.—Ward Thompson.

Waterbury, Vt.—F. E. Williams has rented part of the room occupied by Mr. Edwards, in W. H. Carroll's building and opened a bicycle repair shop.

Westport, Conn.—Lockwood & Ives, of Norwalk, have opened a bicycle repair shop in the rear of H. O. Benedict's Main street barber shop.

West Rutland, Vt.—Harry H. Cummings has opened a bicycle repair shop in the Newton block, on Main street.

Yarmouth, Me.—Willis True.

### Changes and Improvements.

Akron, O.—The India Rubber Co., of this city, has opened a branch in Kansas City, Mo., under the name of the Indian Rubber Tire Co. It has local facilities for putting on the tires made by the Akron Company.

Akron, O.—The Goodyear Tire and Rubber Company has established branch stores in Chicago, Minneapolis and Detroit.

The tires made by the company will be distributed at the points named.

Burlington, Vt.—H. E. Spear & Co. have closed their warerooms for the sale of automobiles on Main street.

Canandaigua, N. Y.—The firm of McKechner & Rush has been dissolved, Mr. Rush buying the stock on hand.

Danbury, Conn.—George F. Allen has purchased the bicycle repair supplies and sundries of A. G. Cole & Co.

Dansville, N. Y.—Harvey J. Thomas succeeds C. J. Fritz, repairing.

Erie, Pa.—Jacob Roth succeeds Koster & Baumeister.

Lancaster, Mass.—Albert O. Scribner has sold out his bicycle business, the purchaser being William Munn.

Liberty, N. Y.—W. J. Gordon succeeds Guy Fisk.

Los Angeles, Cal.—The Christman Motor Carriage Company, of Los Gatos, is preparing to manufacture automobiles.

Middletown, N. Y.—John E. Corwin has purchased the bicycle repair shop of F. A. Tears, on North street.

Monson, Mass.—At the annual meeting of the stockholders of the Standard Fishing Rod Company, held at West Brookfield, it was voted to increase the capital stock from \$25,000 to \$60,000.

New Canaan, Conn.—G. H. Stevens has closed.

Norfolk, Conn.—G. W. Scoville has retired.

Oneida, N. Y.—B. H. Van Horn succeeds Van Horn & Dutton, G. L. Dutton retiring.

Pawtucket, R. I.—A. F. & F. Gray have removed to 250 Main street.

Trenton, N. J.—John Howard, North Broad street, has sold out.

Worcester, Mass.—Alston & Goulding have removed to 36 Foster street.

Worcester, Mass.—A. B. F. Kinney & Co. have removed to 535 Main street.

### Recent Fires.

Cleveland, O.—Gormully & Jeffery, 284 Erie street. Loss, \$30,000.

Scranton, Pa.—John Rawling, 216 Pennsylvania avenue. Loss, \$2,000; partly insured.

### BICYCLES IN THE NETHERLANDS.

Only such American machines as the Cleveland, Rambler, Columbia, etc., are regularly sold. People have no confidence in machines that sell at less than \$40 here.

The trouble with all American bicycles is said to be that (1) the factories are too far away, while American sundries are different from European sundries, the consequence being that dealers have to keep in stock a great number of the former, or their customers must wait until the pieces come from the United States, which often takes six weeks or longer; (2) freights are always very high for small sundries, but this will now be improved by the parcelspost; (3) most American machines are delivered with single-tube tires,

which are not popular here, so that the merchants have to buy double-tube tires at prices ranging from \$8 to \$12, while the manufacturer makes a reduction of only \$5 for the single tubes; (4) American manufacturers prefer sight draft against bill of lading, while European manufacturers give credits of from three to six months, the result being that during last season, more German bicycles were sold here than cheaper American grades.

Chainless machines, as well as bicycles with free wheel, are not popular here.

Bicycles are dutiable at 5 per cent.

FRANK D. HILL, Consul.

AMSTERDAM, March 15, 1901.



## MORROW

COASTER AND BRAKE.

Over **100,000** Sold  
Last Year.

Everyone Giving Satisfactory  
Service.

Make Your Cycle Saleable and  
Desirable by Fitting it with  
the MORROW.

**ECLIPSE MFG. CO., ELMIRA, N. Y.**  
NEW YORK BRANCH:  
105-107 Chambers Street.

### THE SCHWEDILE STAMP CO.,

MANUFACTURERS

Notary, Lodge and Corporation Seals,  
Send for Catalogue. BRIDGEPORT, CONN.

### THE CHAMPION SASH LOCKS

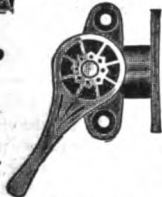
ARE  
UNEQUALLED  
IN  
MERIT,  
QUALITY OF



MATERIAL, AND FINISH.

Made in three sizes and  
all finishes.

Catalogue on Application.



**The Champion Safety Lock Co.,**  
CLEVELAND, OHIO.

### Hardware Dealers, Do You Know

That if you are in need  
of a Self measuring Oil  
Tank, you will save big  
money by purchasing  
the Best, Simplest and  
Cheapest,

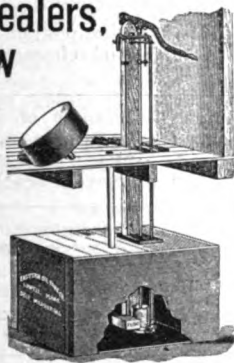
"The Eastern."

Send for catalogue,  
containing price and  
points of merit.

All Outfits War-  
ranted.

**Eastern Oil-Tank Co.**

146 Fletcher St., Lowell, Mass.



The . . .  
"ORIGINAL  
JENNINGS"  
AUGERS and  
AUGER BITS



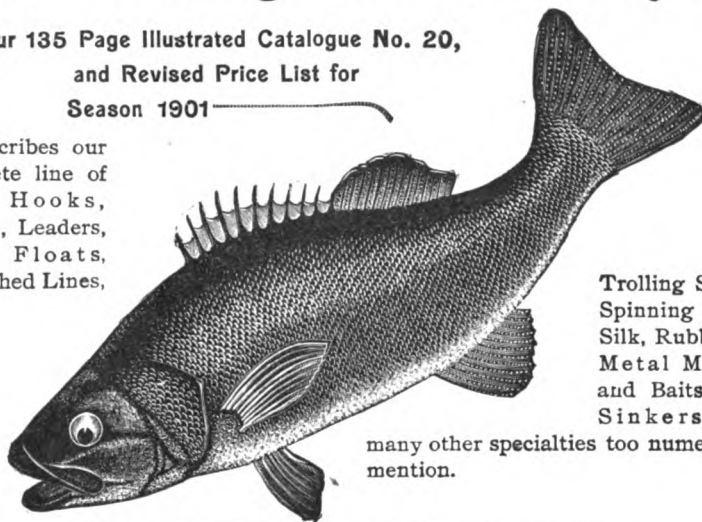
Genuine have  
"Russell Jennings"  
stamped in full  
on the Round of  
each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.  
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

## Mr. Fishing Tackle Buyer!

Our 135 Page Illustrated Catalogue No. 20,  
and Revised Price List for  
Season 1901

Describes our  
complete line of  
Reels, Hooks,  
Flies, Leaders,  
Snells, Floats,  
Furnished Lines,



Trolling Spoons,  
Spinning Baits,  
Silk, Rubber and  
Metal Minnows  
and Baits, Lead  
Sinkers, and

many other specialties too numerous to  
mention.

**THE ENTERPRISE MANUFACTURING CO.,**  
The Largest Manufacturers of Fishing Tackle in the United States.  
**AKRON, OHIO, U. S. A.**

### Columbian 1000-Shot Air Rifle.

Patented  
Oct.  
24, 1893.

CHAMPION  
MODEL.

This Air Rifle possesses advantages over all the Air Rifles now  
on the market. The materials used in its construction are  
the best. The appearance and workmanship is far ahead of  
any other Air Rifle made. It has an adjustable sight it shoots stronger  
and more accurate, less liable than any other to get out of order, all  
parts are interchangeable. We think we have the right to claim this as  
the "Champion" of all Air Rifles. List, per doz., Enameled, \$30.00; Full Nickel, \$42.00.

Write for Discounts to Trade.

**WM. G. SMITH & CO., Mfrs.,** 1429 North 21st St., PHILADELPHIA, PA., U. S. A.



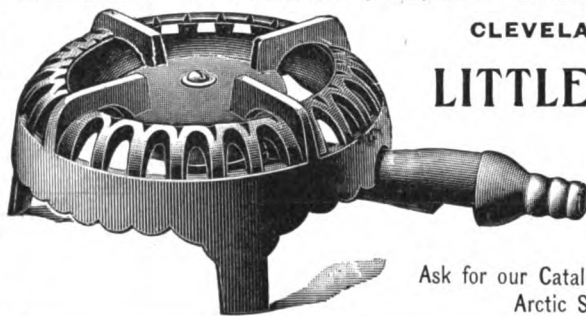
## THE FANNER MFG. CO.,

CLEVELAND, OHIO.

LITTLE GIANT

GAS STOVE.

Plain or Nickel Plated.

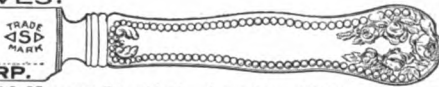


Ask for our Catalogue of Hardware Specialties,  
Arctic Stove Trimmings, &c.

### SOMETHING NEW IN KNIVES.

Smith's Pat. Blade is made of german silver, when  
plated wears indefinitely and the thin strip of  
inserted Steel is ALWAYS SHARP.

Send 32 two-cent stamps to E. H. H. SMITH, 40 Murray St., N.Y., for a Beautiful Sample Knife.

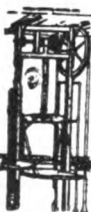


Improved Quick and Easy Ris-  
ing Steam, Electric  
and Hand Power

**ELEVATORS**

Send for Circulars.

**Kimball Bros. Council Bluffs, Ia.**  
No. 1013 Ninth Street.



**500**

**HARDWARE DEALERS**

Handle Our Goods  
At a Profit of 100%.

We make WHITE ENAMELED LETTERS,  
House Numbers, Name Plates,  
ENAMELED STREET SIGNS, Number and  
Door Plates, for Public Institutions,  
Hotels, Boats, Etc.

Free Samples to Prospective Customers.  
Send for Catalogue.

**A. V. TAYLOR & CO., Enamelers,**  
1056 Central Ave., CINCINNATI, OHIO.

GOOD AGENTS WANTED TO SELL



**IRON & WIRE FENCING**  
FOR ALL PURPOSES  
115 S. Senate Ave. Indianapolis, Ind.

ENTERPRISE FOUNDRY  
AND FENCE CO.

**RIVETS and WIRE NAILS.**




**C. C. & E. P. TOWNSEND,**  
New Brighton, Penn.



**The POSITIVE EXPANSION BOLT.**  
**D. C. SEAMAN & CO.,**  
1688 Hutchinson Street, Philadelphia, Pa.  
For Sale by  
NEAL & BRINKER, 18 Warren St., N. Y.  
JOHN NICHOLS CO., 110 Centre St., N. Y.  
SOMERS, FITLER & CLARKE, 323 Water St., Pittsburgh, Pa.  
— SEND FOR PRICE LIST. —

**Prison, House and Stable Work;**



**JOIST HANGERS; LAWN FURNITURE; FENCING, ETC.**

**VAN DORN IRON WORKS CO.,**  
CLEVELAND, OHIO.

**The Bridgeport Mfg. Co.,**  
Admiral Street, Bridgeport, Conn.

**HAYES FILE CO.** Established 1870,  
DETROIT, MICH.




Now in our new plant with greatly increased capacity.  
We manufacture everything in Files.

**ROBERT MURRAY.**  
24 Duane St.,  
New York City.

**General Hardware**

Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.




**J. E. BOLLES IRON AND WIRE WORKS**  
DETROIT, MICH.

Back Railings, Elevator Enclosures and Cars,  
Gills, Electro Bronze Work, Architectural  
and Builders' Iron Work, etc.

Send for Catalogue and mention this paper.

**ADAM'S STEEL & WIRE WORKS,**

Wire Fencing,  
Ornamental Steel Fencing,  
Window Guards,  
Wire Signs,  
Jail Work, etc.



Send for Catalogue.

**W. J. ADAM, JOLIET, ILLINOIS.**

Write us for prices on \_\_\_\_\_

**Roofing Cement,  
Roofing Paint, &c.**

**J. L. PERKINS & CO.,**  
239 Lake Street,  
CHICAGO.

### Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column free of charge. Should not exceed Four Lines.

**ALL OTHER NOTICES, twenty-five cents per line.**

#### Help Wanted.

**SALESMAN WANTED**—Garden hose. Season's commission granted for famous brand which for 20 years has sold itself. Address "FACTORY," P. O. Box 1371, New York. 186

**STORE MANAGER WANTED** with capital. A thorough, up-to-date man to take charge of branch store. A splendid opening in the best section of the West. Should have from \$10,000 to \$25,000 to invest. Correspondence solicited. Address Box 5, Durango, Colo. 187

#### Situations Wanted.

**A FIRST-CLASS ACCOUNTANT**, book-keeper and cashier, understanding matters of finance and office work in every particular, desires to connect himself with some prominent house, or corporation, where integrity and strict attention to business would meet with fair compensation. Address R. D. FIELD, care HARDWARE, 275 Broadway, New York. 142

**BOOKKEEPER AND SIGN WRITER**—Man, 32 years of age, with nine years' practical experience in retail Hardware as clerk and buyer. At double entry bookkeeper and sign writer, wants like position. First class reference. Address S., care HARDWARE, 275 Broadway, New York. 197

**BRASS, COPPER OR METAL LINE**—Charles X. Cordier, manager of the Bridgeport Brass Co., New York, for many years, personally known by the largest buyers of metals in the United States, and of long experience, seeks position as agent or salesman in the brass, copper or metal line. Address Room 1111, 120 Liberty Street, New York. 212

**BUYER, MANAGER OR SALESMAN**.—A gentleman of 38 with a creditable business career of 20 years in Hardware, House Furnishing, Paints, etc., seeks position. Address S. F., care HARDWARE, 275 Broadway, New York. 165

**ENGINEERING SALESMAN** wants to make connection with A1 house, and travel in New York City and State: has good circle of acquaintances and will work for reasonable terms while developing business; good references. Address E. L. I., care HARDWARE, 275 Broadway, New York. 168

#### Situations Wanted.

**EXPERIENCED BOOKKEEPER** is open for engagement. Has knowledge of general office work; also Hardware and Gas business. Address BOOKKEEPER, 55 Dupont Place, Johnstown, Pa. 190

**EXPERIENCED ENGINEER** and estimator in machinery, steam heating and general iron work, and having acquaintance with architects and builders of Greater New York, would like to take position with concern doing structural steel building work, doing outside work, soliciting, superintending, etc., to get more perfect knowledge of estimating, etc. Good references. Small salary only expected at start. Address D EDWARDS, 441 W. 51st Street, New York. 189

**EXPERIENCED HARDWAREMAN** is desirous of finding a concern willing to pay \$2000 a year for the services of a man 32 years of age with 13 years' experience in manufacturing and jobbing Hardware business. Address WHOLESALE, care HARDWARE, 275 Broadway, New York. 141

**EXPERIENCED SALESMAN** desires position with retail Hardware or implement firm. Can furnish good references. Address Box 355, Forest, Ohio. 88

**EXPERIENCED TINSMITH**—Tinsmith of 20 years' experience desires a steady position. Can do furnace and range work, roofing and all inside work of every description; also corrugated iron work. Address B. A. BROOKS, 171 E. 108th Street, New York. 176

**EXPERT ACCOUNTANT**—An accountant of 20 years' experience in the Hardware business as bookkeeper, cashier, office manager and proprietor desires a position with a large firm or company whose integrity and ability would be fairly remunerated; A1 references given. Address G. H. B., care HARDWARE, 275 Broadway, New York. 170

**FOREMAN OR TIMEKEEPER**.—Situation wanted by a man (32) as foreman or timekeeper. A hustler; can handle any kind of help; thoroughly posted on piece work system; 12 years' reference from last place. Address J. H. L., care HARDWARE, 275 Broadway, New York. 200

**HARDWARE AND IMPLEMENT CLERK**.—Position as clerk in Hardware and Implement Store in some Northwestern or Coats State. Would invest some capital in the business if agreeable. Address P. O. Box 142, Madison Square Branch, New York City. 135

**HARDWARE CLERK**—A position by a thoroughly experienced Hardwareman as clerk in a retail Hardware or general store in a good live town. Is desirous of locating permanently if satisfactory. Western town preferred; best of references; twelve years' experience. Address F. H. SICKELS, 15 N. 6th Street, Minneapolis, Minn. 151

## Situations Wanted

**HARDWARE CLERK.**—Situation in retail Hardware store by young married man of 24. Have had seven years' experience, wholesale and retail. Have no bad habits. Am willing to make myself useful anywhere. Can come immediately. Address C. C. C., 1133 Third Street, Fort Madison, Iowa. 157

**HARDWARE CLERK OR SALESMAN.**—A competent Hardware business man, 25 years' experience as buyer and manager in large retail business, understands the builders' line; also plans and specifications; age 40 years; would like the export business or the wholesale branch. Address EXPERIENCE, care HARDWARE, 275 Broadway, New York. 167

**HARDWARE CLERK OR SALESMAN.**—Situation wanted in retail Hardware store. An all-around man; ten years' experience. Address C. E. F., care HARDWARE, 275 Broadway, New York. 191

**HARDWARE SALESMAN OR BUYER.**—Young man desires position as salesman or buyer. Seven years' experience in importing and jobbing Hardware house. First-class reference furnished. Address Y, care HARDWARE, 275 Broadway, New York. 211

**HARDWARE SALESMAN** of 14 years' successful experience, as direct representative for leading manufacturer to jobbers throughout the country, will be open for engagement after June 1. Highest references. Address SALARY, care HARDWARE, 275 Broadway, New York. 199

**HARDWARE TRAVELER.**—Competent Hardwareman with sixteen years' experience as a retail merchant, desires to travel for a good Hardware or Stove house. Pacific Coast preferred. Address O. H., care HARDWARE, 275 Broadway, New York. 149

**MACHINERY SALESMAN.**—Experienced man wants to represent special or general machinery and supplies, to establish New York office, or travel and install. Address EDWARDS, care H. Mfg. Co., 121 Front Street, New York. 193

**MANAGER OR SALESMAN.**—Position as manager or salesman of Hardware store by man of 31 years, having had thorough experience. Address EXPERIENCE, care HARDWARE, 275 Broadway, New York. 202

**OFFICE ASSISTANT.**—Wanted situation by a young man (20) where there is a chance for advancement. Address J. E. K., care HARDWARE, 275 Broadway, New York. 146

**PAINT AND WALL PAPER SALESMAN.**—Situation wanted by a young married man, perfectly familiar with the details of the paint and wall paper trade. Address or call. CHARLES P. LUNDQUIST, 83 Third Street, Brooklyn, N. Y. 208

**PLUMBER, STEAM AND GAS FITTER.**—Plumber, steam and gas fitter desires work in city or country; first class in all its branches, estimating, etc. Neat mechanic; sober, honest; references. Twenty years' experience. Address JAMES E. USHER, 475 E. 115th Street, New York. 184

**SHIPPING CLERK.**—Assistant shipping and stock clerk desires position. Salary \$7 per week. Two years' experience with New York Hardware manufacturer. Honest and reliable. Age 20. Address TOWNE, care HARDWARE, 275 Broadway, New York. 185

**SHIPPING CLERK.**—Young man desires position as shipping and receiving clerk. Four years' experience in shipping general Hardware and machinery. Can furnish A1 references. Address W. E. B., care HARDWARE, 275 Broadway, New York. 192

**STORE MANAGER.**—First-class A1 man, good address, up-to-date ideas, understands cutlery, capable of selling goods at a profit and making money, desires an inside position where his abilities will be of value. Address GOOD INVESTMENT, care HARDWARE, 275 Broadway, New York. 198

**TRAVELING SALESMAN.**—Experienced salesman, who has sold in Virginia, Maryland, and Washington, D. C., over 18 years, is open for a good line on commission. Address BUCHTA, 1427 East Monument Street, Baltimore, Md. 164

**TRAVELING SALESMAN.**—A young man, hustler, sober and reliable, would like to represent some manufacturer or well known jobber of cutlery in the States of North and South Carolina and Georgia. Salary no object. Very best of references. Address ROBERT, P. O. Box 262, Raleigh, N. C. 206

## Side Line Offered.

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address ARGAND VAPOR LAMP Co., Detroit, Mich. 152

**HARDWARE SALESMEN.**—Salesmen traveling through Eastern territory, visiting the Hardware trade to carry as a side line Clark's Gem Flue Stops. The samples are very small and the stops are the best on the market. Good commissions will be paid. Address J. L. CLARK MFG. Co., Rockford, Ill. 207

**HARDWARE SALESMEN.**—Traveling salesmen who visit the retail Hardware trade in Pennsylvania, Ohio, Indiana, Illinois and Missouri, to carry as a side line on commission a staple household article. Salesmen preferred who cover but one State. Address A1, care HARDWARE, 275 Broadway, New York. 213

## Side Line Offered.

**HARDWARE SALESMEN.**—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. Co., Cleveland, Ohio. a

**HARDWARE SALESMEN.**—Good chance for hustling Hardware salesmen to sell our lamps on commission. PEORIA VAPOR LIGHT Co., 413 Washington St., Peoria, Ill. 171

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

**TRAVELING SALESMEN** calling on Hardware trade, wanting a first-class novelty to sell as a side line, should write us at once. An easy seller, weight 14 ounces. Sample can be carried in pocket. Address NEWTON MFG. Co., Erie, Pa. 182

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER MFG. Co., Davenport, Iowa. 145

**TRAVELING SALESMEN.**—Traveling Hardware salesmen to sell as a side line our Rapid Air Rifle and Vest Pocket Hardware Specialties. Address RAPID RIFLE Co., Ltd., Grand Rapids, Mich. 180

**TRAVELING SALESMEN** to sell, as a side line, on commission the American Corn and Fodder Shock Compressor. A good seller. Address J. B. HUGHES, Greensburg, Ind. 174

**TRAVELING SALESMEN**, to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

## Side Line Wanted.

**TRAVELING SALESMAN.**—An experienced traveling salesman covering Ohio, Michigan and Indiana for past ten years, with established trade, jobbing and large retail, would like to add another good line to the two already carried. Address WORKER, care HARDWARE, 275 Broadway, New York. 204

## For Rent.

**NEW YORK CITY OFFICE TO LET.**—Broadway Chambers, 277 Broadway, tenth floor. Single room, 14 x 31 feet. Fine light. \$750. Apply Room 1003. 209

## For Sale.

**A STOCK OF HARDWARE.** Will average about \$5,000. Building, 30 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

**AN UNUSUAL OPPORTUNITY.**—Wholesale, retail stock of Hardware, good will business, located enterprising city, New York State. \$12,000 to \$14,000 consisting Builders' Hardware, Paints, Oils, Glass, Stoves, Ranges, Furnaces. Will be sold at bargain if bought immediately to close out partnership. Address G. M. S., care HARDWARE, 275 Broadway, New York. 172

**HARDWARE BUSINESS.**—On account of other business I offer my dwelling, storeroom and stock, with established retail trade; the only hardware store in the town; the other one was destroyed by fire recently; good chance for a hustler. Write at once for further particulars, Box 58, Center Hall, Pa. 205

## Agency Offered.

**LIVE HARDWAREMEN.**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, 275 Broadway, New York. a

## Agency Wanted.

**ENGLAND**—A responsible and energetic manufacturers' agent, resident in England, seeks agency for American goods. Address JOHN THORPE, 156 Fifth Avenue, New York. 210

**SOUTH AMERICA.**—I am going into the River Plata territory, Buenos Ayres, Rosario and northward in May of this year, and would be glad to correspond with manufacturers who have goods that they want shown in that territory. Address HARRY MCNEAL, Alvordton, Ohio. 203

## Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT Co., Garden City Block, Chicago, Ill. 116





# PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

<b>Adzes—</b>	
House Carpenters, Ogden's	50%
Ship Carpenters	50%
Railroad	50%
<b>Ammunition—</b>	
CAPS, PERCUSSION—\$ 1000—	
U. M. C. Co., trimmed edge	40c
U. M. C. Co., ground edge, heavy	50c
Musket, Waterproof, 1-10's	60c
G. D.	85c
<b>CARTRIDGES—</b>	
Rim Fire Cartridges	50%
Rim Fire Military	15%
Cent. Fire, Pistol and Rifle	25%
Cent. Fire, Military and Sport-	15%
ing	15%
Blank Cartridges, 22 cal.	10%
Blank Cartridges, 32 cal.	10%
Primed Shells and Bullets	15%
B. B. Caps, Round Ball	25%
B. B. Caps, Con. Ball, Swgd	net
<b>PRIMERS—</b>	
Berdan Primers	5%
B. L. Caps (for Sturtevant Shells)	5%
All other Primers	10%
<b>SHELLS—</b>	
First quality, 4, 8, 10 and 12 gauge	25%
First quality, 14, 16 and 20 gauge	30%
New Club, New Rival and Climax	35%
brands, 10 and 12 gauge	35%
Primrose Club	15%
Nitro	15%
High Ball	15%
Smokeless	35%
Acme	35%
Brass Shot Shells, 1st quality	60%
Brass Shot Shells, Club, Rival and	65%
Climax	65%
<b>SHELLS, LOADED—</b>	
"New Club," Black Powder	40%
"New Rival," Black Powder	40%
"Smokeless" Nitro Powder	40%
"Acme," Dense Nitro Powder	40%
"Trap," Nitro Powder	40%
<b>OUN WADS—\$ 1000—</b>	
B. E., 11 up	60
B. E., 9 & 10	70
B. E., 8	80
B. E., 7	80
P. E., 11 up	1.00
P. E., 9 & 10	1.25
P. E., 8	1.25
P. E., 7	1.50
<b>SHOT—</b>	
Tatham Bros., List June 11, 1900: \$ bag	
Drop Shot, sizes smaller than B,	
25-b bags	\$1.35
Drop Shot, sizes smaller than B,	
5-b bags	.35
Drop Shot, B and larger sizes,	
25-b bags	1.60
Drop Shot, B and larger sizes,	
5-b bags	.40
Back Shot, 25-b bags	1.60
Back Shot, 5-b bags	.40
Chilled Shot, 25-b bags	1.60
Chilled Shot, 5-b bags	.40
Dust Shot, 25-b bags	2.10
Dust Shot, 5-b bags	.50
<b>CANISTER POWDER—</b>	
E. I. Du Pont De Nemours & Co.: Each	
In cases of 25 each	
Crystal Grain, Nos. 1, 2, 3 and	
4, in canisters of 1 lb.	\$ .75
Eagle Duck Shooting, Nos. 1, 2	
and 3, in canisters of 1 lb.	.45
Eagle Duck Shooting, Nos. 1, 2	
and 3, in canisters of 1/2 lb.	.80
Eagle Rifle and Superfine Sport-	
ing, in canisters of 1 lb.	.45
Du Pont Rifle, Fg, Ffg and	
FFFg, in canisters of 1 lb.	.25
Du Pont Rifle, Fg, Ffg and	
FFFg, in canisters of 1/2 lb.	.15
Du Pont Rifle, Fg, Ffg and	
FFFg, in canisters of 1/4 lb.	.12
<b>KEG POWDER—</b>	
Eagle Duck Shooting, Nos. 1, 2	
and 3, in kegs, 25 lb.	\$8.00
Eagle Duck Shooting, Nos. 1,	
2 and 3, in kegs, 12 1/2 lb.	4.25
Eagle Duck Shooting, Nos. 1, 2	
and 3, in kegs, 6 1/4 lb.	2.35
Du Pont Rifle, FFFg, Ffg, and	
"Sea Shooting" Fg, in kegs,	\$4.00
25 lb.	
Du Pont Rifle, FFFg, Ffg, and	
"Sea Shooting" Fg, in kegs,	2.25
12 1/2 lb.	
Du Pont Rifle, FFFg, Ffg, and	
"Sea Shooting" Fg, in kegs,	1.25
6 1/4 lb.	
"V. G. P." for Trap Shooting,	
in kegs, 25 lb.	4.00
"V. G. P." for Trap Shooting	
in kegs, 12 1/2 lb.	2.25
"V. G. P." for Trap Shooting,	
in kegs, 6 1/4 lb.	1.25
Choke Bore, Nos. 5 and 7, in	
kegs, 25 lb.	5.00
Choke Bore, Nos. 5 and 7, in	
kegs, 12 1/2 lb.	2.75
Choke Bore, Nos. 5 and 7, in	
kegs, 6 1/4 lb.	1.50
Mealed Powder, in kegs, 25 lb.	4.00
Shipping Powder, F. F. F. F.	
FFFF and FFFFF, in kegs,	2.25
25 lb.	
Mining and Blasting Powder,	
(A), C. F. F. F. F. F. F. F.	2.25
in kegs, 25 lb.	
Mining and Blasting Powder,	
(B), C. F. F. F. F. F. F. F.	1.50
in kegs, 25 lb.	
Du Pont Sporting Powder, for lots	
1000 lb 10% discount:	
Du Pont Smokeless Shotgun	
Powder:	
Kegs, equal in bulk to 25 lb	
Black Powder	22.00
Half kegs, equal in bulk to	
12 1/2 lb Black Powder	11.25
Quarter kegs, equal in bulk to	
6 1/4 lb Black Powder	5.75
Canisters, equal in bulk to	
1 lb Black Powder	1.00
Du Pont Smokeless Rifle	
Powder No. 1, equal in bulk	
to 1 lb Black Powder	1.04
Du Pont Smokeless Rifle	
Powder No. 2, equal in bulk	
to 1 lb Black Powder	1.00
Du Pont U. S. 80 Calibre	
Smokeless Rifle Powder,	1.25
per lb.	
Discounts on application.	
<b>Animal Pokes—</b>	
Iowa Farming Tool Co.: \$ doz.	
Hawkeye	\$3.25
Western	3.75
<b>Anti-Rattlers—</b>	
Fernald, Wire	50%10%
Burton's	50%10%
Gem	60%
Steel Drive	40%
Kohler's	\$ gro.
Invisible, No. 3	\$5.00
Perfect, No. 2	7.00
Bolt Holder, No. 1	9.00
<b>Anvils—</b>	
American "Horse-Shoe"	94c
Armstrong's Horse Hole	94c
Cincinnati	25%10%
Eagle Anvil, \$ lb 9c	15%15%5%
Hay Budden, Wrought	88c
Peter Wright's	94%10%4c
Samson	40%10%
Trenton	9c
<b>ANVIL AND VISE COMBINED—</b>	
Cheney Anvil and Vise	40%
Holt's	40%40%10%
Millers Falls (with drill)	18.00
<b>Augers and Bits—</b>	
Boring Machine	70%
Com. Auger Bits	60%10%10%70%
Forstner Pat. Bits	25%
C. E. Jennings & Co.:	
Double Spur pattern car, No. 30	50%
Nobles Double Spur, No. 32	50%10%
No. 10 Extension Lip	40%
No. 10 Extension Lip Car Bit	40%
Car Bits, No. 10	40%
Car Bits, No. 30	50%
Ring Augers	70%
Jennings' Pattern	50%10%
Snell's Auger and Car Bits	60%
Swan's:	
Jennings' Pattern Auger Bits,	50%50%10%
Jennings' Pattern Car	4%
Jennings' Pattern Machine	25%
Russell Jennings' Augers and Bits	25%10%21%

## HOLLOW AUGERS—

Amer	25%10%
Bonney's Adjustable, No. 4	\$24.00
Cincinnati Nos. 1, 2 and 3	25%10%
Douglass'	25%10%
Ives	25%10%
Millers Falls, Goodell	15%7%
Swan's	50%
Universal, each	\$4.50

## EXPANSIVE BITS—

C. E. Jennings & Co.	33%
Clark's small	50%10%
Clark's large	50%10%
Ives' Model, \$ doz.	\$60
Swan's	50%10%

## DOUBLE CUT GIMLET BITS—

Common	40%10%50%
Mayhew's Diamond \$ doz.	\$1.25
Swan's	40%
C. E. Jennings & Co.	45%
Ladd's	60%10%
Mayhew's	40%10%
Snell's	40%10%
Snell's Bell Hangers	50%

## BIT STOCK DRILLS—

Cincinnati Tool Co., for wood, 40%10%	
for metal, 60%	
Cleveland Wood Bits for Brace	50%10%
Detroit	60%
K. & F.	60%10%
Morse	50%10%
Swan's, for wood	40%10%
Syracuse, for wood	40%

## TWIST DRILLS—

Cleveland	60%10%
K. & F. Straight Shank	60%10%
Morse Straight Shank	50%10%
New Process	60%10%
Standard	60%10%
Standard Oil Tube Drills	15%
Syracuse	60%10%
W. & B. Diamond	60%50%60%10%
W. & B. Universal Self-Oiling	10%

## SHIP AUGERS AND BITS—

L'Hommiedieu's	15%15%10%
Snell's	3%10%
Watrous'	33%

## Awl and Auger Handles—

See Handles	
<b>Awls—</b>	
Handled Brad	40%10%
Handled Scratch	40%10%
Patent Peg	50%
Sewing, Com.	88c@1.00
Shouldered Peg	50%
Shouldered Brad	50%
Socke's Scratch \$ d z	\$1.00
Stanley Rule & Level	
Handled Brad	30%10%
Patent Pegging	50%50%10%

## Awl and Tool Sets—

Aiken's Awls and Tools:	
No. 10, \$ doz.	\$7.50; No. 20, \$ doz.
No. 10	60%
Brad Sets:	
No. 43, \$10.50; No. 45, \$12.50	70%
Fray's Adj. Tool Hds., Nos. 1, \$12;	
2, \$18; 3, \$12; 4, \$9; 5, \$7	50%
Ice Awls	50%
Millers Falls Adj. Tool Holders:	
Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18	15%15%10%
C. E. Jennings & Co.'s Adjustable	
Tool Handles	33%
Stanley's Excelsior, No. 1, \$7.50;	
No. 2, \$4.00; No. 3, \$3.50	30%10%

## Axes—

First quality, best brands	\$6.50@7.00
First quality, other brands	6.00@6.50
Beveled, add 25c. \$ doz.	

## HATCHETS—

Hunt's, Underhill's or Blood's	40%10%
Peck's:	
Champion Blade	45%
Empire Brand	50%10%
D. Simmons & Co.:	
Broad	
Shingling and Claw	50%5%
Lath, Hunters', etc.	
M. C. Ogden's:	
Broad	40%10%
Shingling, Claw, etc.	40%10%
Handled Axes	40%
Boys	50%

## Axle Grease—

Dixons' "Everlasting":	
1-lb box	15
2-lb box	25
10-lb pail	\$1.20
25-lb keg	2.75
50-lb keg	5.00

## Balances—

Chatillon's:	
Light, Class A	40%10%
Circular Balances, Class C	50%
Ice Balances, Class B	50%
Straight Balances, Class A1 and A2	40%
Large Dial, Class D	30%

## Balances, Sash—

Pullman's	50%10%60%
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## Barn Door Hangers—

See Hangers.

## Barrel Drainers—

National	30%
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## Beef Shavers—

Enterprise:	
Japanned, each, \$7.50	25%30%
Tinned, each, \$9.00	25%30%

## Bells—

### HAND—

Extra Heavy Brass	60%60%10%
Light Brass	60%10%
Pure Bell Metal	55%
Globe (Cone's Patent)	35%
Silver Chime	35%
White Metal	55%5%

### door—

Trip, Gem	40%
Alarm, Abbe's	40%
Alarm, Yankee	50%
Gong, Abbe's	40%
Gong, Yankee	50%
Lever, R. & E. Mfg. Co.'s	50%10%
Multi-Stroke	40%
New Departure	45%50%

### cow—

Common Wrought	75%
Kentucky	70%70%10%
Kentucky, Sargent's List	70%
Texas Star	50%
Western, Sargent's List	70%

## Bellows—

Blacksmiths'	60%10%70%
Hand	25%10%
Moulders'	25%10%

## Belting, Rubber—

Boston Belting Co.:	
"Boston"	50%
"Imperial," seamless, stitched	40%
Cleveland Rubber Co.:	
Buckeye	60%10%
Shield High Grade	50%10%
War. 2 XL	40%
Common Standard	75%10%
Extra	60%10%5%
N. J. Car Spring & Rubber Co.:	
Extra Para	40%10%
Reliable	50%10%
Staple	60%10%
Standard	70%10%

## Bench Stops—

Cincinnati	25%10%
Morrill's No. 1, \$10.00 per doz.; No.	
2, \$11.00	40%10%
Seymour Smith & Sons	25%10%
Terrell's Nos. 1 and 2, \$3.00; No. 3,	
\$3.00 @ doz.	25%
Miller's Falls	15%10%
Weston's	40%

## Bicycle Material—

The Beckley-Ralston Co., Chicago, Ill.:	
<b>BELLS—</b>	
The Electro, 1 1/4 inch, Electric	Price \$ Doz.
Stroke	\$1.25
The Allen Rotary Tire	8.75
The Mossberg No. 1 Chime-Tire	
Bell	6.00
The Mossberg No. 2 Chime-Tire	
Bell	4.00
The Mossberg No. 10 Cuckoo	
Bell, 2 1/4 inch	3.95
The Mossberg No. 12 Electric	
Stroke, 2 1/4 inch	5.25
No. 211, Bristol, 1 1/4 inch	1.50
No. 212, Bristol, 2 inch	1.75
No. 111, Bristol, 1 1/4 inch	1.35
No. 112, Bristol, 2 inch	1.60
No. E.3, New Departure, 3/4 inch,	
Electric Stroke	5.00
No. E.5, New Departure, 3/4 inch,	
Electric Stroke	4.50
No. E.7, New Departure, 2 inch,	
Electric Stroke	8.00
No. E.9, New Departure, 1 1/4 inch,	
Electric Stroke	2.50
No. 1017, New Departure, Flag	
Top, 2 inch, Electric Stroke	8.75
No. E.7 1/4, New Departure, 2	
inch, Electric Stroke	2.65
No. E.9 1/4, New Departure, 1 1/4	
inch, Electric Stroke	2.20
No. 1015, New Departure, Flag	
Top, 2 inch, Electric stroke	5.00
No. R.5, New Departure, 2 1/4	
inch, Electric Stroke	5.25
No. T.9, New Departure Chime-	
Tire Bell	4.30
No. 415, New Departure Push	
Button Bell, 2 inch	4.00
No. 311 P, New Departure Push	
Bell, 1 1/4 inch	2.00
No. 1046, New Departure, 2 inch,	
Electric Stroke	3.75
Handsome Emerald Jewel in Center.	
No. 1076, New Departure, 2 inch,	
Electric Stroke. Ruby Jeweled	
Turtle and Embossed Serpent	
design	3.75
No. 1136, New Departure, 2 inch,	
Electric Stroke. Golf and	
Thistle design, embossed and	
enameled	3.50

Blow Torches. The Imperial	Price Each.
Gasoline.....	\$2.25
Blow Torches. The Queen	Price Each.
Gasoline.....	2.25
Brazing Brushes; best steel wire	Price Each.
Brazing Compound—Superior.....	.28
Brazing Compound—Fluxine.....	.28
BICYCLE STANDS AND HOLDERS—	
Diamond Folding.....	Price Doz.
Haubs' Wire.....	\$2.75
Eurekas for 5 machines with	Price Each.
out signboard.....	\$1.25
Eurekas for 7 machines, with-	Price Each.
out signboard.....	1.50
Extra for signboard.....	.60
No. 5, Extension, with casters.....	Price Each.
Model D Wall Rack, japanned.....	\$1.60
Model B Wall Rack, japanned.....	2.70
BUFFERS—HANDLE BAR—	
No. 1, Style M. & W.....	Price Doz.
No. 2, Style M. & W.....	.50
Breast Drills, Goodell's, No. 6.....	2.75
CALIPERS—	
Stevens', inside or outside:	Price Each.
3 inch length.....	.35
4 inch length.....	.45
5 inch length.....	.50
6 inch length.....	.60
CARBIDE—	
For all Gas Lamps; best quality	Price Can.
only, in 2 lb cans.....	\$ .17
CEMENT—	
Eclipse, hard, 1 lb cakes.....	Price Each.
Eclipse, 1/2x2 1/2 tubes, rim or rub.....	.15
Eclipse, 3/4x3 1/2 tubes, rim or rub.....	.20
Eclipse, 1x4 tubes, rim or rub.....	.25
Eclipse, 1x4 tubes, rim or rub.....	.35
Eclipse, 1x6 tubes, rim or rub.....	.45
Eclipse, 1 pt. cans, rim or rub.....	1.90
Eclipse, 1 qt. cans, rim or rub.....	Each.
Eclipse, 1 gal. cans, rim or rub.....	1.00
Morgan & Wright small tubs.....	Price Doz.
Wood rim or rubber.....	.30
CARRIERS—	
Lamson No. 1.....	Price Doz.
Lamson No. 4 S.....	\$4.50
Lamson No. 4 D.....	7.75
Kalamazoo No. 10.....	9.50
Dexter No. 1.....	4.75
CHAINS—	
Baldwin, Pattern A, 3-16 or 1/4	Price Each.
inch, 5 ft. long.....	\$ .60
Baldwin, Pattern P, 3-16 or 1/4	Price Each.
inch, 5 ft. long.....	1.25
Morse Roller, 3-16 or 1/4 inch, 5	Price Each.
ft. long.....	2.00
Crown Regular, No. 7, 3-16 or 1/4	Price Each.
inch, 5 ft. long.....	.40
Watch Fobs, made of Bicycle	Price Each.
Chain.....	.15
CHAIN LUBRICANT—	
Holdfast in tin cans.....	Price Doz.
Pacemaker, brush top.....	.30
Dixon's No. 691.....	.50
M. & W. Slippery Stuff.....	.25
CONES—	
Hub Cones, ass'd sizes & threads.....	Price Doz.
B. & R. Adjustable Cones, all	Price Doz.
threads in stock.....	1.00
Nelson Adjustable Cones, all	Price Doz.
threads in stock.....	2.40
CRANKS—	
Round, Nickel Plated, 6, 6 1/2, 7 in.....	Price Pair.
CUPS FOR BEARINGS—	Price Each.
For Hangers.....	.10
For Hubs.....	.05
CYCLOMETERS—	
Veeder, 28 in. regular.....	Price Doz.
New Departure, for front hub.....	\$6.75
20th Century, regulars.....	5.75
CRANK KEYS—	
5-16, 11-32 and 3/4 in. sizes slatted.....	Price Pair.
ENAMEL—	Price Doz.
1/4 pt. cans, air drying, all colors.....	.75c
ENAMEL BRUSHES FLAT	
CAMELS HAIR—	Price Doz.
3/4 inch wide.....	.85
1/2 inch wide.....	1.00
3/4 inch wide.....	1.15
1/2 inch wide.....	1.35
FRAME CLAMPS—	
For attaching saddle to top bar of	Price Each.
frame.....	.25
Sidway, 1 1/2 and 1 3/4 inch.....	.30
Chalfont, 1, 1 1/2 and 1 3/4 inch.....	.30
GRIPS—	
Nickel-Tip Corkaline, 3/4, 13-16	Price Pair.
and 3/4.....	.06
Composition-Tip Corkaline, all	Price Pair.
sizes and colors.....	.07
Wood-Tip Leather, all regular	Price Pair.
sizes.....	.08
Nickel-Tip Leather, all regular	Price Pair.
sizes.....	.12
GUARDS & GUARD FITTINGS—	
Regular 3/8 inch rear wheel guard,	Price Each.
natural or stained, drilled and	Price Each.
cycled.....	\$ .15
Regular chain guards to match	Price Each.
above.....	.10
Complete sets of fittings for at-	Price Each.
taching above.....	.20

HANDLE BARS—	
Regular Drop or Upcurveless	Price Each.
Grips.....	\$ .40
Perfection Adjustable, with ex-	Price Each.
pander.....	.60
Perfection Adjustable Exten-	Price Each.
sion, with expander.....	.85
Sanger Adjustable, with ex-	Price Each.
pander.....	.75
Kelly Adjustable, with ex-	Price Each.
pander.....	1.15
Kelly Adjustable, plain stem.....	1.05
Hussey Adjustable, plain or ex-	Price Each.
pander stem.....	1.25
HEAD CUPS AND CONES, N. P.	
C. & M., stamped with clamp,	Price Pair.
1 3/4 and 1 1/4 heads.....	\$ .30
W. & E., turned, with clamp, 1 3/4	Price Pair.
and 1 1/4 heads.....	.55
HUBS—	
1901 Crown, all size sprockets.....	Price Pair.
1901 Harris, all size sprockets.....	\$1.25
1901 W. & E. Racing.....	1.00
Thor Standard.....	2.00
Thor Special.....	2.65
New Departure Coaster Hub.....	
Morrow Coaster Hub.....	Price Each.
IRON PUTTY—	Price Each.
For filling all cracks, bakes like	Price Doz.
a rock.....	.25
LAMPS, GAS—	
The 1901 Eclipse, our leader,	Price Each.
none better at any price.....	\$1.00
The 1901 Solar, is always reliable.....	1.85
The 1901 20th Century.....	1.85
LAMPS, OIL—	
Lightweight.....	Price Each.
Searchlight.....	.60
20th Century.....	1.75
LAMP PARTS—	
For all Gas Lamps. We carry a	Price Each.
full line of repairs at less than	Price Each.
factory prices.....	.65
LAMP BRACKETS—	
Axle Pattern.....	Price Doz.
Fork Pattern.....	\$ .15
Head Pattern, all sizes.....	.65
NIPPLE GRIPS—	
Perfect, oldest and best. Price	Price Each.
each for small size.....	\$ .30
Victor, oldest and best. Price	Price Each.
per doz. on display card.....	1.00
OIL—	
Penno, solid lubricant, 1/4 lb cans.....	Price Doz.
Penno Oil, 2 oz. bottles.....	.50
Three in One Oil, 8 oz. bottles.....	.35
OIL CANS—	
No. 1, for tool bag use.....	Price Doz.
Shop, with long spout.....	.35
N. P. NUTS—	Price Doz.
All sizes for Hubs and Saddles.....	\$ .25
PATCHING RUBBER—	
Vim, in 1/4 lb roll.....	Price Roll.
PEDALS—	Price Pair.
Syracuse Rat Trap.....	\$ .55
Syracuse Rubber.....	.65
Bridgeport Rat Trap.....	.45
Niagara Rat Trap.....	.40
Record No. 5 Rat Trap.....	.55
Genesee Rat Trap.....	.45
Add 10c. per pair when rubbers are	Price Pair.
wanted on Rat Trap pedals.....	
Binder Twine—	
White Sisal, 500 ft. to lb.....	8c
Standard, 500 ft. to lb.....	9c
Manila, 600 ft. to lb.....	10c
Pure Manila, 650 ft. to lb.....	11c
Bit Holders—	
Angular.....	Price Each.
Extension.....	.45c
Barber's, per doz.....	\$15.00
Ives', per doz.....	\$20.00
Bit Stock Drills—	
See Augers and Bits.....	
Blind Adjusters—	
Domestic, per doz.....	Price Doz.
Excelsior, per doz.....	\$3.00
North's.....	\$10.00
Zimmerman's.....	50c
Blind Fastenings and Tenons—	
Austin & Eddy, per gro. sets.....	Price Doz.
Forhan's Improved Star Tenon	Price Doz.
per gro.....	\$1.00
Holt's Tenons.....	.70c
Merriman's Brass Lever per gr.....	\$15.00
Merriman's Iron Lever per gr.....	9.00
Millers Falls per set.....	\$1.00
Security Gravity per gr.....	.15c
Washburne's Plate per gr.....	\$9.00
Zimmerman's.....	9.00
Blind Hinges—	
See Hinges.....	
Blocks—	
Chisholm & Moore Crane Load Blocks	Price Doz.
Cleveland Block Co. Steel.....	15c
Eddy's.....	60c
Hart's Steel.....	60c
Iron Strapped.....	60c
Rope Strapped.....	60c
L. V. Sheaves.....	60c

Lanes:	
Junior, Self Sustaining.....	30c
Pat. Automatic.....	30c
Perfect Safety.....	30c
Stowell, Novelty Block.....	50c
Regular Iron Strapped Blocks	Price Doz.
60x10x10.....	70c
Bolts—	
DOOR AND SHUTTER—	
Cast Iron Barrel, Square, & C.....	Price Doz.
Cast Iron Chain.....	50c
Cast Iron Shutter Bolts.....	45c
Ives' Patent Door Bolts.....	60c
Wrought Barrel.....	60c
Wrought Square.....	60c
Wrought Shutter, Standard list.....	40c
Wrt Sunk Flush, Sargent's list.....	50c
Wrt Sunk Flush, Stanley's list.....	45c
Wrt B. K. Flush, Com'n, Stanley's	Price Doz.
list.....	50c
Wrought Spring, Sargent's.....	75c
CARRIAGE, MACHINE, & C.—	
Bolt Ends.....	Price Doz.
Machine.....	70c
Carriage, Common.....	70c
Norway Iron, list Oct. '84.....	75c
Phila., Eagle, list June 1, '99.....	80c
Sleigh Shoe.....	60c
TIRE—	
American Screw Co.:	Price Doz.
Bay State, Phila., list Dec. 28, '99.....	70c
Bay State, Finited.....	70c
Eagle Phila., list Feb. 26, '96.....	77 1/2c
Norway, Phila., list Feb. 26, '96.....	75c
Common, list Dec. 28, '99.....	70c
Norway, Phila.....	75c
R. B. & W. Norway.....	75c
STOVE AND FLOW—	
Plow.....	Price Doz.
Stove, list Dec. 28, '99.....	60c
MISCELLANEOUS—	
Sink.....	Price Doz.
Bone Mills.....	Price Doz.
Enterprise.....	25c
Stearns.....	40c
Borers, Bung.	
Enterprise.....	Price Doz.
Each.....	\$1.25
Nos.....	1 2 8
C. E. Jennings & Co.:	
No. 6.....	40c
No. 10.....	25c
Borers, Tap—	
Common Ring.....	Price Doz.
Enterprise.....	20c
Ives.....	25c
Boring Machines—	
WITHOUT AUGERS—	
Upright.....	Price Doz.
Douglass'.....	\$3.75
Jennings'.....	8.00
Millers Falls.....	7.50
Snell's, Rice's Pat.....	2.75
Bow Pins—	
Hotchkiss.....	Price Doz.
Boxes, Mail.....	60c
Heller's.....	40c
Box Strapping—	
Cary's "Universal," in case lots,	Price Doz.
20x10x20.....	20c
Braces—	
Barbers'.....	Price Doz.
Barbers' Ratchet.....	50c
Common Ball American.....	60c
Ives'.....	60c
Barbers'.....	60c
Barbers' Ratchet.....	60c
New Haven Novelty.....	70c
New Haven Ratchet.....	60c
Spofford.....	60c
C. E. Jennings & Co.:	Price Doz.
No. 108x114 1/2.....	50c
No. 208 1/2x214 1/2.....	50c
Lancaster Mach. & Knife Works.....	40c
Peck's (P. S. & W. Co.).....	50c
Gen. Spofford's.....	50c
Bracket Saw Frames—	
Millers Falls Co.....	Price Doz.
Bracket Sets—	Price Doz.
Millers Falls Co.....	33 1/2c
Box Hooks, Openers and Scrap-	
ers—	Price Doz.
Humason & Beckley's.....	60c
Bright Wire Goods—	
Standard. New list.....	80c

Bull Rings—	
Humason, Beckley & Co.'s.....	Price Doz.
Peck, Stow & Wilcox Co.'s.....	90c
Sargent's.....	60c
Seymour Smith & Sons.....	60c
Bull Punches—	
Humason & Beckley's.....	Price Doz.
Bush Hooks—	
See Hooks.....	
Butcher's Cleavers—	
Bradley's.....	Price Doz.
Beatty's.....	25c
Foster Bros. Flat Hds.....	40c
Foster Bros. Round Hds.....	30c
Lancaster Mach. & Knife Wks.....	39 1/2c
& I. J. White.....	40c
New Haven Edge Tool Co.'s.....	25c
P. S. & W.....	33 1/2c
Butcher Knives—	
See Knives.....	
Butchers' Saw Blades—	
Millers Falls Co. Star.....	Price Doz.
C. E. Jennings & Co.....	15c
Butter and Cheese Triers—	
Ordinary Black Handle.....	Price Doz.
Humason & Beckley's.....	25c
Butt and Rabbet Gauges—	
Stanley's.....	Price Doz.
Butts—	
BRASS—	
Cast Brass, Fast Joint.....	Price Doz.
Cast Brass, Ice House.....	40c
Cast Brass, Loose Joint.....	40c
Wrought Brass, list Sept. '96.....	40c
CAST IRON—	
Loose Joint.....	Price Doz.
Loose Joint, Japanned.....	60c
Loose Joint, Jap. with Acorns.....	60c
Loose Pin.....	60c
Mayer's Hinges.....	60c
Parliament Butts.....	60c
Fast Joint, Broad.....	50c
Fast Joint, Narrow.....	50c
WROUGHT STEEL—	
List April 1, 1896.....	Price Doz.
Bronzed Inside Blind Butts.....	50c
Bronzed, Narrow.....	50c
Fast Joint, Narrow.....	50c
Fast Joint, Light Narrow.....	50c
Fast Joint, Broad.....	50c
Loose Joint.....	50c
Loose Pin.....	50c
Table Butts, Back Flaps, etc.....	50c
Callipers—	
Bemis & Call:	Price Doz.
Wing.....	65c
Double.....	65c
Inside and Outside.....	65c
Straight Leg.....	65c
Call's Pattern, Inside.....	55c
Can Openers—	
American.....	Price Doz.
Goodell's Acme.....	\$1.75
No. 5, Iron Handle.....	\$2.00
Sardine Scissors.....	\$2.25
Sardine Scissors, Forged Steel.....	75c
per doz.....	\$4.50
Sprague, No. 1, \$2.00; No. 2, \$2.25;	Price Doz.
No. 3, \$2.50.....	75c
Universal, per doz.....	\$3.00
Cards—	
Cotton.....	Price Doz.
Horse and Curry.....	25c
Wool.....	25c
Carpet Stretchers—	
Montross "Excelsior," per doz.....	Price Doz.
\$6.00.....	30c
Bullard's.....	33 1/2c
Cast Iron Steel Points.....	80c
Socket.....	per doz., \$1.75
Carriage Bolts—	
See Bolts.....	
Carriage Makers' Clamps—	
See Clamps.....	
Cartridges—	
See Ammunition.....	
Casters—	
Bed.....	Price Doz.
Bracket Bed.....	70c
French or Phila. Iron Wheel.....	70c
Brass Wheel.....	60c
Martin's Patent (Phoenix).....	40c
Plate.....	70c
Payson's Furniture.....	70c
Payson's Truck.....	70c
Standard, Ball Bearing.....	45c
Tucker's Patent, low list.....	30c



**Cattle Leaders—**

Humason, Beckley & Co.'s.....	70&10%
Peck, Stow & W. Co.....	66&3%
Sargent's.....	70&10%
Weltons.....	70&10%

**Chain—**

Aluminum Coil and Halter.....	50&5%
American Halter Chain.....	50&50&5%
American Proof Coil, 1000-lb lots, Inch.....	Per lb.
3-16.....	\$7.25
1/2.....	5.35
5-16.....	4.35
3/8.....	3.50
7-16.....	3.35
1/2.....	3.25
9-16.....	3.15
5/8.....	3.10
3/4.....	3.05
1.....	3.00

Less than cask lots, add 40c.  $\frac{1}{2}$  100 lbs.  
Bridgeport Chain Co.:

Brown, Coil.....	60%
Brown, Halter.....	60%
Competition Sash.....	50&10%
Monarch, Sash.....	40&10%
Triumph, Coil.....	55%
Triumph, Halter.....	55%

Covert Mfg. Co., Breast Chain.....	
Covert Mfg. Co., Halter Chain.....	
Covert Mfg. Co., Heel Chain.....	35%
Covert Mfg. Co., Rein Chain.....	
Covert Mfg. Co., Stallion Chain.....	
Galvanized Pump Chain.....	50&60c
German Coil, list July 24, '97.....	60&30&10%
German Halter Chain, list July 24, '97.....	60&30&10%

Jack Chain, Iron.....	60&60&10%
Jack Chain, Brass.....	60&60&10%

Onida:	
Niagara.....	60%
Eureka.....	60%
Trace, Wagon and Fancy Chains, New List.....	50&10&60%

**COW TIES—**

American.....	50&50&10%
Niagara.....	45&50%
Covert Mfg. Co.:	
Cotton.....	45%
Hemp.....	45%
Jute.....	35%
Sisal.....	20%

**Chain Guards—**

Aluminum S. & N. Co.....	50
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**Chain Holes—**

Moore's "Anti-Friction".....	30%
Moore's "Direct".....	50%

**Cherry Stoners—**

Enterprise.....	25&30%
Family.....	net $\frac{1}{2}$ doz. \$4.00

**Chisel and File Handles—**  
See Handles.**Chisels—****SOCKET FRAMING AND FIRMER—**

Buck Bros.....	30%
Charles Buck.....	30%
Douglass.....	
Mix.....	
Ohio Tool Co.....	70%
P. S. & W.....	
Swan.....	
Witherby.....	
C. E. Jennings & Co., No. 70.....	20%
Jennings & Griffin Mfg. Co.....	70%

**TANGED AND MISCELLANEOUS—**

Box.....	60&10%
Buck Bros.....	30&10%
Butchers'.....	\$4.75&\$5.00 to £
C. E. Jennings & Co.....	20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....	40%
Spear & Jackson's.....	\$5.00 to £
Tanged Firmers'.....	40&40&10%

**COLD CHISELS—**

Good quality, $\frac{1}{2}$ lb.....	18c&20c
Snell's Best C. S.....	50%

**Chucks—**

Beach Patent, each, \$8.00.....	20%
Cushman's:	
Combination.....	4%
Independent.....	50%
Morse's Adjustable, each, \$7.00.....	25%
Syracuse, Balz Patent.....	30%
Union Mfg. Co.:	
Combination.....	40%
Independent.....	40%
Universal.....	40%
Victor, No. 1, \$8.50; No. 2, \$12.50.....	25%

**Clamps—**

Adjustable, Cincinnati.....	25&10%
Adjustable, Hammers.....	20%
Adjustable, Stearns'.....	30%
Mailable, Stearns'.....	75%
Cabinet Makers or Quilt Frame, Sargent's.....	50%
Carpenter's, Cincinnati.....	25&10%
Carriage Makers', Sargent's.....	50&50&10%
Carriage Makers', Stearns'.....	50&50&10%
Carriage Makers', P. S. & W. Co.....	40&10%
Smith's:	
Eccentric.....	25%
Splicing.....	25%
Splicing Tools.....	25%
Warner's.....	40&10%

**Cleaners, Sidewalk—**

Challenge Shank.....	\$3.25
Star Shank.....	4.00
Star Socket.....	4.25

**Clippers—****HORSE—**

Chicago Flexible Shaft Co.'s:	
Chicago Belt Clipping Machine, Each.....	\$15.00 net
New '98, Chicago.....	Each 8.75 net

**TOILET**

Chicago Flexible Shaft Co.'s:	
Mascot.....	\$8.40 net
Monitor.....	9.00 net
Stewart Pat.....	10.00 net

**Clips—**

Norway Axle.....	60&10&10%
Norway Spring Bar Clips.....	60&10&10%
Superior Axle Clips.....	60&10&10%

**Coffee Mills—**

Box and Side.....	50&10&60%
Enterprise Mfg. Co.....	25&30
Logan & Strobbridge Co.....	net prices
National Specialty Mfg. Co.....	30%
The Swift, Lane Bros. Co.....	30%
Waddell's New Box Mills.....	10%
Ideal Brand, New List.....	60&60&10%

**Coil Chain—**

See Chain.

**Compasses, Dividers, &c.—**

Athol Callipers and Dividers.....	40%
Bemis & Call Co.'s:	
Compasses.....	50&5%
Dividers.....	65%
Compasses, Callipers, Dividers.....	70&70&10%
Copeland's Extension.....	40%
Stevens' "Ideal".....	25&10%
Stevens' "Leader".....	25&10%
Starrett's Fay's Patent Spring Calipers and Div.....	25&10%
Wright's.....	33&4%

**Coopers' Tools—**

Bradley's.....	20%
Barton's.....	20&20&5%
Beatty's.....	33&4%
L. & I. J. White.....	20&20&5%
Landusky Tool Co.....	25&10&30&10%
Shaves, Cincinnati Tool Co.....	15&15&10%

**Corkscrews—**

Detroit Cork-Screw Co.....	33&4%
Howe Bros. & Hulbert.....	40%
Humason & Beckley Mfg. Co.....	40&10%
Samson.....	$\frac{1}{2}$ doz \$10.00
Williamson's.....	40%

**Corn and Fodder Compressor—**

J. B. Hughes', $\frac{1}{2}$ dozen net.....	\$8.00
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**Corn Hooks—**

Kretzinger Cut-Easy.....	\$3.00 net
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**Corn Knives and Cutters—**

Bradley's.....	net
Wadsworth's.....	net

**Countersinks—**

Mayhew's Diamond.....	40%
Smith's.....	25%
Snell's.....	50%
Wheeler's Patent.....	50&10%

**Crayons—**

Sargent's List.....	20%
Dixons:	
Eclipse.....	$\frac{1}{2}$ gro. \$3.75
Emerald.....	5.00
Orlato.....	5.00
Rainbow.....	2.81
Solid.....	7.50

**Curry Combs—**

Fitch's List, Nov. 20, '96.....	25&10%
Kohler's.....	90&35%
New York Stamping Co. List, Sept. 17, '97.....	40%
Perfect.....	40%
Rubber, $\frac{1}{2}$ doz. \$7.50.....	20&10%
Southington Cutlery Co.'s.....	25&10%

**Cycle Hangers—**

Lane's.....	33&4&5%
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**Diggers—**

See Post Hole, etc.

**Dividers—**

See Compasses, Dividers, etc.

**Dog Collars—**

Chapman Mfg. Co.'s New List:	
Chain (full assortment).....	40%
Leather (full assortment).....	40&10%
Pope & Stevens:	
Brass.....	40%
Embossed.....	30&10%
Leather.....	40%
Union Hardware Co. New List.....	50&50&10%

**Door Bolts—**

See Bolts, Door.

**Door Checks—**

Bardsley's.....	33&4&40%
Columbia.....	50&10%
Eclipse.....	50&10%
Home.....	45&10&15&10&10%
Norton's.....	50&50&10%
Ogden's.....	33&4&40%

**Door Holders—**

Empire.....	50%
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**Door Springs—**

Champion (Coil).....	50%
Gem (Coil), list Oct. '95.....	30%
Rubber, complete, $\frac{1}{2}$ doz. \$5.50.....	45&50%
Star (Coil), list Oct. '95.....	30%
Torrey's Rod, 39 in., $\frac{1}{2}$ gro.....	\$15.00
Torrey's Rod, 43 in., $\frac{1}{2}$ gro.....	42.00
Victor, Coil.....	50&10&10%

**Drain Cleaners—**

Iwan's Adjustable.....	55%
Iwan's Stationary.....	45%

**Drawer Pulls—**

Sargent's List.....	60%
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**Drawing Knives—**

Adjustable Handle.....	25&25&10%
Bradley's.....	35%
Douglass.....	70&10%
Jennings & Griffin.....	66&3%
Mix.....	70&10%
Ohio Tool Co.....	70&10%
P. S. & W.....	70&10%
Witherby.....	70&10%
Watrous.....	30&10%
L. & I. J. White.....	20&5&25%

**Drills and Drill Stocks—**

Automatic Boring Tools.....	50%
Bench, Manners.....	66&4%
Blacksmiths'.....	60%
Breast, Bartholomew's.....	25&10%
Breast, Goodell's.....	25&30%
Breast, Millers Falls, each \$8.00.....	15&10%
Clamp.....	20%
Ratchet, Billings' Double Acting.....	33&4%
Ratchet, Ingersoll's.....	25%
Ratchet, Merrill's.....	20&20&5%
Ratchet, Moore's Triple Act.....	25&30%
Ratchet, Fletcher's.....	40%
Ratchet, Whitney's.....	50%
Ratchet, Weston's.....	20&25%
Stearns' Bench.....	30%
Upright, B. & P.....	50%
Hand, Goodell's.....	30&10%
Whitney's Hand Drill, No. 1, \$10.00.....	
Adjustable No. 10, \$12.00.....	33&4%
Wilson's Drill Stocks.....	10%

**TWIST DRILLS—**

See Augers and Bits.

**BLACKSMITHS'**

Coe's.....	60%
Prentice.....	60%

**Drug Mills—**

National Specialty Mfg. Co.....	30%
Enterprise Mfg. Co.....	25&30%

**Easy Lawn Swings—**

Ulrich Mfg. Co.....	\$85.00
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**Egg Beaters—**

Dover Stamping Co.:	
New Dover, $\frac{1}{2}$ doz. 75 cts., $\frac{1}{2}$ gro.....	\$7.50
Extra Family Size.....	$\frac{1}{2}$ doz. 2.00
Keystone.....	33&4%
Spiral.....	$\frac{1}{2}$ gro. \$4.25&\$4.50
Standard Co.:	
Dover, No. 5.....	\$5.50
Dover, No. 10.....	7.00
Dover, Steel Handle, No. 10.....	7.00
Dover, Extra Heavy, No. 15.....	12.00
Rival.....	9.00

**Emery—**

Genuine Turkish Walpole Mills.....	
No. 6 to 46, $\frac{1}{2}$ lb.....	10c
No. 54 to 150, $\frac{1}{2}$ lb.....	10c
Flour, $\frac{1}{2}$ lb.....	8c

**Enameline—**

No. 4.....	$\frac{1}{2}$ gro. \$4.50
No. 6.....	7.20

**Escutcheons—**

Wood.....	25%
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**Expansive Bits—**

See Augers and Bits.

**Farriers' Knives—**

"Challenge".....	\$3.00
Popes.....	3.00
Wilkinson's.....	\$3.10 net
Westenholm's.....	\$3.25-10%

**Faucets—**

Brass Globe Cocks.....	65&65&5%
Brass Racking.....	65&65&5%
Compression Bibbs.....	70&70&5%
Red Cedar.....	40&40&10%
Red Cedar, bbl. lots.....	50%
Frary's Iron Petroleum.....	65&65&5%
John Sommer's "Peerless," Tin Key.....	40%
John Sommer's "Boss," Tin Key.....	50%
John Sommer's "Victor," Metal Key.....	50&10%
John Sommer's "Duplex," Metal Key.....	60%
John Sommer's "Buckeye," Metal Key.....	40%
John Sommer's "Rochester," Metal Key.....	50%
John Sommer's "Rival," Metal Key.....	50%
John Sommer's "Cre-cent," Metal Key.....	50&10%

John Sommer's "Diamond," Lock.....	40%
John Sommer's "Eclipse," Lock.....	40&10%
John Sommer's "Union," Lock.....	50%
John Sommer's "I. X. L.," Cork Lined.....	30%
John Sommer's "Reliable," Cork Lined.....	50&10%
John Sommer's "Common," Cork Lined.....	70%
John Sommer's "O. K.," Cork Lined.....	50%
John Sommer's "Chicago," Cork Lined.....	60%
John Sommer's "Perfection," Cedar.....	40%
John Sommer's "No Brand," Cedar.....	50&10%
Star.....	60&60&5%

**SELF MEASURING—**

Enterprise $\frac{1}{2}$ doz. \$36.00.....	40%
Lane's $\frac{1}{2}$ doz. \$36.00.....	40&5&40&10%
National Specialty Mfg. Co.....	33&4%

**Files—****DOMESTIC—**

New List, Nov. 1, 1899.....	
American.....	70&10%
Arcade.....	70%
Derby.....	75&10%
Disston's.....	70%
Disston's Superfine.....	25&30%
Eagle.....	70%
Economy.....	75&10%
Great Western.....	70&10%
Kearney & Foot.....	70&10%
Nicholson.....	70%
Nicholson's X. F. Files.....	30&25&10%
Royal.....	75
Second Quality Files.....	80&10%
Tiger.....	75%
Victor.....	75&10%

**IMPORTED—**

Stubs.....	Stubs' list, 30&33&4%
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**Fish Hooks—**

**Gauges—**

Bemis & Call's Steel.....	50%
Boss, Screw Pitch.....	33 1/2%
Clapboard.....	25 to 10%
Marking, Mortise, etc.....	55 to 10% 55 & 10%
Stanley's.....	60 & 10%
Stanley's Chisel.....	20 & 10%
Starrett's Surface, Center and Scratch.....	25 & 10%
Copeland Champion Bit, $\frac{1}{2}$ doz.....	\$2.00 net.
Stubs' Wire and Drill.....	30%
Wire, Morse's.....	35%
Wire, P. S. & W., low list.....	10 & 10%
Wire, Wheeler, Madden & Co.....	10%

**Gimlets—**

"Diamond" Gimlets, $\frac{1}{2}$ gr.....	\$4.00 to \$4.25
Double Cut.....	40 & 10 to 50%
Metal Head.....	50 & 10%
Wood Head.....	50%
Swan's, German Pattern.....	40 & 10%

**Gimlet Bits—**

See Augers and Bits.

**Globe and Racking Cocks—**

See Faucets.

**Glue—**

Dodd's Liquid Glue.....	25 & 25 to 10%
Le Pages Liquid.....	25 & 25 to 10%
Mystic.....	40%
Martins.....	40%

**Glue Pots—**

Enameled.....	40 & 10 to 50%
Tinned.....	40 & 40 to 5%

**Graters—**

Enterprise.....	25 to 30%
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**Griddles—**

Cronk's.....	70%
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**Grindstone Fixtures—**

P., S. & W. Co.....	50 & 50 to 10%
Sargent's Patent.....	60 & 10 to 10%
Stowell.....	50%

**Gunpowder—**

See Ammunition.

**Gun Wads—**

See Ammunition.

**Hafts—**

Britton's.....	$\frac{1}{2}$ doz. \$6.50
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**Halters—**

Covert Mfg. Co.....	35%
Jute Rope Halters.....	35%
Sisal Rope.....	20%
Web Halters.....	45%

**Halter Chain—**

See Chain.

**Hammers—****HANDLED HAMMERS—**

Humason & Beckley.....	40 & 10%
Magnetic Tack, Nos. 1, 2, 3.....	\$1.25
H. & B., Tack.....	40 & 10%
Maydole's.....	33 1/2 & 50 to 10%
Peck, Stow & Wilcox.....	40 & 40 to 10%
A. E. Nail.....	40 & 10%
Engineers and B. S. Hand.....	60 & 10%
Sargent's New List.....	45 to 45 to 10%
Verree.....	50 & 10%
Warner & Noble's New List.....	25%

**HEAVY HAMMERS AND SLEDGES—**

Under 3 lb.....	$\frac{1}{2}$ lb 40c
3 to 5 lb.....	$\frac{1}{2}$ lb 50c
Over 5 lb.....	$\frac{1}{2}$ lb 30c
Wilkinson's Smiths.....	95c to 10c $\frac{1}{2}$ lb

**Hammock Ropes—**

Covert Mfg. Co.....	35%
Jute.....	35%
Sisal.....	20%

**Hand Cultivators—**

Ulrich Mfg. Co.....	$\frac{1}{2}$ doz., \$15.00
Osborne's.....	$\frac{1}{2}$ doz., \$15.00

**Handles—****IRON, WROUGHT OR CAST—**

Chest Handles, Sargent's.....	50 & 10%
Chest Handles, Stearns' No. 1, Door or Thumb.....	80c to 70%
Nos.....	0 1 2 3 4
$\frac{1}{2}$ doz.....	\$ .90 \$1.00 \$1.08 \$1.35 \$1.50
	50c to 10%

Drawer Handles.....	60%
Ring Handles.....	70%
Roggin's Latches.....	35 to 35 to 10%
Shelf Box Handles.....	60%
Trunk Handles.....	60%
Tub Handles.....	60 & 10%

**STONE DOOR HANDLES—**

Bronzed, with Cylinder Lock.....	50%
Bronzed.....	50 & 50 to 10%
Japanned, with Nuts.....	45 & 10%
Japanned, with Plate.....	45 & 10%
Japanned, without Plate.....	45 & 10%

**DOOR PULL—**

Bar.....	60 & 60 to 10%
Barn Door.....	50 & 10%
Chest and Lifting.....	60 & 60 to 10%
Drawer Pulls.....	50 & 10 to 60%
Plain B. M.....	60 & 60 to 10%
Push Plates, Sargent's List.....	60 & 60 to 10%
Sash Pull Plates.....	70 & 10%
Sash Pulls.....	60 & 10 to 10%
Window Pulls.....	60%

**WOOD—**

Auger, assorted.....	$\frac{1}{2}$ gr. \$2.25 to 2.50
Auger, large.....	$\frac{1}{2}$ gr. 3.00 to 3.25
Auger, Douglass' Pat., $\frac{1}{2}$ set, No. 1.....	\$1.0
Auger, Ives' Pat., No. 1.....	60 & 10%
No. 2 to 32 1/2.....	40%
Auger, Swan's Pat., $\frac{1}{2}$ set, No. 3.....	\$1.00
No. 4, $\frac{1}{2}$ set.....	25 & 10%
Brad Awl.....	$\frac{1}{2}$ gr. \$1.75 to \$2.00
Chisel, Worcester, Leather Cap'd.....	1.50
Disston's Crosscut.....	50%
File, assorted.....	$\frac{1}{2}$ gr. \$1.25 to 1.40
Firmer Chisel, Apple, assorted, $\frac{1}{2}$ gr.....	\$2.25 to 2.50
Hammer, Hatchet, Axe, Sledge, etc.....	50 & 2%
Hoe, Rake and Fork.....	60 & 10 to 60 & 10%
Saw and Plane.....	40 & 10 to 50%
Shovel and Spade, Wood D. Handle.....	50 & 50 to 10%

**CROSS-CUT SAW HANDLES—**

Atkins.....	40%
Champion.....	45 & 45 to 10%

**Hangers—**

American Trackless.....	33 1/2 & 20%
Barn Door, old pattern.....	60 & 10%
Barn Door, New England.....	60 & 70%
Barry, \$6.00.....	50 & 10%
Best Anti-Friction.....	60 & 10%
Challenge Barn Door.....	50%
Cronk's Roller Bearing.....	
No. 0.....	\$1.50 net per dozen.
No. 4.....	5.50
No. 5.....	6.50

Cronk's Steel, cov'd, Loose Axle.....	80 & 5%
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Coburn.....	40%
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Davis Parlor Door.....	50 & 50 to 5%
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Duplex (Wood Track).....	60 & 10 to 5%
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Kidder's.....	50 & 50 to 10%
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Lane's Barn Door.....	
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Barn Door, Standard.....	60 & 10%
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Covered.....	50 & 10 to 10 & 5%
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Special.....	60 & 10%
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No. 30.....	50 & 10%
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Parlor.....	
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Standard.....	$\frac{1}{2}$ set, net, \$3.25 to
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Ball Bearing.....	4.00 to
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New Model.....	2.75 to
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New Champion.....	2.40 to
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Manhattan.....	60%
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McKinney's "None Better," No. 2.....	\$18.00
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No. 1 Special, \$18.00, $\frac{1}{2}$ doz. pairs.....	60 & 10%
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Richards' Single Track, Steel.....	40 & 10%
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Richards' Anti-Friction.....	50%
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Victor, No. 1, \$15.00; No. 2, \$20.00.....	
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No. 3, \$25.00; No. 4, \$35.00.....	60 & 10 to 2 1/2%
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Warner's Patent.....	20 & 10 to 10%
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Wilcox's New Century.....	50 & 10 to 10%
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**Harness Snaps—**

See Snaps.

**Hasps and Staples—**

McKinney's "Perfect," $\frac{1}{2}$ doz.....	\$1.10
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Wrought.....	40 & 10%
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Wrought, Stanley.....	80 & 10 to 85%
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Wrought, Stanley.....	80%
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**Hatchets—**

See Axes.

**Hay Hooks—**

Humason & Beckley.....	60 & 10%
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**Hay Racks—**

Baxter Wrought Iron, No. 1, \$1.00, net; No. 2, \$1.50, net.....	
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**Hay and Straw Knives—**

Anburn Hay, Com. and Spear Point.....	50%
Iwan's Hay, Sickle Edge, $\frac{1}{2}$ doz. net \$10.....	
Iwan's Hay, Imp. Serrated $\frac{1}{2}$ doz. net.....	\$16.50
Auburn Straw.....	40%
Lightning, from jobbers.....	60 & 5%
Wadsworth's.....	40%

**Hinges—****WROUGHT IRON HINGES—**

Rolled Blind Hinges, Nos. 32 and 34.....	50 & 10%
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Rolled Plate.....	70%
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Rolled Raised.....	
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8 to 12 in., $\frac{1}{2}$ lb.....	30 3/4c
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14 to 20 in., $\frac{1}{2}$ lb.....	2 1/4 to 3 1/4c
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22 to 36 in., $\frac{1}{2}$ lb.....	2 1/4 to 8c
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**STRAP AND T HINGES.**

New List, March 15, 1901.....	
Light Strap.....	75%
Heavy Strap.....	80%
Light T.....	70%
Heavy T.....	60%
Extra Heavy T.....	75 & 10%
Long Chest.....	60%
Hinge Hasps and Staples.....	60%
Crate Hinges.....	75%
Crate Hasps.....	60%
Corrugated Heavy Strap.....	80%
Corrugated Extra Heavy T.....	75 & 10%

Japanned Light Strap.....	60%
Japanned Heavy Strap.....	50 & 10 to 5%
Japanned Light T.....	60%
Japanned Heavy T.....	50 & 10 to 5%
Japanned Extra Heavy T.....	55%
Japanned Hinge Hasps.....	50%
Japanned Long Chest.....	60%
Japanned Crate Hinges.....	60%
Galvanized Hinges with Iron Pins.....	65 & 10%
Galvanized Hinges with Brass Pins.....	60 & 10%

**SPRING HINGES—**

Bommer's.....	33 1/2%
Bardsley's Patent Checking.....	15%
Chicago.....	20%
Sargent's List, 1894.....	
Bronze Metal.....	70 & 10 to 10%
Japanned Surface, Single.....	70 & 10%
Japanned Surface, Double.....	60 & 10%
Mortise.....	70 & 10%
Model.....	70 & 70 to 10%
Tuscan Surface, Single.....	70%
Tuscan Surface, Double.....	60 & 10%
Vigilant.....	60%
Union Spring Hinge Co.'s List.....	
March, 1894.....	20%
Union Mfg. Co.....	25%
Wiles', No. 1, $\frac{1}{2}$ gr., \$16.00; No. 2.....	\$13.00

**GATE HINGES—**

Clark's, Nos. 1, 2, 3.....	50 & 10 to 60 & 10%
N. E., $\frac{1}{2}$ doz. \$7.80.....	60%
N. E., Reversible, $\frac{1}{2}$ doz. \$5.60.....	60%
N. Y. State, $\frac{1}{2}$ doz. \$4.90.....	80%
Shepard's, Nos. 1, 2, 3.....	60 & 10%
Western, $\frac{1}{2}$ doz. \$4.30.....	60%

**BLIND HINGES—**

Lull & Porter, Nos. 0, 1, 1 1/2, 2, 2 1/2.....	
3.....	70 & 10%
Mortise Gravity.....	50%
Nos. 1, 3, 5.....	70 & 10%
Nos. 40 and 50.....	70%
Parker.....	70 & 10%
Sargent's, Nos. 1, 3, 5, 11, 13.....	70 & 10%
W. H. Co.'s No. 2 Mortise Gravity.....	60%
Stanley's Steel Gravity Blind Hinges, with Screws, \$1.30 $\frac{1}{2}$ doz. sets.....	80 & 10%

**Hitching Cords—**

Covert Mfg. Co.....	45%
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**Hoes—**

Steel Goods Association List, Aug. 1, 1899.....	
Asphalt Hoes.....	65%
Cotton Hoes.....	70 & 10 to 10 & 5%
Cotton Chopper Hoes.....	75 & 10 to 7 1/2%
Garden Hoes.....	75 & 2%
Harper's No. 7 Mortar Hoes.....	65%
Jersey Hoes.....	65%
Kretzinger, Cut-Ezy.....	75 & 5%
Ladies' Cotton Hoes.....	75 & 10 to 7 1/2%
Laid Steel Edge Hoes.....	25 & 5 to 2%
Meadow and Rhode Island Hoes.....	75 & 2%
Mortar and Street Hoes.....	75 & 7 1/2 to 2%
Planter Hoes, Regular Pattern.....	70 & 30%
Rough Finish Shank Cotton Hoes.....	75 & 12 1/2%
Special Hoes.....	75 & 10 to 2%
Special Mortar Hoes.....	40 & 10 to 2 1/2%
Sunham Meadow Hoes.....	75 & 5 to 2 1/2%
Tobacco Hoes.....	75 & 20%
Toy Ladies' and Boys' Hoes.....	70 & 10 to 10%
Truck Hoes.....	50 & 10 to 2%
Warren Hoes.....	60%
Weeding Hoes and Rakes.....	75%

**Hollow Augers—**

See Augers and Bits.

**Hollow Ware—****ENAMELED—**

Agate Nickel Steel Ware, list July, 1899.....	35%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....	40 & 10%
Second Quality, Agate Nickel Steel.....	65%
Second Quality, Granite.....	70 & 10 to 70 & 10 to 10%
Iron Clad.....	
Peppered Ware, high list.....	70%
Mottled Ware, high list.....	75%
Never Break Enameled.....	50 & 50 to 50 & 10%

**STONE HOLLOW-WARE—**

Ground.....	60 & 10%
Unground.....	70%

**WHITE ENAMELED-WARE—**

Boilers and Saucepans.....	50 & 50 to 10%
Maslin Kettles.....	70 & 10 to 75 & 5%
Tinned Boilers and Saucepans.....	50 & 50 to 10%

**SILVER PLATED—**

4 mo. or 5 1/2 cash in 30 days.....	
Hartford Silver-Plate Co.....	40 & 5%
Holmes & Edwards Silver Co.....	40 & 15 & 5%
Meriden Britannia Co.....	40 & 5%
Reed & Barton.....	40 & 5%
Rogers & Brother.....	40 & 5%
Simpson, Hall, Miller & Co.....	40 & 5%
William Rogers Mfg. Co.....	40 & 10%

**Hooks—**





**Potato Hooks, etc.—**

Hoe Down Hooks.....	75¢&10¢&2¢
Hop Hooks.....	60¢&10¢&2¢
Potato Hooks.....	70¢

**Powder—**

See Ammunition.

**Presses—**

See Fruit and Jelly Presses.

**Primers—**

See Ammunition.

**Pruning Hooks and Shears—**

Cronk's Pruning Shears.....	33½¢
Cronk's Heavy Pattern, ½ doz., \$2.50 net	
Diston's Combined Pruning Hook and Saw.....	½ doz., \$18.00, 25¢&25¢&10¢
Diston's Pruning Hook, ½ doz., \$12.00, 25¢&25¢&10¢	

Henry's:	
Pruning Shears.....	50¢&5¢
Orange.....	50¢&30¢
Grape.....	50¢&10¢
Tree Pruners.....	75¢
E. S. Lee & Co.'s Pruning Tools.....	40¢
P. S. & W. Co.'s Shears.....	60¢
Waters' Tree Pruners.....	75¢&10¢
Wheeler, M. & C. Co.'s Combination.....	½ doz., \$12.00, 25¢&10¢

**Pulleys—**

Awning.....	60¢&60¢&10¢
Axle.....	50¢&10¢&60¢
Brass Screw.....	45¢&10¢
Ceiling.....	50¢&10¢&60¢
Clothes Line, Japanned.....	60¢
Common Sense.....	60¢
Dumb Waiter.....	60¢&60¢&10¢
Empire Sash Pulley.....	60¢
Hay Fork, Swivel Eye, ½ doz., 4-inch, \$3.75; 6-inch, \$5.00.....	55¢
Hay Fork, Hartz, 4¼-inch, ½ doz., \$6.00.....	50¢&10¢
Hay Fork, 5-inch, Solid, \$5.70.....	50¢
Hot House.....	50¢&10¢&50¢&10¢
Stowell's Anti-Friction, 5-in. Wheel, ½ doz., \$12.00.....	40¢
Side, Anti Friction.....	50¢
Shade Rack.....	45¢
Upright.....	50¢&10¢&50¢&10¢&10¢

**Pumps—**

Cistern, Best Grades.....	50¢&10¢&60¢
Pitcher Spout, Best Grades.....	70¢&10¢
F. E. Myers & Bro.:	
No. 1, Fig. 328, 3 in. Shallow Well Pump.....	\$13.00
No. 8, Fig. 328, 3¼ in. Shallow Well Pump.....	15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....	15.00
No. 6½, Fig. 307, 3¼ in. Deep Well Pump.....	17.00
No. 14, Fig. 321, 3 inch Deep or Shallow Well Pump.....	15.00
No. 32, Fig. 323, 3 in. Deep Well Pump.....	17.00
No. 56, Fig. 381, 3 in. Shallow Well Pump.....	14.00
No. 89, Fig. 382, 3¼ in. Shallow Well Pump.....	17.00
No. 70, Fig. 383, 2½ in. Deep Well Pump.....	15.00
No. 72, Fig. 383, 3 in. Deep Well Pump.....	15.00
No. 73, Fig. 383, 3¼ in. Deep Well Pump.....	16.00
No. 102, Fig. 448, 3 inch Lift Pump.....	9.00
No. 108, Fig. 448, 3¼ in. Lift Pump.....	11.00
No. 128, Fig. 510, 3 in. Lift Pump.....	7.00
No. 131, Fig. 510, 3¼ in. Lift Pump.....	8.50
No. 225, Fig. 389, Windmill Pump.....	12.50
No. 235, Fig. 408, Windmill Pump.....	16.00
No. 240, Fig. 406, Regulator Pump.....	28.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....	16.00
No. 267, Fig. 483, Geyser Tank Force Pump.....	16.00
No. 268, Fig. 518, Low Down Tank Force Pump.....	16.00
No. 302, Fig. 477, Spray Pump, complete.....	11.50
No. 320, Fig. 492, Bucket Spray Pump.....	5.00
No. 330, Fig. 547, Knapsack Spray Pump.....	10.00
Discount, 50% f. o. b. Ashland.	

**Punches—**

Bemis & Call Co.'s:	
Cast Steel Drive.....	50¢&5¢
Check.....	55¢
Spring.....	50¢&3¢
Springfield Socket.....	65¢
Morrill's Universal.....	35¢
Niagara Hollow.....	45¢
Niagara Solid.....	55¢
Saddlers' or Drive, good.....	60¢&55¢
Snell's Tinnerns.....	50¢
Spring, good quality, ½ doz., \$1.70 at 1.80	
Spring, Leach's Pat.....	15¢
Tinnerns' Solid, P. S. & W. Co., ½ doz.....	\$1.44, 55¢
Tinnerns' Hollow, P. S. & W. Co., 20¢&25¢	

**Rail—**

Barn Door, Light, In. ¼ 5½ ¾	
½ 100 feet.....	\$1.40 1.95 2.60
Barn Door, "None Better" No. 1, ½ foot.....	2½¢
Barn Door, "None Better" No. 2, ½ foot.....	3¼¢
B. D. for N. E. Hangers:	
Angular, ½ foot, 6c.....	70¢
Double Flange, ½ foot, 8c.....	70¢
Carrier Steel Rail, ½ foot.....	4½¢
Cronk's:	
O. N. T. Style, No. 13.....	3 c
Double Braced.....	3¼¢
Lane's:	
O. N. T., 1 in.....	\$2.65
O. N. T., 1¼ in.....	3.50
Standard, 1¼ in.....	3.75
Stowell's Wrought Steel.....	35¢
Sliding Door, Bronzed Wrought Iron, ½ foot.....	6½¢
Sliding Door, Steel, Brass Plated, ½ foot.....	5½¢
Sliding Door, Wrought Brass, 1½ in., ½ lb. 38c.....	10¢&30¢
Victor Track Rail, 7c ½ ft. 60¢&10¢&2½¢	

**Rakes, Etc.—**

Cronk's:	
Wrought Steel Garden.....	60¢&20¢
Queen City Lawn.....	40¢
Steel Garden Rakes.....	70¢&5¢&3¢
Steel Garden Rakes Stamped Blank.....	70¢
Steel Road Rakes.....	65¢
Steel Tar or Asphalt Rakes.....	5¢
Turf Edger.....	60¢&5¢
Prize Bow Braced Steel.....	70¢&5¢&3¢
Peerless Shank.....	70¢&5¢&3¢
Peerless Socket.....	70¢&5¢&3¢
Level Head Shank.....	70¢&5¢&3¢

**Rasps, Horse—**

Disston's.....	70¢
New Nicholson Horse Rasp.....	70¢
See also Files.	

**Razors—**

Electric.....	List net
J. R. Torrey Razor Co.....	20¢
Westenhoken and Butcher, \$10.00 to £.....	10¢

**Registers—**

HOT AIR—	
New List, Feb. 1, 1899:	
Black Japanned.....	50¢&10¢
White Japanned.....	40¢&10¢
Bronzed Finishes.....	40¢
Electro-Plated.....	40¢
Nickel Plated.....	50¢&10¢
White Porcelain.....	20¢&10¢
Solid Brass and Bronze Metal.....	20¢&10¢

**Rings—**

See Bull and Hog Rings.

**Rivets and Burrs—**

Belt with Burrs.....	40¢&5¢&40¢&10¢
Hose with Burrs.....	40¢&5¢&40¢&10¢

**IRON—**

List, Nov. 1, 1894.	
Ordinary, in bulk.....	70¢
Thousand in bulk.....	70¢
Thousand in papers.....	70¢
Coopers', in bulk.....	70¢
Block and Carriage, in papers.....	70¢
Hame.....	70¢
Belt with Burrs, Tinned or Coppered.....	70¢

**Rivet Sets—**

Regular List.....	70¢
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**Rollers—**

Lane's, Stay.....	33½¢
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**Rope—**

Cotton Rope, Best, ½ lb.....	15¢
Medium, ¼ in. and larger.....	12¢
Common, ¼ in. and larger.....	10½¢

Jute Rope:	
A grade.....	61¢
C grade.....	51¢
Manila:	
7-16 in. and larger.....	10½¢
¾ in.....	11 c
¼ and 5-16 in.....	11½¢
Hay Rope, Medium.....	11 c

**Rules—**

Athol, Steel.....	33½¢
Boxwood.....	75¢&10¢&10¢
Ivory.....	35¢&10¢&35¢&10¢&10¢
Lufkin's:	
Steel.....	55¢
Lumber.....	50¢&10¢
Miscellaneous, Stanley's.....	55¢&10¢
Starrett's Rules and Straight Edges.....	25¢&10¢
Steel.....	25¢&10¢

**Sad Irons—**

Chinese Laundry.....	½ lb 4½¢
Chinese Sad.....	3½¢
Crown, Polished.....	½ doz \$6.50
Crown, Nickel.....	½ doz 7.00
Common 4 to 10.....	½ lb 3¼¢&3½¢

**COLD HANDLED—**

Enterprise Mfg. Co. of Pa.....	30¢&5¢
Self-heating.....	½ doz \$10.00, 2½¢
Self-heating, Tailors'.....	½ doz 22.10, 25¢
Sensible Nickel.....	½ doz \$7.00
Sensible Polished.....	½ doz 6.70
Sensible, Tailors'.....	½ lb 4½¢

**Safety Fuse—**

See Fuse.

**Safety Lifts—**

Burr Mfg. Co., Steel.....	50¢&10¢
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**Sand and Emery Paper and Cloth—**

Baeder, Adameon & Co.'s:	
Emery Cloth.....	50¢&10¢
Garnet Paper.....	30¢&30¢&5¢
Sand and Emery Paper.....	50¢&10¢

**Sash Balances—**

Caldwell Mfg. Co.....	50¢
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**Sash Chain—**

Competition.....	50¢&10¢
Giant.....	40¢
Monarch.....	40¢&10¢
Red Metal.....	40¢&10¢
Steel.....	40¢&10¢

**Sash Cord—**

Cable Laid Italian.....	½ lb 16¢&18¢
Cable Laid Russia.....	½ lb 18½¢&14¢
Common India.....	½ lb 9¢&10¢
Patent Russia.....	½ lb 12½¢&13¢
Patent India.....	½ lb 10½¢&12¢
Samson:	
"Mass." White, Cotton.....	22½¢&24¢
"Samson" Braided White, Cotton.....	½ lb 28½¢&30¢
"Samson" Braided Drab, Cotton.....	½ lb 32½¢&35¢
"Samson" Braided Italian Hemp.....	½ lb 32½¢&35¢
"Samson" Braided Linen.....	½ lb 50¢&55¢

Silver Lake:	
A Quality, Drab.....	½ lb 40¢, 5¢
A Quality, White.....	½ lb 35¢, 5¢
B Quality, Drab.....	½ lb 35¢, 5¢
B Quality, White.....	½ lb 30¢, 5¢
United States:	
B Quality.....	½ lb 18½¢
C Quality.....	½ lb 17½¢
White Cotton, Hard Braided.....	½ lb 18¢

**Sash Fasteners, Holders, &c.**

Sash Lifts.....	60¢&10¢&10¢
Sash Lifts Finish.....	50¢
Sash Lifts With Lock.....	60¢&10¢&10¢
Sash Rollers.....	70¢
Sautter Bars.....	60¢&10¢&0¢
Shutter Sheaves.....	60¢
Window Screen Sash Lifts.....	65¢

**Sash Locks—**

Champion Meeting Rail.....	70¢
Champion Side.....	60¢
Davis, Bronze, Barnes Mfg. Co.....	50¢
Elting's Ventilating.....	40¢
Fitch's:	
Iron.....	70¢
Bronze and Brass.....	66½¢
Gale's Automatic, List Nov. 1, 1897.....	65¢
Ives' Patent:	
Wrought Steel.....	60¢
Bronze M. Knob.....	60¢
Wrought Bronze and Brass.....	55¢&5¢
Cast Iron.....	65¢
Cast Bronze and Brass.....	62½¢
Payson's Perfect.....	70¢
Reading.....	60¢&10¢

**Sash Weights—**

Small lots.....	½ ton \$25.00
Ton lots at factory.....	\$20.00 at \$22.50

**Sausage Stuffers or Fillers—**

Draw Cut, No. 4.....	each \$30.00, 20¢
Enterprise Mfg. Co.....	25¢&25¢&7½¢
National Specialty Mfg. Co.....	25¢

**Saws—**

Atkins:	
Band 7 to 14 in. Wide.....	60¢&10¢
Band 2 to 6 in. Wide.....	60¢
Band ¼ to 2 in. Wide.....	60¢
Butcher, Pruning and Compasses.....	40¢&5¢
Circular.....	50¢&10¢
Cross Cut.....	35¢&5¢
Gang.....	50¢
Hand, Panel and Rip.....	40¢
Wood.....	40¢
Disston's:	
Circular, Solid and Inserted Tooth.....	50¢
Band 3 in. to 14 in. Wide.....	60¢
Band ¼ in. to 2½ in.....	70¢
Cross Cuts.....	45¢
Narrow Cross Cuts.....	55¢
Mulay, Mill and Drag.....	50¢
Framed Wood Saws.....	35¢
Wood Saw Blades.....	40¢
Wood Saw Rods.....	2½¢
Hand Saws, Nos. 12, 99, 9, 16, D100.....	25¢
D8, 120, 76, 77, 8.....	25¢
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 0, Combination.....	30¢

Compass, Keyhole, Pruning, Dove-tail, &c.....	25¢
Butcher Saws and Blades.....	35¢
Haines' Needle Point.....	40¢
C. E. Jennings & Co.'s:	
Butcher.....	25¢&10¢
Hand Panel, Rip and other Saws.....	25¢&30¢

Peace:	
Cross Cuts.....	45¢&10¢
Hand Panel and Rip.....	25¢&10¢
Richardson:	
Circular and Mill.....	50¢&50¢&10¢
X Cuts.....	45¢&10¢
Hand Saws.....	25¢&10¢
Star, Butcher.....	25¢
Woodrough & McParlin Cross Cuts.....	45¢&10¢

**HACK SAWS AND FRAMES—**

Chatillon.....	30¢
Disston's:	
Concave Blades.....	25¢
Keystone, Flexible Back and Machine Blades.....	30¢
Hack Saw Frames.....	30¢
Griffin's:	
Complete.....	40¢&45¢
Saw Blades.....	4¢
Star, Saws and Blades.....	25¢

**Saw Filer—**

Disston's D3 Clamp and Guide, \$30.00 ½ doz.....	25¢
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**Saw Frames—**

C. E. Jennings & Co.....	20¢
Richardson's Wood.....	net

**Saw Sets—**

Atkins:	
Criterion Saw Sets.....	½ doz. \$6.00
Excelsior Saw Tools.....	½ doz. 6.00
Bemis & Call Co.'s:	
Cross Cut.....	30¢&5¢
Hammer, New Pat.....	45¢
Plate.....	20¢
Spring Hammer.....	30¢&5¢
Disston's Monarch, Nos. 1 & 10 and Star.....	25¢
Hart's Pat. Lever.....	20¢
Kohler's:	
"Giant Royal".....	½ doz. \$9.00
"Royal".....	½ doz. 6.00
Leach's.....	33½¢
Morrill's:	
No. 1, \$15.00; No. 10, \$15.50; No. 11, \$16.00.....	40¢&20¢
Cross Cuts Nos. 3 and 4, \$23.00; No. 5, \$31.00.....	40¢&20¢
Richardson's.....	25¢
Seymour Smith & Son, Hammer ½ doz.....	\$4.75
Stillmans.....	½ doz. 1.00
Taintors Positive.....	\$18.00 ½ doz. 60¢

**Scales—**

Chatillon's:	
Eureka.....	25¢
Favorite.....	40¢
Grocers' Trip Scales.....	50¢
Family, Turnbull's.....	30¢&30¢&10¢
Hatch:	
Counter, No. 171, ½ doz.....	\$17.00 at \$18.00
Tea, No. 161.....	5.75 at 6.00
Union Platform Plain.....	2.00 at 2.10
Striped.....	2.15 at 2.25

**Scale Beams—**

Chatillon's No. 1.....	20¢
Chatillon's No. 2.....	80¢

**Scrapers, &c.—**

**Screw Drivers—**

Brace Screw Drivers.....	25&10&5%
Buck Bros.....	30%
Screw-Driver Bits.....	27½%
Champion.....	40%
Disston's Flat Blade, Electric, Tele- graph and Cabinet Makers'.....	70%
Electric Spiral No. 01.....	\$6.00 net
Electric Spiral No. 02.....	5.00 net
Elrich's Socket and Ratchet.....	40&10%
Fray's Hol. Hdle. Sets, No. 3.....	\$12.50
Howard-Allard.....	\$9.00 net
C. E. Jennings & Co.....	40&10%
Jennings & Griffin.....	66½%
Jones Reversible Spiral No. 1.....	doz.
\$18.50 net; No. 2.....	\$12.00
Sargent & Co.'s:	
No. 1 Forg. Blade.....	50&10&50&10&5%
Nos. 30 and 40.....	86½%
Screw-Driver Bits (Snell's).....	doz. 60c
Stanley R. & L. Co.'s:	
No. 64, Varnished Handles.....	60&10%
No. 86.....	70&10%
Snell's Nos. 5 and 10.....	75%
Tower & Lyon:	
Champion.....	40%
Magazine.....	25%
Machinists'.....	40%
Baleley's Patent.....	38½%
Williamson's:	
Beauty, ½ doz.....	\$1.00 40%
Gem, ½ doz.....	90c 40%
C. T. Williamson Wire Novelty Co.....	40%

**Screws—****WOOD SCREWS—**

List, January 1, 1900.	
Brass, Flat Head.....	85%
Brass, Round Head.....	82½%
Bronze, Flat Head.....	75%
Bronze, Round Head.....	72½%
Drive Screws, Diamond Point.....	87½%
Iron, Bright Flat Head.....	87½%
Iron, Bright Round and Oval Head.....	85%
Nickel Plated, Iron Flat Head.....	75%
Nickel Plated, Iron Round Head.....	75%

**MACHINE—**

List, January 1, 1898.	
Brass, Flat Head.....	50%
Brass, Round Head.....	50%
Iron, Flat Head.....	50%
Iron, Round Head.....	50%

**COACH, LAG AND HAND RAIL—**

G. P. Coach. List, Feb. 14, 1898.	
Hand Rail.....	75&15%
Lag Screws.....	60&10%
Cone Point.....	80%

**BENCH, HAND, ETC.—**

Bench, Iron, ½ doz., 1 in., \$3.25;	
1½, \$3.50; 1¾, \$4.25	
Bench, Wood, Beech.....	2.40
Chair.....	60&10%
Hand, Wood.....	40%
Jack Screws, Millers Falls, Roller Bearing.....	50%
Jack Screws, Millers Falls, without Roller Bearing.....	50&10%
Jack Screws, P. S. & W.....	40&40&10%
Jack Screws, Sargent's.....	60%
Piano Stool.....	50&10%

**Scroll Saws—**

Barnes' No. 1, \$8; No. 6, \$10; No. 7, \$15.....	25%
Barnes' Scroll Saw Blades.....	40%
Cricket.....	10&10%
C. E. Jennings & Co.....	25%
Lester, complete, \$10.00.....	15&10%
Rogers, complete, \$4.00.....	15&10%

**Scythes, Grass—**

Natural Finish.....	7.50@7.75
Polished Blade.....	8.00@ 8.15
Painted or Bronzed.....	8.00
Weed and Bush.....	7.25@ 7.50

**Seeders—**

Raisin, Enterprise.....	25@30%
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**Shears—**

Acme (Cast).....	40&40&5%
Ætna, Steel Japanned.....	80&20%
Ætna, Steel Nickeled.....	70&20%
Barnard Lamp Trimmers.....	net
Carrier Cutlery Co.:	
N. P. Straight Trimmers.....	6½%
N. P. Bent Trimmers.....	6½%
Japanned Straight.....	70&10%
Japanned Bent.....	70&10%
Heinisch's:	
St. Trimmers, etc.....	60&10&60&10&10%
Tailors' Shears.....	40%
Tinners' Snips.....	40%
Pruning. See Pruning Hooks & Shears.	
Seymour's Standard List:	
Japanned.....	70%
Nickeled.....	60%
Standard Cutlery Co.:	
Japanned.....	70&10%
Nickeled.....	60&10%
Star Brand:	
Nickel Scissors.....	60%
Nickel Shears.....	60%
Japan Shears.....	70%
Tailors' Shears.....	40&10%
Pruners.....	70%
Tinners' Snips.....	40&10%

**Shears, Hedge—**

Wm. Wilkinson & Sons.....	50%
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**Sheaves—****SLIDING DOOR—**

Corbin's list.....	60&10&2%
Hatfield's Pattern.....	70&10&80%
M. W. Co., list July, 1888.....	50&10&60&5%
Stowell's Anti-Friction.....	50%
Patent Roller.....	60&10&60&10&5%
R. & E., list August 15, 1895.....	60&10&60&10&5%
Russell's Anti-Friction, list Decem- ber 18, 1885.....	60&2%

**SLIDING SHUTTER—**

Reading list.....	60%
R. & E. Mfg. Co.'s.....	60&60&10%
Sargent's list.....	70%

**Shells—**

See Ammunition.

**Shot—**

See Ammunition.

**Shovels and Spades—**

Association prices to small trade.	
No. 2, Polished, Square or Round Point, D or L Handle:	
1st Grade. 2d Grade	
Plain Back.....	\$10.50 \$9.60
Strap Back.....	9.50 9.00
Cleveland Pattern.....	10.20 9.30
3d Grade. 4th Grade	
Plain Back.....	\$8.70 \$8.10
Strap Back.....	8.10 7.50
Cleveland Pattern.....	8.40 7.80
All other sizes, add 30c. doz.	
Black, deduct 30c. doz.	

**Shovels and Tongs—**

Brass Head.....	60&10&60&10&10%
Iron Head.....	60&10&60&10&5%

**Shutter Bars—**

Ives'.....	45%
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**Shutter Bolts—**

See Bolts, Shutter.

**Sifters, Flour—**

Hunter's Genuine.....	½ gross, \$10@ \$11.50
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**Skate Sharpeners—**

Eureka.....	½ doz. \$1.75; ½ gro. \$18.00
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**Slaw and Kraut Cutters—**

Disston's:	
Slaw, Vegetable, Corn Grater, Tur- nulp Shredder.....	40%
Kraut Cutters, 24x7, 26x8, 30x9.....	55%
Kraut Cutters, 38x12, 40x12.....	40%
Enterprise.....	25@30%
Enterprise Mfg. Co.....	25%
Tucker & Dorsey:	
1 Knife.....	½ gro. \$16.50@ \$20.00
2 Knives.....	½ gro. 22.50@ 30.00
Kraut Cutters.....	50%
Woodrough & McParlin.....	40%

**Sledges and Heavy Hammers—**

See Hammers.

**Slicers—**

Vegetable, Enterprise.....	25%
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**Smiths' Bellows—**

See Bellows.

**Snaps, Harness, &c.—**

Anchor (T. & S. Mfg. Co.).....	55%
Cockeyes.....	66½%
Fitch's:	
Bolt.....	45%
Bristol.....	40&10
Champion.....	40%
Clipper.....	50&10&5%
Empire.....	50&5%
National.....	50&5%
Security.....	40%
Victor.....	60&5%
German, new list.....	40%
Sargent's:	
Patent Guarded.....	66½%
Covered Spring.....	50&55%
Covert Mfg. Co.:	
Breast Strap Buckle Snaps.....	45%
Breast Strap Protector.....	
Double for Bits or Trace Carrier.....	45%
Trojan Snaps.....	
High Grade Snaps.....	40%
Jockey Snaps.....	
Derby Snaps.....	35%
Rope Snaps.....	40%

**Snaths—**

Scythe.....	40@45%
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**Soldering Irons—**

Covert Mfg. Co.....	20%
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**Spoke Shaves—**

Bailey's (Stanley R. & L. Co.).....	50&10%
Iron.....	½ doz. 50&10%
Millers Falls.....	15&10%
Seymour Smith & Sons, Iron.....	20%
Wm. Johnson's:	
Wood, Best.....	30%
Wood, 2d quality.....	33½%

**Spoons and Forks—**

Boardman's:	
Britannia Spoons, Catalogue "C".....	net, List
Nickel Silver, Catalogue "C".....	net, List

**SILVER PLATED FLAT WARE—**

L. Boardman & Son, Catalogue "C".....	net List
"1847".....	40&10%
"Anchor".....	50&10%
"Eagle".....	50&10%
"Star".....	50&10%
Rogers, Smith & Co.....	50&10%
Rogers & Hamilton.....	50&10%
Holmes & Edwards.....	50&10&10%
German Silver, unplated.....	50%

**KNIVES AND FORKS NO. 12—**

½ doz. net.	
"1847".....	\$3.50
"Anchor".....	3.25
"Eagle".....	3.25
"Star".....	3.25
Rogers, Smith & Co.....	3.25
Rogers & Hamilton.....	3.25
Holmes & Edwards.....	3.00

**Springs—**

See Door Springs.

**Spring Balances—**

See Balances.

**Spring Hinges—**

See Hinges.

**Squares—**

Disston's Try Square and T Bevels.....	60&10%
Starrett's Micrometer Caliper Squares.....	25%
Try Square and T Bevel.....	60&10%
Winterbottom's Try and Mitre.....	40&10%
Nickel-Plated. New List Jan. 5, 1900.....	65&10&70%
Steel and Iron.....	65&10&70%

**Staples—**

Barbed Blind—¼, ½, and ¾ inch, ½ lb.....	8½¢@9c.
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**FENCE—**

Same price as Barb Wire. See Trade Report.

**Stay Rollers—**

Cronk's, No. 50.....	66½%
" Nos. 55 and 56.....	70&10%
" No. 60.....	60%
" No. 65.....	60&10%

**Steels—**

Chatillon's.....	30%
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**Stocks and Dies.****BICYCLE—**

Holroyd & Co.....	35%
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**BLACKSMITH'S—**

Butterfield's.....	35@40%
Gardner.....	38½@10%
Holroyd & Co.....	40@50%
Lightning Screw Plate.....	25%
Reece's New Screw Plates.....	25@30%

**PIPE MAKERS—**

Holroyd & Co.....	75&10@80%
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**Stones—**

See Oilstones.

**Stops—**

See Bench Stops.

**Store Door Handles—**

See Handles.

**Stove Bolts—**

See Bolts.

**Stove Polish—**

See Polish, Stove.

**Sweepers—**

See Carpet Sweepers.

**Tackle Blocks—**

See Blocks.

**Tacks, Brads, &c.**

List Jan. 15, 1899.	
American Cut Tacks.....	90&25%
S. S. Cut Tacks.....	90&30%
Carpet Tacks:	
American, Blued.....	90&10&10&10%
American, Tinned.....	90&10&10&10%
Swedes Iron Tacks:	
S. S.....	90&10&10%
Bill Posters' and Railroad Tacks:	
S. S.....	90&40%
Common and Patent Brads.....	70&10%
Finishing Nails.....	70&10%
Gimp Tacks:	
S. S.....	90&40%
Hungarian Nails, Steel.....	80&15%
Lace Tacks:	
S. S.....	90&40%
Looking Glass Tacks.....	70&10%
Trimmers' Tacks:	
S. S.....	90&30%
Trunk and Clout Nails:	
Steel, Black.....	80&5%
Steel, Tinned.....	80&5%
Upholsterers' Tacks:	
S. S.....	90&40%

**MISCELLANEOUS—**

Double Point, in dozens.....	90&10&10&10&10%
Double Point, in bulk.....	80%
Matting.....	80%
Shade, in dozens.....	90&10&10%
Shade, in bulk.....	80%

**Tack Pullers—**

Columbia, No. 1, ½ doz., net.....	\$1.00
Columbia, No. 2, ½ doz., net.....	1.50
Little Jack.....	½ doz. 1.00

**Tapes, Measuring—**

American Ases' Skin.....	40&10&50%
Leather Case.....	25@25&10%
Steel.....	33½@40%
Chestermans.....	25@25&5%
Keuffel & Esser Co., New List, 1898:	
Steel and Metallic.....	85%
Lufkin's Steel and Metallic.....	30@33½%

**Tap Borers—**

See Borers, Tap.

**Taps—**

American Screw Co.:	
Machine Screw.....	70%
Holroyd & Co.:	
Blacksmiths.....	60@65&5%
Machine Screw.....	70&10&75%
Machinists' Hand.....	60@60&10%
Pipe, ½ to 1½.....	80@80&10%
Pipe, 2 to 4.....	70@70&10%

**Thumb Latches—**

See Handles.

**Tinware—**

Stamped, Japanned and Piced, Net Prices.

**Tire Bolts—**

See Bolts.

**Tobacco Cutters—**

National Specialty Co.....	40%
Enterprise Mfg. Co.....	25@30%

**Toilet Clippers—**

See Clippers.

**Trammel Points—**

Backus and Union.....	40%
C. E. Jennings & Co., "Eureka".....	25%
Cook's.....	25%
Sargent's.....	40&10%
Stanley's.....	30&10%
Tower & Lyon.....	33½%
Prentiss'.....	20@25%

**Tracks, &c.—**

F. E. Myers & Bro.:	
Comb. Car, Double Steel T.....	\$3.50
Comb. Car, Wood Track.....	3.25
Common 6 in. Wood Sheave Pulley, Fig. 433.....	½ doz. 1.75
D. H. Fork Steel Regular.....	each, .85
Double Fork Steel Fork.....	each, 3.50
Double Rail Steel Track, complete with clamps.....	½ ft. .10
Faultless Steel Frame K. P. Pulley, Fig. 435.....	½ doz. 2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485.....	½ doz. 1.90
Floor Hooks, ¾ in.....	½ doz. .70

Floor Pulley, Wood Sheave, Fig. 486.....	½ doz. 2.25
Hanging Hooks for Double Steel Track.....	½ doz. .65
Hanging Hooks for Single Steel Track.....	½ doz. .65
Hanging Hooks for Wood Track, 10 in.....	½ doz. .55
Hanging Hooks for Wood Track, 14 in.....	½ doz. .65
Malleable Frame K. P. Pulleys, Fig. 678.....	½ doz. 2.40
Malleable Rafter Brackets, ½ doz.....	.40
Nellis Fork.....	each, 1.60
New Myers Iron Rod Car.....	3.25
Reed Wood Frame Pulley with Hook, Fig. 434.....	½ doz. 2.00
Rev. Car, Double Steel Track.....	3.50
Rev. Car, Wood Track.....	3.25
Rope Hitch.....	½ doz. 1.75
Single Rail Car, Single Steel T.....	3.50
Single Rail Steel Track with clamps.....	½ ft. 0.1
Sprout's Shear Fork, each.....	\$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, ½ doz.....	1.85
Sure Grip Sling Car, Steel or Wood Track.....	6.00
Walker Fork, each.....	1.25
Wrought Rafter Brackets, ½ doz.....	.40

## Transom Lifters—

Ajax.....	50&10&50&10&5%
Bronze Metal, with Safety Spring.....	50&50&10%
Crescent.....	70&70&10%
Dickson's.....	.60%
Nickel Plated.....	50&10%
Payson's Solid Grip, Nos. 303 and 304, ½ 100.....	\$12.00
Shaw's.....	
Copper Finished.....	80&10%
Lever.....	70&70&10%

## Traps—

## FLY—

Balloon.....	½ doz. \$1.25, ½ gro. \$12.00
Globe.....	½ doz. 1.25, ½ gro. 12.00
Harper.....	½ doz. 1.40, ½ gro. 15.00

## GAME—

Star, Blake's Pattern.....	.60&10&10%
Enterprise Mole.....	.15%
H. & N.....	.65%
Newhouse.....	45&50%
Victor.....	.75%

## MOUSE AND RAT—

Eric Rat.....	40&40&10%
Hotchkiss:	
Metallic Mouse.....	.50%
Improved Rat.....	.50%
New Rat.....	.50%
Mouse, Bonanza, ½ doz.....	90¢@ \$1.60
Mouse, Catch-em-alive, ½ doz.....	\$2.50, 15%
Mouse, Delusion.....	.40%
Mouse, Ideal, ½ gro.....	\$9.00
Mouse, Round Wire, ½ doz.....	\$1.00, 10%
Mouse, Wood, Choker, ½ doz. holes.....	90¢@ 10¢
Marty French Rat and Mouse Traps (Genuine):	
No. 1, Rat, each \$1.13, ½ doz.....	\$12.00
No. 3, Rat, ½ doz., \$6.00; case of 50.....	5.25
No. 3½, Rat, ½ doz., \$4.75; case of 72.....	4.25
No. 4, Mouse, ½ doz., \$3.50; case of 72.....	2.75
No. 5, Mouse, ½ doz., \$2.75; case of 150.....	2.25
Schuyler Rat Killer, No. 1, ½ gro.....	\$15.00
Mouse, No. 8.....	9.00
Smith & Egge Mfg. Co.: ½ doz.....	\$15.00
Superior Rat Trap.....	\$15.00
Yankee Mouse Trap.....	5.50
Yankee Rat Trap.....	11.00

## Trowels—

Brade's Brick.....	30%
Diaston's:	
Brick and Pointing.....	30%
Plastering.....	25%
"Standard Brand" and Garden.....	40%
C. E. Jennings & Co.:	
Brick.....	30%
Plastering.....	25%
Pointing.....	30%
W. & McP. Plastering.....	25%
Peace's Plastering.....	25&25&5%
"Rose" Brick, Plastering and Moulders.....	25&3%

## Vegetable Slicers—

Enterprise Mfg. Co.....	25%
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## Vises—

Solid Box.....	40&10&50%
V. W. & W.....	.40%
Fisher-Norris.....	15&10%
Armstrong's:	
Combination.....	.50%
Plain and Hinge.....	.60%
Athol, Oval Slide.....	.60%
Adams, Diamond.....	.40%
Bonney's Champion.....	.40%
Fisher & Norris Double Screw.....	.15%
Holland's.....	.40%
Howard's.....	.40%
Little Giant Bench.....	25&10%
Lowell Hand.....	33½%
Massey:	
Perfect.....	15&20%
Clincher.....	30&40%
Wood Working.....	15&20%
Planer.....	15&20%
Comb. Pipe.....	.40%
Millers Falls:	
Mechanics.....	net@10%
Oval Slide.....	50&10%
Ball Clamp.....	.45%
Gravity.....	net
Hand.....	.15%
Moore's.....	.20%
Phenix.....	53½%
Prentiss.....	20&25%
Sargent's.....	.40%
Simpson's Adjustable.....	.40%
Stephens.....	25&33½%
Trenton.....	40&40&5%
Wright's Pipe.....	.40%

## SAW FILERS—

Bonney's No. 2, \$15.00.....	40&10&50%
Cincinnati.....	.40%
Stearns Com. No. 0, 1, 2 and 3, 50&50&10%	
Stearns Rubber Jaw, Nos. 10 and 33, 33½&40%	
Wentworth's.....	.40%

## Wads—

See Ammunition.

## Wagon Jacks—

Covert Mfg. Co.'s, Steel.....	.4%
Laue's Steel.....	33½&5%

## Washer Cutters—

Otis A. Smith's.....	20&10&10%
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## Well Wheels—

Japanned, 8 to 14 inches.....	70%
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## Weed Extractors—

"Pastime".....	½ doz. \$1.75 net
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## Window Cleaners—

Barnes Mfg. Co.....	.40%
Clayton's.....	25&10%

## Window Stop Adjusters—

Ives' New List.....	25&5%
Taplin's "Perfection".....	50%

## Wire Gauges—

See Gauges

## Wire and Wire Goods—

Brass Wire.....	20%
Bright Wire Goods, New List.....	85&10%
Cast Steel Wire.....	50%
Copper Wire.....	15%
Annealed and Tinned on Spools.....	70%
Brass and Copper on Spools.....	60%
Spooled Wire, ass'd for Retailing.....	70%
Market Wire, Bright and Annealed:	
Nos. 6 to 9.....	70&10%
Nos. 10 to 18.....	72½&5%
Nos. 19 to 26.....	75&7½%
Nos. 27 to 36.....	75&10&2½%
Coppered and Galvanized:	
Nos. 6 to 9.....	60½&5%
Nos. 10 to 18.....	70%
Nos. 19 to 26.....	70&10%
Nos. 27 to 36.....	70&10&10%
Tinned:	
Nos. 6 to 14.....	70&10&5%
Nos. 15 to 18.....	70&5&5%
Nos. 19 to 26.....	70%
Nos. 27 to 36.....	60&10&10%
Picture Wire, List of Oct. 2, 1900.....	85&85&10%
Steel Music Wire, Nos. 12 to 30, Imported.....	½ lb. 60¢@ 70¢
Stub's Steel Wire.....	\$6.00 to £ 33½%

## Wire Clothes Lines—

See Lines.

## Wire Cloth, Netting, &amp;c.—

Galvanized Wire Netting 50&10&80&20%	
Painted Screen Cloth, good quality, ½ 100 sq. ft. \$1.00@1.10	

## PAINTS, OILS AND COLORS.

## Oils—

Linseed, City, Raw, in barrels, ½ gal. 62c	
Linseed, City, Boiled, in barrels, ½ gal. 64c	
Out of Town on Spot.....	½ gal. 62c
Calcutta, Raw, in barrels.....	½ gal. 85c
Lard, Prime City.....	½ gal. 65¢@ 66c
Extra, No. 1.....	47¢@ 49c
No. 1.....	41¢@ 43c

## Paints and Colors—

Barytes, Foreign Floated, ½ ton, \$20.00@ \$21.00	
Barytes, American Floated, ½ ton, \$19.00@ \$20.00	
Barytes, Crude.....	½ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ½ lb. 60¢@ 64c	
White Lead, American, in Oil, in lots of less than 500 lbs. ½ lb. net 7c	
In lots of 500 lbs. and over.....	½ lb. 6½c
White Lead, Foreign, in Oil, ½ lb. 8¢@ 9½c	
Litharge, Kegs.....	½ lb. 6½¢@ 7c
Zinc, American, Dry.....	½ lb. 4¾¢@ 5¼c

## Putty—

In bulk.....	\$1.90
In bladders.....	2.40
In cans, 50 lb.....	2.00
In cans, 25 lb.....	2.25
In cans, 12½ lb.....	2.50

## Wire Rope—

New List July 1, 1899.

Cast Steel.....	30%
Iron.....	30&30&10%
Iron, Galvanized.....	25&10%

## Wire Rope Clips—

Crosby.....	25%
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## Wire Stretchers—

W. C. Heller's Grip.....	½ doz. \$1.50
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## Wrenches—

Agricultural.....	70&10¢@ 75%
Aiken's Pocket (Bright).....	\$2.00@ \$3.30
Alligator.....	70%
Baxter's.....	60&10%
Bemis & Call's:	
Briggs Pattern.....	30&10%
No. 2 Cylinder.....	55%
No. 3 Pipe, Bright.....	50%
Patent Combination Black.....	40&5%
Patent Combination Bright.....	40%
Bicycle:	
Club.....	40%
Superior.....	40%
Featherweight.....	40%
Protection.....	40%
Boardman's.....	30¢@ 33½%
Coe's:	
Genuine.....	40&10&5&5%
"Mechanics".....	40&10&10&5&5%
Coe's Pattern, Wrought Bar.....	60&5%
Donohue's Engineer.....	40%
Eagle Pipe.....	50&10%
Gem.....	33½%
Stillson Pipe.....	50%
Taylor Pipe and Nut.....	40%
Acme.....	60¢@ 60½%
Bull Dog.....	60¢@ 10%
Hercules.....	70%
J. H. Williams & Co.....	25%

## Spirits Turpentine—

In regular bbls.....	40 c
In machine bbls.....	41 c

## Dry Colors—

Blue, Chinese.....	.35 @ 40 c
Blue, Prussian.....	.33 @ 38 c
Blue, Ultramarine.....	6 @ 30 c
Sienna, Italian, burnt & powdered.....	4½¢@ 10 c
Sienna, Italian, raw & powdered.....	3 @ 7 c
Umber, Turkey, burnt.....	3¼¢@ 3¼c
Umber, Turkey, raw.....	2¼¢@ 3¼c
Green, Chrome, Ordinary.....	5 @ 7 c
Green, Paris, in bulk.....	15 @ 16 c
Indian Red, American.....	2¼¢@ 3 c
Indian Red, English.....	4¼¢@ 8¼c

## Colors in Oil—

Black Lampblack, best.....	18 @ 15 c
Black Lampblack, common.....	8 @ 10 c
Blue, Chinese.....	.35 @ 40 c
Blue, Prussian.....	.82 @ 35 c
Blue, Ultramarine.....	.14 @ 18 c
Sienna, burnt.....	.11 @ 13 c
Sienna, raw.....	.11 @ 13 c
Umber, burnt.....	.11 @ 13 c
Umber, raw.....	.11 @ 13 c
Brown, Vandyke.....	.11 @ 13 c

No. 3.—2½ in.  
Wheel  
The Standard  
Steel  
Pulley  
For  
Years.



# "FOX-ALL-STEEL"

The Original and Only Steel Pulleys with a Durable Bushing in the wheels TO TAKE THE WEAR.

- No. 3.—2½ in. For Four Hole Mortise.  
No. 7.—2½ in. Four Hole or Machine Mortise.  
No. 9.—1½ in. Three Hole or Machine Mortise.  
No. 10.—2 in. A New Style, out March 15th.

## REMEMBER

Fox Pulleys are not experiments. Extensively used over eight years.

Do not be misled by imitations, they are not "The same as The Fox."

SAMPLES and Catalog FREE.

**FOX MACHINE CO.** 169 No. Front St., Grand Rapids, Mich.





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Geneva Tool Co. Geneva, Ohio.  
John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.
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Rapid Rifle Co. Ltd., Grand Rapids, Mich.  
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- Bench Shears.**  
Chandler & Farquhar, Boston.
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- Callipers.**  
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Smith & Hemenway Co., New York.  
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National Sweeper Co., Marion, Ind.
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Joseph Dixon Crucible Co., Jersey City, N. J.
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Silver Mfg. Co., Salem, Ohio.
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F. E. Myers & Bro., Ashland, Ohio.
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Sargent & Co., New York.  
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- Catalogue Case.**  
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J. D. Warren Mfg. Co., Chicago, Ill.
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Tower & Lyon, New York.
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Fuller Bros., New York.
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Covert Mfg. Co., West Troy, N. Y.
- Chains, Sash.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Chain Blocks.**  
Burr Mfg. Co., Cleveland, O.
- Chain Stay Ratchet.**  
Chain Stay Fence Co., Sterling, Ill.  
Chain Stay Fence Co., Toledo, O.
- Checks.**  
Schwerdtle Stamp Co., Bridgeport, Conn.
- Chemicals.**  
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Enterprise Mfg. Co. of Pa., Philadelphia.  
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- Chisels, Firmer.**  
Alfred Field & Co., New York.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.
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Underhill, Clinch & Co., New York.
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Chambers Bros. Co., Philadelphia.
- Clippers, Horse and Barbers'.**  
American Shearer Mfg. Co., Nashua, N. H.  
Coates Clipper Mfg. Co., Worcester, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.
- Closet Pulls.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Clothes Racks.**  
Rogers & Son, Kendallville, Ind.
- Coal Screens.**  
Gilbert & Bennett Mfg. Co., New York, Chicago.
- Coat, Hat and Ceiling Hooks.**  
Atlas Mfg. Co., New Haven, Conn.  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Sargent & Co., New York.
- Colors.**  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
- Compressors, Corn and Fodder Shock.**  
J. B. Hughes, Greensburg, Ind.
- Conductor Pipe.**  
American Steel Roofing Co., Middletown, Ohio.
- Coopers' Tools.**  
G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.

**Copper, Sheet.**

Bruce & Cook, New York.

**Cordage and Twines.**

Samson Cordage Works, Boston.

**Cork Pullers.**

Arcade Mfg. Co., Freeport, Ill.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Erie Specialty Co., Erie, Pa.

**Corkscrews.**

Alfred Field & Co., New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Williamson W. N. Co., Newark, N. J.

**Counterfeit Detectors.**

Pelouze Scale & Mfg. Co., Chicago.

**Countersinks.**

C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.

**Cover Lifters, Stove.**

Troy Nickel Works, Albany, N. Y.

**Crayons.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Curled Hair.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Curry Combs.**

W. & E. T. Fitch Co., New Haven, Conn.  
John H. Graham & Co., New York.  
New York Stamping Co., Brooklyn, N. Y.

**Cutlery, Pocket.**

John Chatillon & Sons, New York.  
Jos. Rodgers & Sons, Sheffield, Eng.  
Voigt, Starr & Co., New York.

**Cutlery, Table.**

Alfred Field & Co., New York.  
Goodell Co., Antrim, N. H.  
Jos. Rodgers & Sons, Sheffield, England.  
E. H. H. Smith, New York, N. Y.

**Cutlery Specialties.**

Gem Cutlery Co., New York.  
Smith & Hemenway Co., New York.

**Cutters, Fodder.**

Silver Mfg. Co., Salem, Ohio.

**Cutters, Rod.**

Chandler & Farquhar, Boston.

**Cutters, Wire.**

Bridgeport Mfg. Co., Bridgeport, Conn.

**Cutting Pliers.**

Bridgeport Mfg. Co., Bridgeport, Conn.  
Cronk Hanger Co., Elmira, N. Y.  
Charles Morrill, New York.

**Dampers, Stove.**

Arcade Mfg. Co., Freeport, Ill.

**Desks.**

Sears, Roebuck & Co., Chicago, Ill.

**Dies, Steel.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Discount Books.**

Hardware Publishing Co., New York.

**Dog Collars and Muzzles.**

Alfred Field & Co., New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Door Checks and Springs.**

Henry Pearl & Sons, New York.  
Sargent & Co., New York.

**Door Holders.**

Brohard Co., Philadelphia, Pa.  
Caldwell Mfg. Co., Rochester, N. Y.  
Henry Pearl & Sons, New York.

**Door Springs.**

Sargent & Co., New York.

**Drawing Instruments.**

C. E. Jennings & Co., New York.  
Keuffel & Esser Co., New York.  
Sargent & Co., New York.

**Drawing Knives.**

Tower & Lyon, New York.

**Drills, Bench.**

Geo. Burnham Co., Worcester, Mass.  
Chandler & Farquhar, Boston, Mass.  
Silver Mfg. Co., Salem, Ohio.  
(See Twist Drills.)

**Drilling Attachments.**

Silver Mfg. Co., Salem, Ohio.

**Drills, Blacksmiths', Etc.**

Sargent & Co., New York.  
Silver Mfg. Co., Salem, Ohio.

**Drill Presses.**

Silver Mfg. Co., Salem, Ohio.

**Dripping Pans.**

Fillgrove Bros. & Co., Ironton, Ohio.

**Dumb Waiters.**

Kimball Bros., Council Bluffs, Iowa.

**Electric Bells and Supplies.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Elevators.**

Kimball Bros., Council Bluffs, Iowa.

**Emery and Garnet Paper.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Enameled Door and Number Plates.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Enamelers.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Engravers.**

Standard Engraving Co., New York.

**Ensilage Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Envelope and Stamp Lubricators.**

Pelouze Scale & Mfg. Co., Chicago.

**Escutcheons and Push Plates.**

Brass Goods Mfg. Co., Brooklyn, N. Y.  
Sargent & Co., New York.

**Expansion Bolts.**

D. C. Seaman & Co., Philadelphia.

**Export Agents.**

John H. Graham & Co., New York.

**Eyelets and Eyelet Sets.**

Eyelet Tool Co., Boston, Mass.

**Farming Tools.**

Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Faucets, Metal.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Faucets, Wood.**

John Sommer's Son, Newark, N. J.

**Fences, Wire and Iron.**

W. J. Adam, Joliet, Ill.  
J. E. Bolles Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Frost Wire Fence Co., Cleveland, O.  
Jones National Fence Co., Columbus, O.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland Ohio.

**Files.**

G. & H. Barnett Co., Philadelphia.  
Alfred Field & Co., New York.  
Hayes File Co., Detroit, Mich.  
Nicholson File Co., Providence, R. I.

**Filters.**

A. L. Baron Mfg. Co., New York.  
Champion Safety Lock Co., Cleveland, O.  
Globe Filter Co., New York.  
T. Linke & Co., New York, N. Y.

**Fire Arms.**

Alfred Field & Co., New York.  
Harrington & Richardson Arms Co., Worcester, Mass.  
Remington Arms Co., New York.

**Fishing Tackle.**

Enterprise Mfg. Co., Akron, O.

**Flat Ware.**

See Plated Ware.

**Floor Plates.**

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Flower Pot Stands.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Flue Stopper.**

J. L. Clark Hdw. Co., Rockford, Ill.  
Stuber & Kuck, Peoria, Ill.

**Fodder Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Food Choppers.**

Enterprise Mfg. Co. of Pa., Philadelphia, Pa.  
Sargent & Co., New York, and New Haven, Conn.

**Forgings, Carriage.**

Columbus Bolt Works, Columbus, O.

**Foundry Riddles.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Frame Pulleys.**

Fox Machine Co., Grand Rapids, Mich.  
Sargent & Co., New York.

**Fruit Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Galvanizing, Electro.**

U. S. Electro-Galvanizing Co., New York.

**Garden Hose.**

Broadway Rubber Co., New York.  
J. W. Buckley Rubber Co., New York.

**Garden Tools.**

Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.

**Gasoline Lamps.**

Argand Vapor Lamp Co., Detroit, Mich.  
Chicago Solar Light Co., Chicago, Ill.  
H. Merkel, St. Louis, Mo.

**Gasoline Stoves.**

Dangler Stove & Mfg. Co., Cleveland, Ohio.  
Sun Vapor Stove Mfg. Co., Detroit, Mich.

**Gas Pliers.**

Cronk Hanger Co., Elmira, N. Y.

**Gauges, Butt.**

Stanley Rule and Level Co., New York.

**Glass Cutters.**

John Byrnes, New York.  
Smith & Hemenway Co., New York.

**Glue.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.  
Tower & Lyon, New York.

**Graphite.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Grass Hooks.**

H. S. Earle, Detroit, Mich.  
Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.

**Grindstones.**

Cleveland Stone Co., Cleveland.

**Gummers, Saw.**

E. C. Atkins & Co., Indianapolis, Ind.

**Gunpowder.**

E. I. DuPont de Nemours & Co., Wilmington, Del.  
Tower & Lyon, New York.

**Gun Implements.**

Remington Arms Co., New York.  
Union Hardware Co., Torrington, Conn.

**Hair Felting.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Halter Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Halters, Web and Rope.**

Covert Mfg. Co., West Troy, N. Y.

**Hammers.**

John H. Graham & Co., New York.  
Arthur R. Robertson, Boston, Mass.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Stanley Rule and Level Co., New York.  
The Scranton & Co., New Haven, Conn.

**Handles, Tool.**

Berger Bros. Co., Philadelphia.  
N. Y. Mallet & Handle Works, New York, N. Y.

**Hangers, Coat and Hat.**

Cronk Hanger Co., Elmira, N. Y.

**Hangers, Pipe.**

Berger Bros. Co., Philadelphia.

**Hangers, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Hangers, Joist and Wall.**

National Iron & Wire Co., Cleveland, Ohio.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Hangers, Parlor Door.**

John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Sargent & Co., New York.

**Hangers, Trouser.**

Chicago Form Co., Chicago, Ill.

**Hardware Mfrs' Agents, Etc.**

John H. Graham & Co., New York.  
Robert Murray, New York.  
Underhill, Clinch & Co., New York.

**Hardware Specialties.**

Arcade Mfg. Co., Freeport, Ill.  
Clark & Cowles, Plainville, Conn.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Robert Murray, New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.

**Harness Dressing.**

Frank Miller Co., New York, N. Y.

**Harness Snaps.**

Covert Mfg. Co., West Troy, N. Y.  
W. & E. T. Fitch Co., New Haven, Conn.  
Sargent & Co., New York.

**Hasps and Staples.**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools.**

F. E. Myers & Bro., Ashland, Ohio.

**Hay Forks.**

Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.

- Hay Knives.**  
Iwan Bros., Streator, Ill.
- Heaters, Gas.**  
Lawrence Stove Mfg. Co., Buffalo, N. Y.
- Heaters, Oil.**  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Hinges.**  
Clark Mfg. Co., Buffalo, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.
- Hinges, Shutters.**  
Clark Mfg. Co., Buffalo, N. Y.
- Hinges, Spring.**  
Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.
- Hinges, Trunk, Box and Door.**  
Brass Goods Mfg. Co., Brooklyn, N. Y.
- Hoisting Machinery.**  
Burr Mfg. Co., Cleveland, Ohio.  
Kimball Bros., Council Bluffs, Ia.
- Hones, Razor.**  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.
- Hooks.**  
Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.
- Horse and Cattle Ties.**  
Covert Mfg. Co., West Troy, N. Y.
- Horse Nails.**  
Ausable Horse Nail Co., New York.  
Capewell Horse Nail Co., Hartford, Conn.
- Horse Rasps.**  
G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.
- Hose Menders.**  
John H. Graham & Co., New York.
- Hose Pipe.**  
F. E. Myers & Bro., Ashland, Ohio.
- Hose, Rubber.**  
Broadway Rubber Co., New York.  
J. W. Buckley Rubber Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.
- Hot Plates.**  
Lawrence Stove Mfg. Co., Buffalo, N. Y.
- Ice Balances.**  
John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.
- Ice Cream Freezers.**  
John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.
- Ice Chisels.**  
Iowa Farming Tool Co., Ft. Madison, Iowa.  
John Chatillon & Sons, New York.
- Ice Creepers.**  
Edwin B. Stimpson & Son, New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.
- Ice Picks.**  
John Chatillon & Sons, New York.  
C. E. Jennings & Co., New York.  
Erie Specialty Co., Erie, Pa.
- Ice Tools.**  
John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.
- Iron, Sheet.**  
Bruce & Cook, New York.
- Iron Fences.**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.
- Iron Work.**  
J. E. Bolles Wire Works, Detroit, Mich.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.
- Jack Chains.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Ladders.**  
Berger Bros. Co., Philadelphia.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Miller Ladder Co., Chicago, Ill.  
F. E. Myers & Bro., Ashland, Ohio.  
Portland Ladder Co., Newark, N. J.
- Lamps, Bicycle.**  
John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Land Rollers.**  
John W. Douglass, New York.
- Lard Presses.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Lawn Fences.**  
W. J. Adam, Joliet, Ill.  
Dwiggins Co., Anderson, Ind.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Frost Wire Fence Co., Cleveland, O.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.
- Lawn Mowers.**  
Chadborn & Coldwell Mfg. Co., Newburg, N. Y.  
Clipper Lawn Mower Co., Norristown, Pa.  
Coldwell Lawn Mower Co., Newburgh, N. Y.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Philadelphia Lawn Mower Co., Philadelphia, Pa.  
Underhill, Clinch & Co., New York.
- Lawn Rakes.**  
Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.
- Lawn Rollers.**  
John W. Douglass, New York.
- Lawn Swings.**  
Tipp Building & Mfg. Co., Tippencanoe City, Ohio.
- Lead.**  
Bruce & Cook, New York.  
Colwell Lead Co., New York.
- Lead Pencils.**  
Joseph Dixon Crucible Co., Jersey City, N. J.
- Lead Pipe.**  
Colwell Lead Co., New York.
- Leather, Shoe Soles and Heels.**  
Baxter Schenkelsberger & Co., Boston, Mass.
- Lemon Squeezers.**  
Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.
- Levels.**  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.
- Locks and Knobs.**  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Sargent & Co., New York and New Haven, Conn.
- Lubricants.**  
Joseph Dixon Crucible Co., New York and Jersey City, N. J.
- Luminous Balts.**  
Enterprise Mfg. Co., Akron, O.
- Magnolia Metal.**  
Magnolia Metal Co., New York.
- Mallets.**  
Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.
- Manicure Files.**  
Emil Forquignon Mfg. Co., New York.
- Maple Supplies.**  
Youngstown Specialty Mfg. Co., Youngstown, O.
- Masons' Lines.**  
Samson Cordage Works, Boston.
- Measuring Pumps.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Measuring Tapes.**  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.
- Meat Choppers.**  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.
- Meat Cutters.**  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.
- Metallic Paint.**  
L. D. Berger, Philadelphia.  
Bruce & Cook, New York.
- Mills, Coffee and Spice.**  
Arcade Mfg. Co., Freeport, Ill.  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Mills, Drug.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Mincing Knives.**  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.
- Mitre Boxes.**  
C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.
- Motor Cycles.**  
Patee Bicycle Co., Indianapolis, Ind.
- Mowing Machine Oilers.**  
Willmot & Hobbs Mfg. Co., Bridgeport, Conn.
- Nails.**  
Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.
- Nail Pullers.**  
Bridgeport Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.
- Nail Sets.**  
John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.
- Needles.**  
Alfred Field & Co., New York.
- Nippers.**  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.
- Nuts.**  
Atlas Bolt and Screw Co., Cleveland, Ohio.  
Columbus Bolt Works, Columbus, O.
- Office Railings.**  
J. E. Bolles Wire Works, Detroit, Mich.  
Gilbert & Bennett Mfg. Co., New York and Chicago.
- Oilers.**  
Cushman & Denison, New York.  
Tower & Lyon, New York.  
Willmot & Hobbs Mfg. Co., Bridgeport, Conn.
- Oil Heaters.**  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Oil Stoves.**  
Dangler Stove & Mfg. Co., Cleveland, Ohio.
- Oil Tank Outfits.**  
Eastern Oil-Tank Co., Lowell, Mass.
- Ornamental Iron Work.**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.
- Padlocks.**  
Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.
- Paints.**  
L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
William Connors Paint Mfg. Co., Troy, N. Y.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Sherwin-Williams Co., Cleveland, O.  
Standard Paint Co., New York.
- Paper Clips.**  
Cushman & Denison, New York.
- Pencils.**  
Joseph Dixon Crucible Co., Jersey City, N. J.
- Pig Lead.**  
Swarts Metal Refining Co., Chicago.
- Pipe Cutters.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.
- Pipe Straps.**  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Pipe Threading Machines.**  
Armstrong Mfg. Co., Bridgeport, Conn.
- Pipe Vises.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.
- Planes.**  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.
- Plated Ware.**  
M. S. Benedict Mfg. Co., E. Syracuse, N. Y.  
Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.  
Holmes & Edwards Silver Co., Bridgeport, Conn.
- Plates, Machinery.**  
Schwardtke Stamp Co., Bridgeport, Conn.
- Pliers, Fencing.**  
Cronk Hanger Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.
- Plumbers' Supplies.**  
L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Pocket Outlery.**  
John Chatillon & Sons, New York.  
Alfred Field & Co., New York.
- Police Equipments.**  
Tower & Lyon, New York.



- Polish, Stove.**  
Alumaine Paint & Polish Co., Chicago, Ill.  
Joseph Dixon Crucible Co., Jersey City, N. J.
- Post Hole Augers**  
Iwan Bros., Streator, Ill.
- Post Hole Diggers.**  
John H. Graham & Co., New York.  
Iwan Bros., Streator, Ill.
- Porcelain Enameled Letters, Etc.**  
A. V. Taylor & Co., Cincinnati, Ohio.
- Poultry Netting.**  
Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
Jones National Fence Co., Columbus, Ohio.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.
- Powder.**  
E. I. Du Pont De Nemours & Co., Wilmington, Del.
- Power Hammers.**  
The Scranton & Co., New Haven, Conn.
- Price Books.**  
Hardware Publishing Co., New York.
- Price Cards and Holders.**  
John S. Menagh, Jersey City, N. J.
- Printing and Mailing.**  
U. S. Mailing & Advsg. Co., Cleveland, O.
- Pruning Shears.**  
Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.
- Pulleys, Hoisting.**  
Burr Mfg. Co., Cleveland, Ohio.  
Fox Machine Co., Grand Rapids, Mich.  
F. E. Myers & Bro., Ashland, Ohio.
- Pumps.**  
John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.
- Punches, Spring.**  
Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.
- Railings, Wire and Iron.**  
J. E. Bolles Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.
- Railroad Brasses.**  
Magnolia Metal Co., New York.
- Rail, Barn Door.**  
Cronk Hanger Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.
- Railway and Mill Supplies.**  
American Railway Supply Co., New York.  
R. Woodman Mfg. & Supply Co., Boston.
- Raisin Seeders.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Rakes.**  
Geneva Tool Co., Geneva, O.  
John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.
- Razors.**  
Alfred Field & Co., New York.  
Gem Cutlery Co., New York.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.
- Razors, Safety.**  
Gem Cutlery Co., New York.
- Razor Strops.**  
Gem Cutlery Co., New York.  
Smith & Hemenway Co., New York.
- Reamers.**  
C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.
- Reels, Wood.**  
John Sommer's Son, Newark, N. J.
- Refrigerators.**  
McCray Refrigerator & Cold Storage Co., Kendallville, Ind.
- Registers, Warm Air.**  
Berger Bros. Co., Philadelphia.
- Revolution Counter.**  
Tablor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.
- Rivets.**  
Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.
- Rivet Sets.**  
Eyelet Tool Co., Boston, Mass.
- Road Rollers.**  
John W. Douglass, New York.
- Roller Skates.**  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.
- Roof Bolts.**  
Columbus Bolt Works, Columbus, O.
- Roof Rods.**  
Columbus Bolt Works, Columbus, O.
- Roofing Cement.**  
J. L. Perkins & Co., Chicago, Ill.
- Roofing Paint.**  
J. L. Perkins & Co., Chicago, Ill.
- Roofing Plates.**  
Merchant & Co., Inc., Philadelphia, Pa.
- Roofing and Roofers' Supplies.**  
American Steel Roofing Co., Middletown, Ohio.  
L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Merchant & Co., Inc., Philadelphia, Pa.
- Rope Attachment.**  
Newton Mfg. Co., Erie, Pa.
- Ruberoid Roofing.**  
Standard Paint Co., New York.
- Rules.**  
Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.
- Sad Irons.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Sand and Emery Paper.**  
Baier, Adamson & Co., New York, Philadelphia, Boston and Chicago.
- Sand Screens.**  
Gilbert & Bennett Mfg. Co., New York and Chicago.
- Sap Pails.**  
Youngstown Specialty Mfg. Co., Youngstown, O.
- Sap Pail Covers.**  
Youngstown Specialty Mfg. Co., Youngstown, O.
- Sash Chains.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.
- Sash Cord.**  
Samson Cordage Works, Boston.  
Tower & Lyon, New York.
- Sash Fixtures.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Sash Locks.**  
Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.  
Payson Mfg. Co., Chicago, Ill.
- Sausage Stuffers.**  
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Sargent & Co., New York.
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E. C. Atkins & Co., Indianapolis, Ind.  
Henry Dieston & Sons, Philadelphia, Pa.  
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- Saws, Butchers'.**  
John Chatillon & Sons, New York.
- Saw Sets.**  
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Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.
- Saw Tools.**  
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F. A. Herrick Co., Jackson, Mich.
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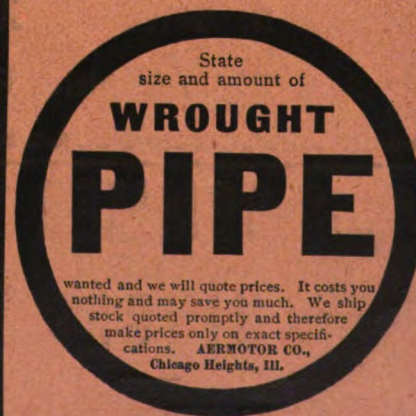
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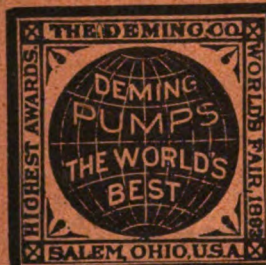
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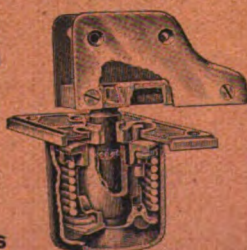
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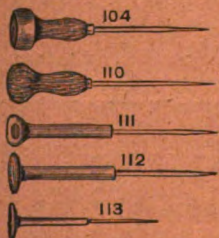
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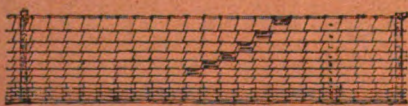
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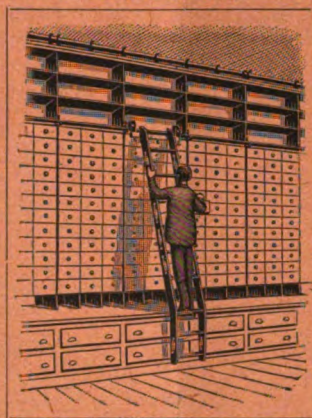
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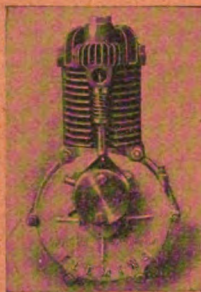
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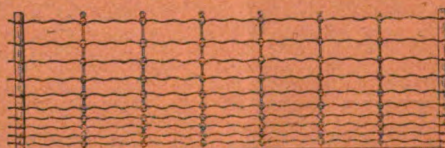
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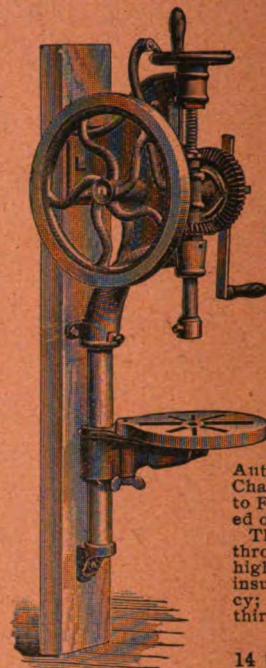
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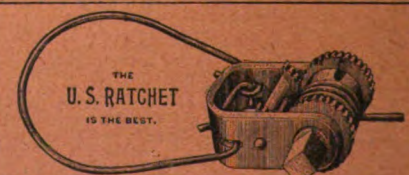
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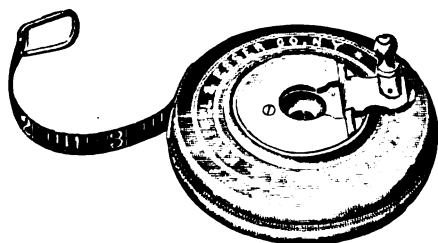


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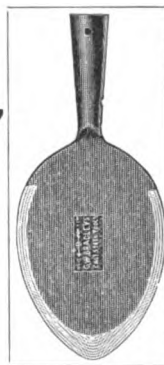
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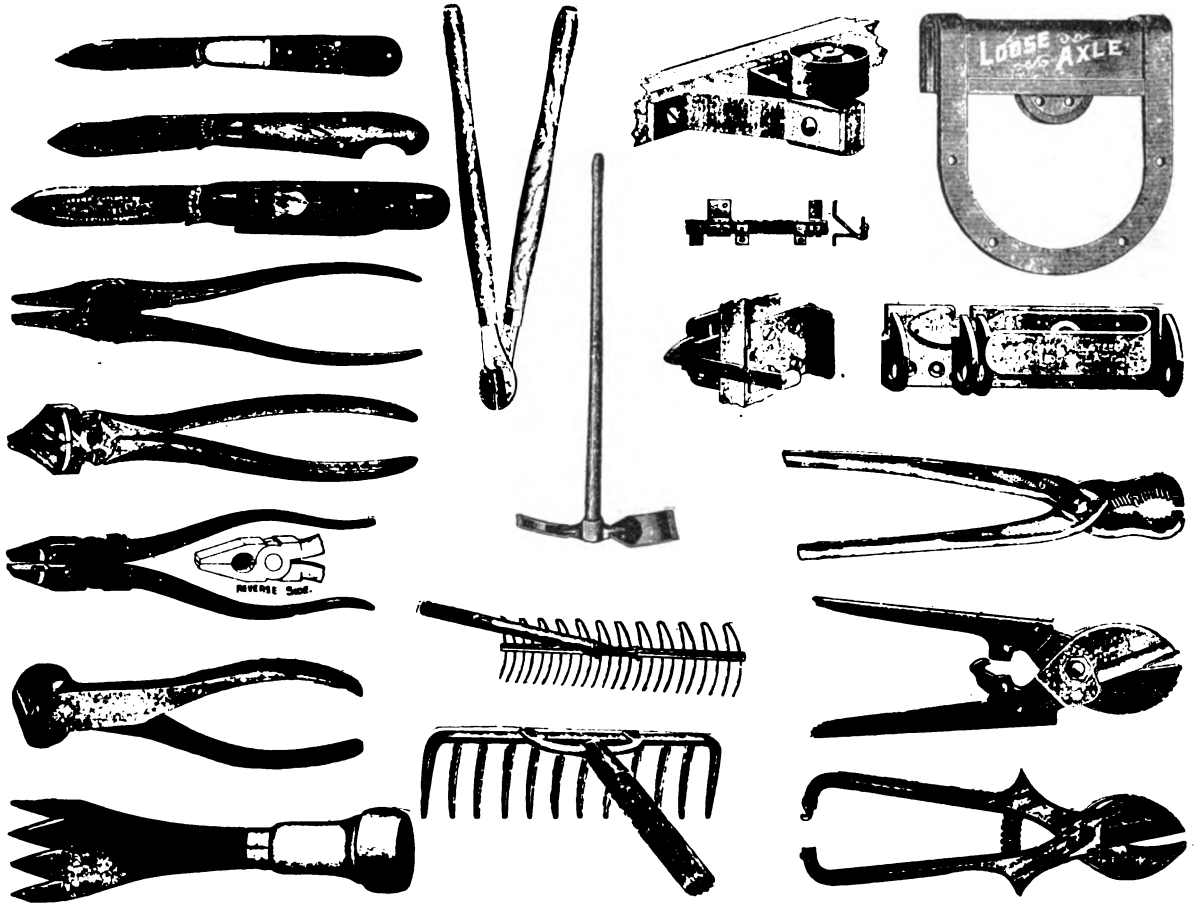
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Made of Best Materials—  
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Will outlast any other machine made.  
Washes carpets or lace curtains. An easy  
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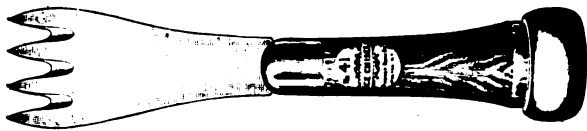
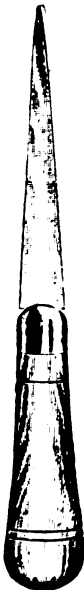
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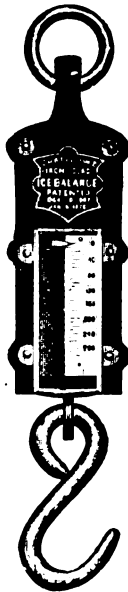


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No.		Per doz.
70.	50 lbs. by 1 lb .....	\$10.00
80.	80 lbs. by 1 lb .....	24.00
90.	100 lbs. by 1 lb .....	42.00
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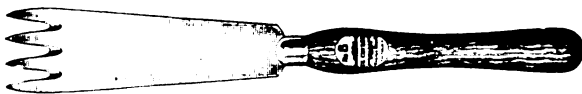
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ESTABLISHED 1835.

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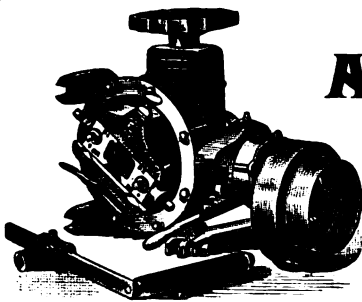
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A strong durable Animal  
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*For Woodworkers,  
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Put up in self-sealing cans  
all sizes from 2 oz. to gals.

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Catalogue on Application

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Old  
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Williamson's Hand  
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does the work with-  
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A simple, easy turn-  
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PATENT

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Established in  
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Registered  
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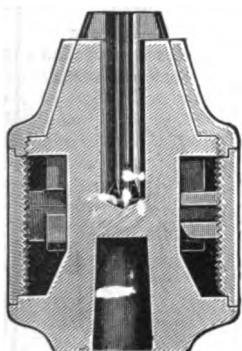
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Made of Galv. steel and copper.  
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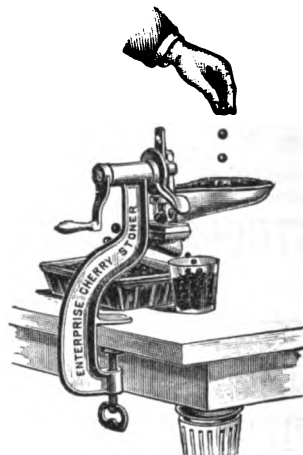
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The Nos. 17 and 18 are NEW and have a Patented Regulating Device which makes it easier to adjust machine for different sizes of Cherries and absolutely insures the jaws retaining their position when set.



No. 17. Japanned \$9.00 doz.  
No. 18. Tinned 10.50 "

The No. 12 is intended to stone cherries with the least possible cutting or disfiguring of the fruit.



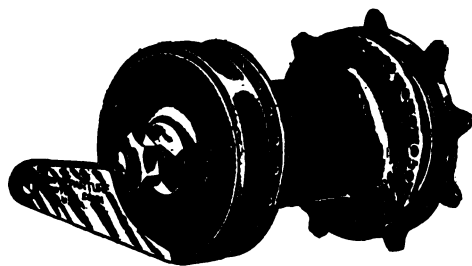
No. 12 TINNED \$12.00 doz.

Order from your Jobber. Send for Descriptive Catalogue

**The Enterprise Mfg. Co. of Pa.**  
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:: THE PARLOR CAR OF CYCLING ::

## The New Departure Coaster Brake

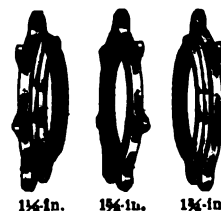
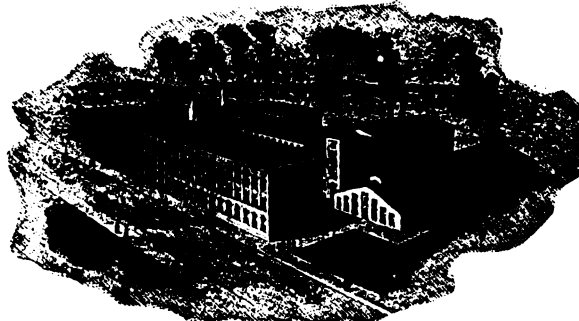


FIRST CONCEIVED,  
FIRST INVENTED,  
FIRST MANUFACTURED,  
.. and ..

First in Standard of Excellence and Superiority.

THE HOME OF THE COASTER BRAKE.

The  
Pioneer  
Coaster



1 1/4-in. 1 3/4-in. 1 1/2-in.  
Any chain link from 1 1/4 in. to 1 3/4 in.  
Any pitch sprocket from 1/4 in. to 1 in.  
Any size sprocket from 7 to 18 tooth.

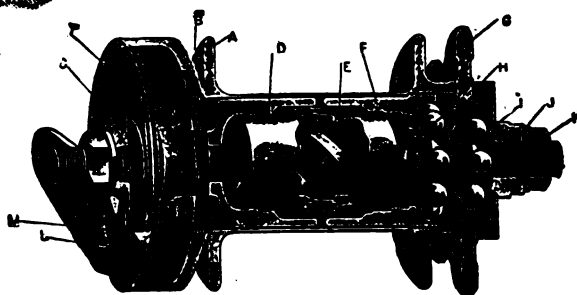
Send for Catalog and Prices

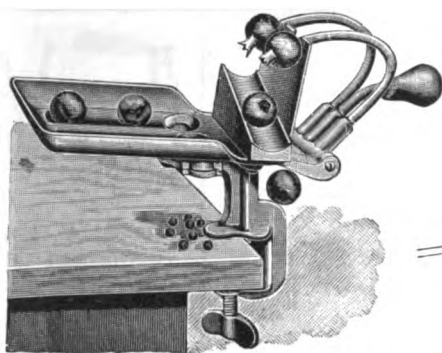
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**John H. Graham & Co.,**

113 Chambers St.,

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DO YOU  
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# CHERRY STONERS.

The kind that removes the pit, leaving cherry  
plump and round with all the juice.



SUCH IS THE

## GOODELL FAMILY CHERRY STONER.

ALL OTHERS MASH THE CHERRY AND WASTE THE JUICE.

The Goodell took first prize at World's Fair and highest award at National Export Exposition. Goodell Quality is Good Quality.

We have nothing of low grade to offer.

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### THE DROUVE VENTILATOR

The best and cheapest  
Ventilator on the market.  
Made in all sizes. Send  
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Skylight and Sheet Metal  
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Fitted with long handles. A specialty for bill-  
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Superior to any magnetic tool heretofore made.  
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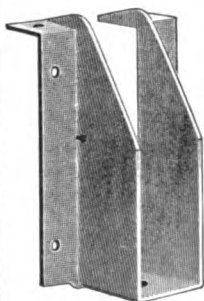


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Will pay for itself in a single day. Where  
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Has proven to be  
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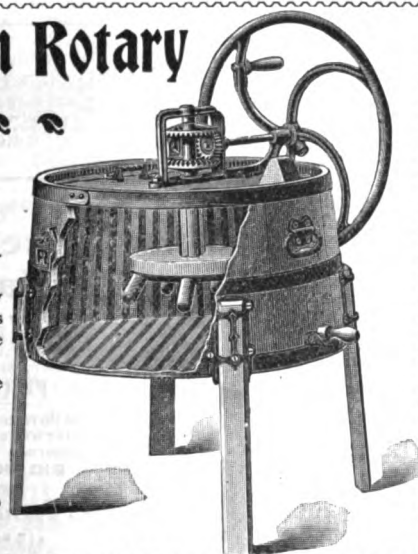
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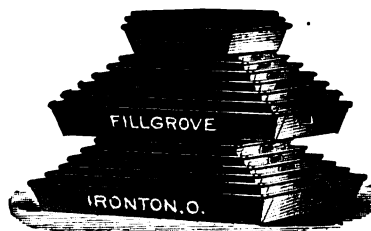
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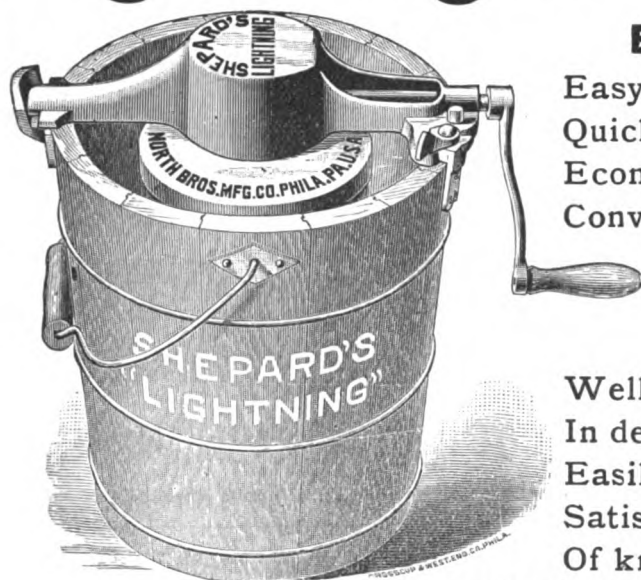
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**EXCEL** in  
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Practical results.

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**THE BEST IS EVER AND ALWAYS CHEAPEST.**

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Excellence will insure enlarged demand.  
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

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Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

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**BECAUSE**

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- 4.—This washer is made by experienced machanicans, and will out-last any other washer on the market.
- 5.—The tub has a wringer box fastened with steel brackets.
- 6.—The lid on tub closes tight, no escape of steam.

Manufactured by **H. F. BRAMMER MFG. CO.,**  
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Largest Variety.  
Toilet, Hand, Electric Power  
**ARE THE BEST.**  
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**TRIMO PIPE CUTTER**

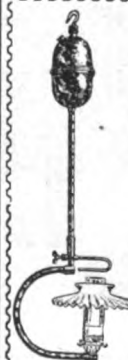
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Power Clippers, both hand & mechanical.

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The best made.

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A Sink Cleaner  
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Combined.

Tidy housekeeper  
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TRY IT AND BE  
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FRANK MILLER'S.

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Gives an Elastic,  
Durable Waterproof  
Gloss, and is posi-  
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the finest stock.



FRANK MILLER'S  
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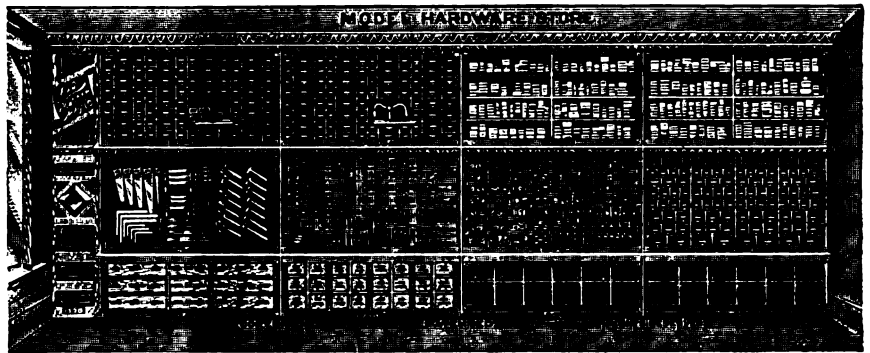
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Oil; lasts longer,  
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Manufactured by

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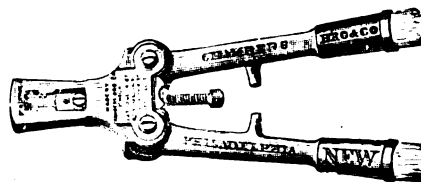


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EXPERT DESIGNERS OF HARDWARE SHELVING.

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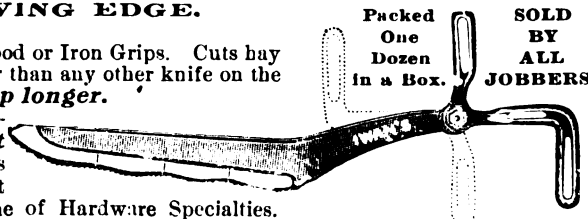
WITH WAVING EDGE.

Adjustable Handles, Wood or Iron Grips. Cuts hay  
or straw faster and easier than any other knife on the  
market, and *keeps sharp longer.*

Tool steel blades, malle-  
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tool.* Write for prices  
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One  
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Superior in style to any on  
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The McCray System insures perfect circulation of pure cold air; absolutely dry; never sweats; therefore is **PERFECTLY HYGIENIC**. For economical use of ice it has no equal.

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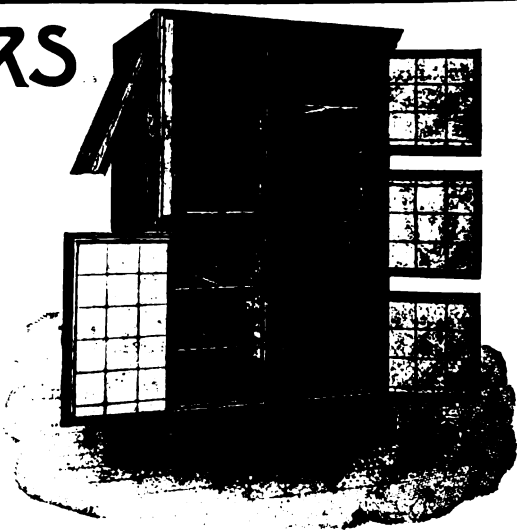
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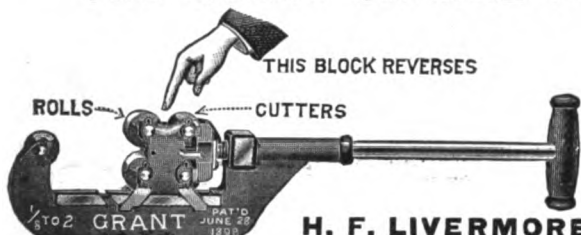


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ONE IS ENOUGH TO CARRY.  
CUTS FROM  $\frac{1}{8}$  TO 2 IN.

Cuts with 3 cutter wheels, or  
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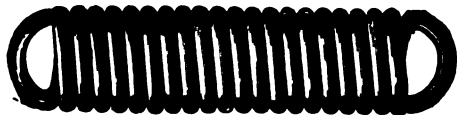
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These Springs are all oiltempered and are made  
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Best Pulley

HOLDS WHILE YOU TIE.

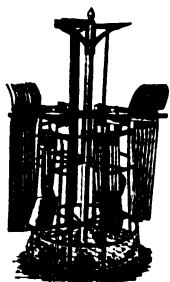
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(PATENTED)

Will Fit any Plain or Hose Faucet

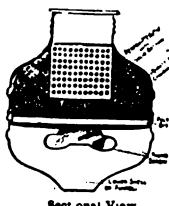
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Flow of water not decreased by use of Filter.  
Filtering material easily cleaned and re-  
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PRICE 50 CENTS

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Are the BEST

BECAUSE THEY ARE MADE  
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A TRIAL  
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R. & J. LINACRE, PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.  
WEBSTER & HORSFALL.

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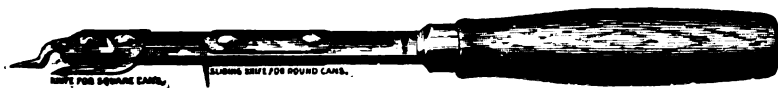
ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY Co., CONTINENTAL CUTLERY Co., WALTHAM CUTLERY Co., ALEXANDER FRAZER & Co., JONES & Co.

**Great Assortment  
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EARS, KNOBS AND HANDLES**

Leading Supply House in America  
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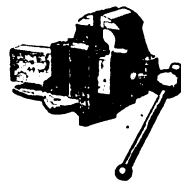
Two Can Op-  
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The Best not  
the Cheapest!

The Cutters are made from CUTLERY STEEL, finely tempered. The Shank is Drop Forged Cold Rolled Steel. Handsomely Nickel Plated. Hot-Water-Proof Enamelled Handles. Samples 25c. postpaid. Write for Prices to **FRANK WHITE, (Manufacturer)** or **THE WOODS, BACON CO.,** 76 Park Place, New York, U. S. A. 127 Duane St., New York, U. S. A.

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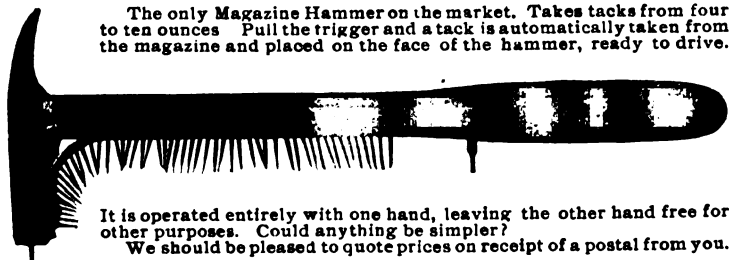
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Price Lists Sent on Application.

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It is operated entirely with one hand, leaving the other hand free for other purposes. Could anything be simpler?  
We should be pleased to quote prices on receipt of a postal from you.

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Circulars and Prices on application.

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**E. C. ATKINS & CO.,** Manufacturers.  
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**MR. DEALER:**  
 When you are selecting a range to sell, find out what advantages it offers to your customers. Consider its ease of operation, price and economy of fuel. If you do this there is but one line to handle—**THE CHAMPION DOUBLE FLUE HOT BLAST** ranges.  
 They are among the neatest appearing ranges upon the market and may be operated with one-third less fuel than any other make.  
**THE DOUBLE FLUE HOT BLAST** does it. Write to-day for a catalogue that tells all about it.

L.W. RINEAR CLEVELAND

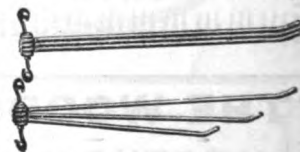
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## The B.-R. Spring . . Wire Novelties.

*A High Grade Line of Quick-Selling Specialties, Carefully Constructed from First Class Material. Highly Finished.*



HAT & COAT RACK.  
 PRICE 15C.



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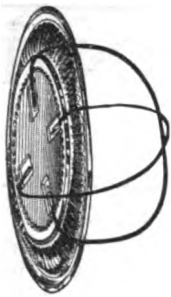
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that securely stops the flue-hole, and is absolutely dust and soot proof. . . . .

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are the acme of SIMPLICITY and can never be blown or jarred out of place—because they have four points of contact. Our new circular—"SOME MODERN IDEAS ABOUT FLUE STOPS"—with prices, sent upon request. . . . .

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A Perfect Self-Locking Rope Tackle Block.

Runs as freely as an ordinary rope tackle block. Holds more securely than a chain block.

Locks instantly and does not cut the rope.

Allows the load to be lowered safely and slowly, the operator using only one hand.

Cannot stick nor jam when the load is to be lowered.

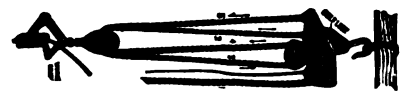
Adopted by the Penna. R.R. Co., Western Union Tel. Co., and many others.

Liberal Discounts to Hardware Dealers.

Send for circulars and prices.

.. THE ..  
**BURR MANUFACTURING CO.,**  
323 Society for Savings Bldg.,

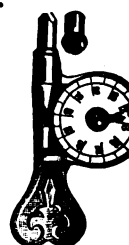
Cleveland, Ohio, U. S. A.



USED AS A WIRE STRETCHER.



MANUFACTURED BY  
**J. F. BIGELOW, WORCESTER, MASS.**



ESTABLISHED 1872.

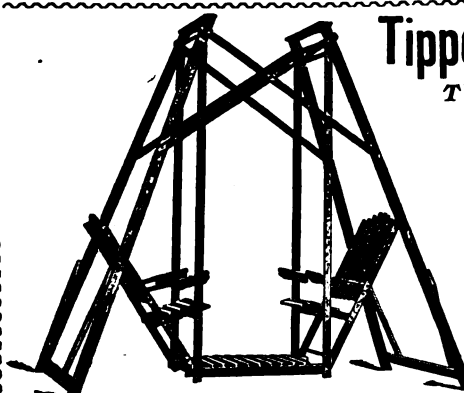
**The R. Woodman  
Mfg. & Supply Co.**

Manufacturers  
And Dealers in  
**Railway and Mill**

**Supplies.**

Send for Catalog.

63 Oliver St., Boston, Mass., U. S. A.



## Tippecanoe Lawn Swing,

TWO and FOUR PASSENGER.

Neat, Attractive, Durable,  
Noiseless and Easily Operated.

The Lawn Swing is beyond doubt one of the most popular articles ever placed on the market. It is found everywhere. The children find it a source of never failing amusement, while the grown people find actual comfort and complete rest in its use.

Made of Selected Hardwood, Finished in Red. The best in the market for the money.

Send for Circular and Prices.

MANUFACTURED BY

**The Tipp Bldg. & Mfrg. Co.,**  
TIPPECANOE CITY, O.



## AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

### Patent Perfection Padlocks.

All sizes, 1/2 in. to 2 1/2 ins. Send for Catalogue.

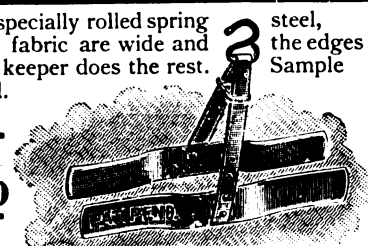
**GENTLEMEN:**—The GOODFORM Trousers Hanger is made of fine, specially rolled spring heavily nickel-plated on copper. The parts in contact with the fabric are wide and rounded. It operates automatically. "You press the button," and the keeper does the rest. by mail, 35c.; 3 for \$1.00; 6 and a closet loop, \$2.00. All express prepaid.

This is what you want if you want the best.

Sold by Hardware and Furnishing stores, or prepaid for the price.  
Remit to the maker.

**CHICAGO FORM CO. Dept. 52, 124 La Salle Street, CHICAGO**

The above is an advertisement running in the various Weeklies,  
*Saturday Evening Post, Harper's Weekly, Collier's Weekly, and others.*



WRITE FOR TRADE DISCOUNTS

## "NONE BETTER" STEEL DOOR HANGERS.

Track & Stay Rollers.

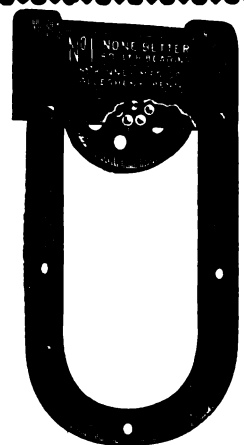
. . . . Hinges & Butts.

Our Goods are all right.

Our Prices are all right.

**McKINNEY MFG. CO.,**

**Allegheny, Pa.**



CATALOGUE FREE

WELL TANK & SPRAY PUMPS

GET OUR REDUCED PRICES

F. E. MYERS & BRO.

ASHLAND, OHIO.

HAY CARRIERS, FORKS, PULLEYS & C.

VERS

GLASS VALVE

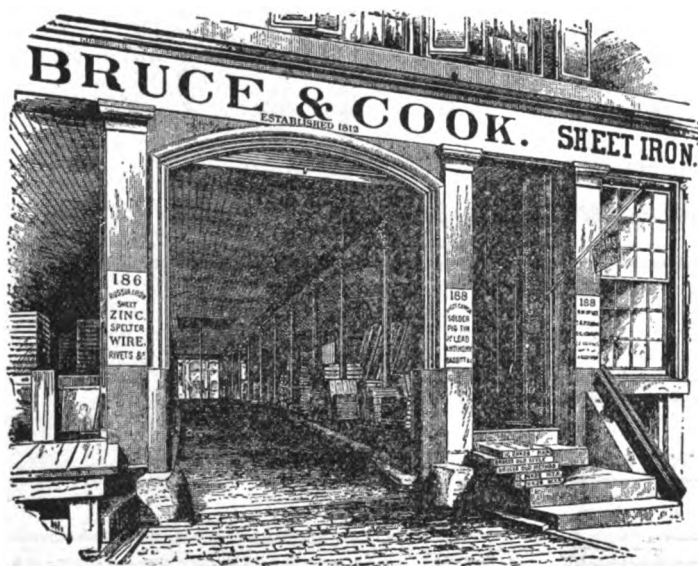
# BRUCE & COOK,

## TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,  
248 and 250 PEARL STREET, . . .

NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.  
Babbit Metal.  
Boiler Rods.  
Burritt's D'ble Seamer.  
Copper Bottoms.  
Copper Circles.  
Copper Ingot.  
Copper Sheets.  
Copper Wire.  
Corrugated Leader.  
Cor. Elbows and Saeos.  
Dampers.  
Have Trough Leaded.  
Have Trough Galvan'd.  
Have Trough Mitres.  
Have Trough Irons.  
Elbows--Stove Pipe.  
Elbows--Adjustable.  
Fire Pots.

Gem Gasoline Furnaces  
Gutter, Wide Roof.  
Gutter Strainers.  
Hard Metal.  
Kettle Bars.  
Lead--Bar and Pig.  
Leader Hooks.  
Malleable Bars.  
Mallets.  
Metal Lath.  
Metallic Paint.  
Nails--Roofing Tinned.  
Nails--Wire Roofing.  
Nails--Wire R'g Tinned  
Pail Woods.  
Perforated Tin.  
Ribbed Leader.  
Rivets.  
Roofing Tin Plates.

Roofing Seamers.  
Rosin.  
Sheathing Paper.  
Sheet Iron--Char. Cl'd.  
Sheet Iron--Cold Rol'd.  
Sheet Iron--Com. Cl'd.  
Sheet Iron--Corrugated  
Sheet Iron--Galvanized  
Sheet Iron--Planished.  
Sheet Iron--Russia.  
Soldier.  
Soldering Coppers.  
Spelter.  
Squaring Shears.  
Stove Boards.  
Stove Pipe.  
Stove Pipe Collars.  
Strainer Wire Cloth.

Taggers Iron.  
Taggers Tin.  
Terne Plates.  
Tin--Bar and Pig.  
Tin Plates.  
Tin Shingles.  
Tinner's Machines.  
Tinner's Tools.  
Ventilators--Globe.  
Wall Hooks.  
Water Cut-offs.  
Wire--Annealed.  
Wire--Bright.  
Wire--Coppered.  
Wire--Galvanized.  
Wire Tinned.  
Zinc for Etching.  
Zinc Sheets.

# BANNER GAS LAMP



Guaranteed.  
Self-Operating.  
Regulates its own  
flame on all roads.  
Requires no attention  
after lighting.  
Carbide chamber *can-*  
*not be overloaded.*

We make a  
generator  
for carriage  
lamps also.

Send for booklet.

When not kept by dealers, will  
send, charges paid, on receipt of **\$2.50**

The Plume & Atwood Mfg. Co.  
NEW YORK CHICAGO  
Factories, Waterbury and Thomaston, Conn.

# Eyelet Tool Co.



Manufacturers of

Eyelet Sets and Leather Punches,  
Drive or Belt Punches,  
Burr and Rivet Sets, etc.

SETS AND PUNCH TUBES  
of all kinds made to order.

Send for Catalogue.

42 Lincoln St. BOSTON.

ESTABLISHED 1840.

Luther Boardman

EAST HADDAM, & SON.

CONN. U.S.A.

MANUFACTURERS  
AND ELECTRO PLATERS  
OF NICKEL SILVER  
FLAT TABLE WARE  
SPOONS, FORKS,  
BUTTER KNIVES ETC.  
ALSO  
BRITANNIA SPOONS,  
QUALITY GUARANTEED.

THESE GOODS HAVE  
BEEN BEFORE THE PUBLIC  
FOR FIFTY YEARS  
AND UPON  
THEIR EXCELLENCE  
ALONE HAVE ATTAINED  
UNPARALLELED PRE-EMINENCE  
WHICH ESTABLISHES THEM AS  
UNEQUALLED IN DURABILITY.  
ASK YOUR DEALER FOR THEM  
AND TAKE NO OTHER

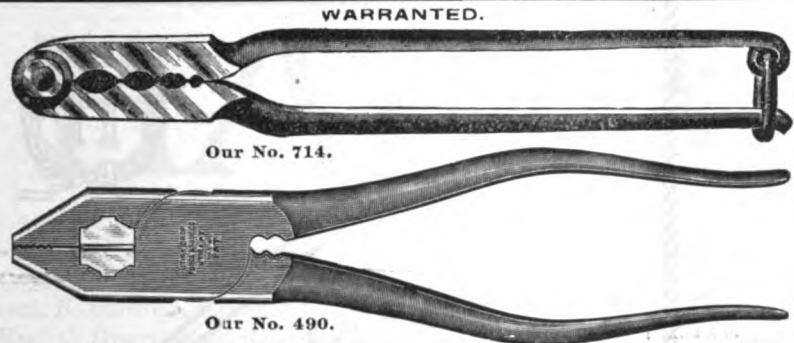
WRITE US FOR PRICES.



WIRE FENCING,  
COILED SPRING WIRE,  
SMOOTH, SOFT GALVANIZED WIRE,  
BARE WIRE and STAPLES,  
PLAIN and ORNAMENTAL STEEL GATES.  
Lowest Prices. Quality Guaranteed. Prompt Ship-  
ments.

THE FROST WIRE FENCE COMPANY,  
Cleveland, O.





WARRANTED.

Our No. 714.

Our No. 490.

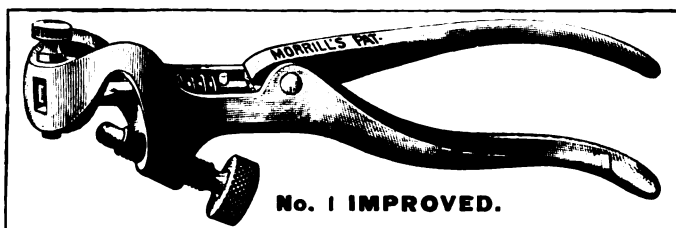
**EVERYBODY'S**


ambition is to make good  
**CONNECTIONS.** The  
"GREEN BOOK" of Hardware  
Specialties will help you.

**UTICA DROP FORGE & TOOL CO.**  
SMITH & HEMENWAY CO.  
THOMSON BROS. & CO.  
296 Broadway, New York.

**MORRILL'S Perfect Saw Sets,**  
Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE  
  
MARK.  
Registered, Pat. No. 30,572.  
This Trade Mark is stamped on  
all Hardware Specialties of  
my make.



TRADE  
  
MARK.  
Registered, Pat. No. 30,572.  
This Trade Mark is stamped on  
all Hardware Specialties of  
my make.

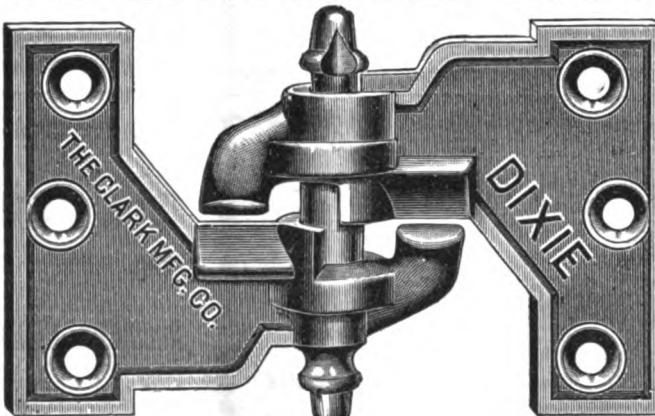
For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too  
well known for me to enlarge on them.

Write for  
Catalogue. **CHAS. MORRILL,** Broadway Chambers, Broadway and Chambers St., N. Y.

**HORSESHOE-H-CALKS.** (Neuss' Patent.)  
Always Sharp! No Slipping of the Horse!  
No injuries as caused by other Calks.  
Great Saving of Horses and Horseshoes!  
Price List, with Testimonials, Post Free.  
Patentees and Sole Manufacturers,  
**LEONHARDT & CO.,**  
BERLIN-SCHOENEBERG, GERMANY

**Miller's Patent Catalogue Case**  
Is adapted to the needs of Retail and Whole-  
sale Dealers, Jobbers and Manufacturers.  
Send for Descriptive Circular.  
**Roy Miller, Box 60, Alma Center, Wis.**

**THE CLARK MFG. CO., Buffalo, N. Y.**  
Manufacturers of  
Lull & Porter, O. S.  
**"DIXIE"**  
—AND—  
**"BUFFALO REVERSIBLE"**  
**SHUTTER HINGES.**  
—AND—  
CLARK'S SURFACE BLIND  
HINGES, GATE HINGES,  
SASH PULLEYS, SPRING  
HINGES, CAST DOOR  
BUTTS, STOVE PIPE  
DAMPERS, ETC. . . .



**Give You Your Money's  
Worth.**

Coldwell Lawn Mower Co.,  
Newburgh, N. Y. [*Lawn  
Mowers*]: We think HARD-  
WARE is enterprising, push-  
ing, up-to-date, so to speak,  
and has a certain amount of  
get-up-and-get spirit about  
it, combined with a certain  
flavor of "I give you your  
money's worth when you  
advertise with us," that we  
like it—not for fun or senti-  
ment, but for real business,  
and so long as you continue  
thusly you can count on our  
continuance.

**THE  
Jackson  
Razor.**

We are making the very finest hand-forged and hand-  
finished Razors produced in this or any other  
country.

An unlimited guarantee goes with  
every article made by us.  
Ask for particulars of  
our line of Pocket  
Cutlery.



**THE JACKSON KNIFE AND SHEAR CO., - FREMONT, OHIO, U. S. A.**

**Stevens' Sprayers**  
Patented January 29, 1901.

Best Construction. Finest Finish, Packed in Most Convenient Form. Our  
Prices are Right. We furnish the **best goods made and meet all com-  
petition.** Write us for prices. Send sample order. We also make a special  
small Sprayer in both Brass and Tin, for household use. Ladies like the  
small size, for roses, houseplants, etc.



**STEVENS & CO., 99 Chambers Street New York City.**

# PADLOCKS. . .

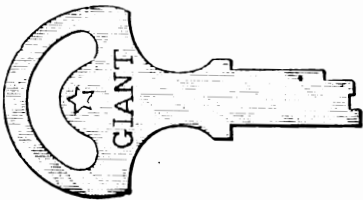


Smooth or  
Government  
Finish.

Furnished the U. S.  
Post Office De-  
partment for mail  
bags for nearly  
twenty years.

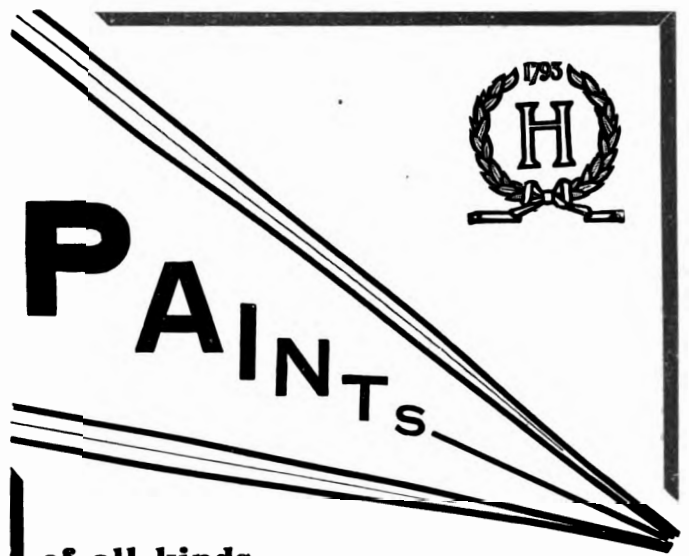
ALL  
PADLOCKS

made with four  
tumblers each.



WRITE FOR  
CATALOGUE.

**The Smith & Egge Mfg. Co.,**  
**BRIDGEPORT, CONN.**



of all kinds,

In all size packages,  
from pints to barrels.

Price List and Sample Cards for the asking.

**Harrison Bros. & Co., Inc.,**  
White Lead, Colors, Paints, Varnishes & Chemicals,  
Thirty-fifth Street and Grays Ferry Road,  
**PHILADELPHIA**  
27 Lake St. 117 Fulton St. 72 Broad St.,  
**CHICAGO, NEW YORK, BOSTON.**

## THIS CAN ▲ ▲ ▲

HAS A

### Clock Spring Steel Bottom

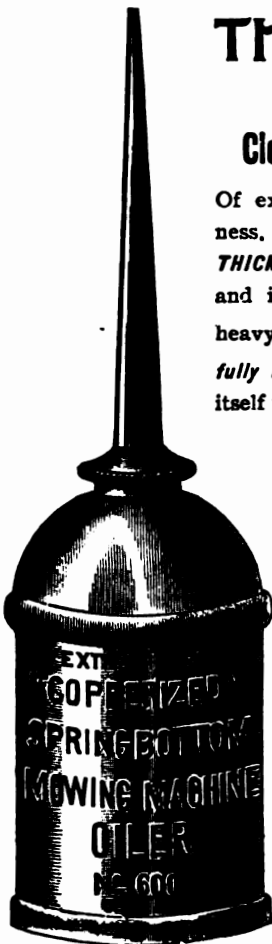
Of extreme durability and springi-  
ness. The *CYLINDER* is of *DOUBLE*  
*THICKNESS* around the lower edge,  
and is drawn seamless from extra  
heavy "Swedoh" Steel, *Beauti-  
fully Finished* It readily commends  
itself to all *AGRICULTURAL* and *HARD-  
WARE DEALERS* on account of  
its *Elegance, Durability* and  
*Cheapness.*

Special price on large orders  
from the Jobbing Trade.

ORDER NOW FOR  
SPRING DELIVERY.

**The Wilmot & Hobbs**  
**Mfg. Co., ▲ ▲ ▲**

**BRIDGEPORT,**  
**CONN. . .**



**AN  
ALL-'ROUND  
GOOD  
ROOFING  
IS**

## P & B RUBEROID

Ruberoid is just as effectual in  
Winter as in Summer. Cold does  
not harm it. Heat will not cause  
it to run, because there is no tar  
in it to melt.

Its great popularity is due to  
the fact that it "Stands up" under  
the most trying conditions and  
**NEVER VARIES IN QUALITY.**

**THE STANDARD PAINT COMPANY,**  
**NEW YORK.**

OFFICES:  
100 William St.

WAREHOUSES:  
81 John St.

# HARDWARE

At a meeting of the Board of Governors of the Hardware Club of New York, held April 15th, the following gentlemen were unanimously elected to membership in the Club:

Frank R. Blauvelt, 66 Reade Street.  
Alfred C. Greening, 66 Reade Street.  
J. H. Schneider, 286 Washington Street.  
Louis F. Dodd, 52 Broadway.  
Henry Esberg, 47 Murray Street.  
Frank M. Avery, Tribune Building.  
G. A. Tatum, 48 Barclay Street.

Allan J. Gray, financial manager of the firm of Allerton-Clarke Co., New York, leaves for Europe on Saturday, May 11th, by steamship *Etruria*. He proposes combining business with pleasure, and while in London, will arrange for the establishment of a branch office there.

The address of Charles X. Cordier, in whose interest a paragraph appeared on this page in our preceding issue, has been changed to Room 716, Lord's Court, corner William Street and Exchange Place, New York.

The Sixth Annual Convention of the National Association of Manufacturers will be held in Detroit, Mich., June 4, 5 and 6. At the call of George H. Barbour, of Detroit, vice-president of the Association, a large meeting of leading Detroit Manufacturers was held at the Russell House on April 9th to arrange the preliminaries for the convention, at which the various committees were appointed and other steps taken to insure the perfect success of so notable a gathering.

In our recent issue, on the page devoted to the "Hardware Dealers' Record," we noted the fact that the Union Hardware and Electric Supply Co., of Providence, R. I., had suffered a loss by fire amounting to \$60,000, and stated, which was not a fact, that they had no insurance. We are assured that they were fully covered by insurance; consequently, we change with pleasure our previous statement.

H. F. Donaldson, who for four years past has been associated as editor of "*Marine Engineering*," New York, we notice withdrew on March 30th from the publication, transferring his entire interest in the firm of Aldrich & Donaldson to his partner, H. L. Aldrich, who is now sole proprietor. Under the new management, there will be no change in the policy of the publication on account of the retirement of Mr. Donaldson. The field of technical journalism, so ably filled by this progressive paper, is so well known and understood that there is no doubt of a continuance of the cordial relations which have ever existed between the paper and its many friends.

The Bronson-Walton Co., Cleveland, Ohio, who were compelled a short time ago, owing to their increasing business, to move into their present quarters on East Madison Avenue, are again arranging to largely increase their output. They have purchased 2½ acres of ground on the tracks of the Lake Shore Railroad, in Collinwood, a suburb of Cleveland, and are erecting thereon a two-story brick building 128x62 feet, which they expect to occupy August 1st.

The Pencoyd (Pa.) plant of the American Bridge Co. shipped during March 7,339 tons. We believe this is the largest shipment ever made by any bridge shop in the world, and indicates in a manner of the most impressive kind our National pre-eminence in this industry.

The annual meeting of the stockholders of the Joseph Dixon Crucible Co. was held at the company's main office, Jersey City, N. J., Monday, April 15, and out of a possible vote of 7,345 shares, there were 7,285 shares voted for the re-election of the old Board, consisting of Edward F. C. Young, John A. Walker, Daniel T. Hoag, Richard Butler, William Murray, Edward L. Young and Joseph T. Bedle. President E. F. C. Young, Vice-President and Treasurer John A. Walker, and Secretary George E. Long were re-elected by the Directors. Judge Joseph E. Bedle was also re-elected as Counsel.

Owing to the determination of the United States Steel Co. to concentrate all operating departments of the constituent plants at Pittsburgh, Charles M. Jarvis, Vice-President in charge of the Operating Department of the American Bridge Co., has resigned, as Mr. Jarvis does not care to change his residence from New England.

The monthly meeting of the New England Hardware Dealers' Association was held at the United States Hotel, Boston, on Wednesday evening, May 8th, being preceded by the usual banquet. A report was made by J. B. Hunter, chairman of a committee of five, appointed April 11th, to formulate some plan to adjust the differences between the manufacturers and the retail dealers.

Flint, Eddy & American Trading Co., exporters and importers, who have occupied offices in the Johnston Building, 30 Broad Street, New York, have removed to the more commodious Broad-Exchange Building opposite, which is undergoing the last stages of being completed. In their new location they confine their offices to half of the eighteenth and all of the nineteenth floors. Their old location was less convenient, as their offices were distributed over five floors. As the company have a separate warehouse on Broad Street for receiving, packing and storing merchandise, the new arrangement gives them 28,000 square feet of floor space for office and other clerical purposes, making it a very important and convenient change which will no doubt be found to assist in the expeditious advancement of their large business.

Smith & Egge Mfg. Co., Bridgeport, Conn., have recently completed their twenty-seventh year in business, and to commemorate the same have deemed it desirable to equip their factory building with such modern additions and appliances as would result in making it one of the most economical plants in New England. They have doubled their power capacity by placing in their works a new engine and boiler which is after a patented system of Louis Bernhard, of Bridgeport, Conn., in the using of which all possibility of the walls cracking and the wasting of heat is done away with. This is provided in addition with a Fowler boiler protector, which is an apparatus arranged to receive the water from the heater, the gases being entirely extracted, so that the water enters the boiler at a high temperature, and with the gases extracted both corrosion and scale are prevented. This is an important feature that deserves to be made prominent among steam users. This old-established company has grown to its present proportions under a prudent management and on conservative lines. Their business has been annually extended beyond the promise of the previous year, and is well known to be large and extensive, not only among domestic trade, but also among the leading houses abroad.



# HARDWARE

VOL. XXIII.

MAY 10, 1901.

NO. 3.

**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade.

**HARDWARE** is published on the 10th and 25th of each month. The subscription is \$1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made in the safest manner available to the remitter. Post-office and Express Money Orders are always safe and may be sent at our own risk.

Register your letters when you remit by cash.

**Foreign Subscriptions.**—For each copy to be mailed outside the United States, the Canadas, and Mexico, the price is \$1.50 a year, postage prepaid.

**Change of Date.**—It takes two weeks to change the date, after your subscription is renewed.

**Expiration of subscriptions.** The date on the wrapper indicates when your subscription expires.

**Change of Address.**—Always give both your old and your new address when you ask us to change your address.

**The Name of your Post-office and of the State you live in** should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

**HARDWARE PUBLISHING CO.,**

275 Broadway, New York.

L. E. MITCHELL,	-	-	President.
A. P. MITCHELL,	-	-	Secretary and Treasurer.
HENRY HOPKINS,	-	-	Editor.
A. E. BOLLES,	-	-	Advertising Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

The general trade connected with our widely extended industry is enjoying in almost every part of the country a condition of prosperity worthy of being perpetuated. Succeeding the rainy spell which extended all over the country, favorable weather has followed for the agricultural pursuits which form so large a part of our prosperous outlook, and everything visible promises a continuance of the gratifying conditions which promote undeviating industrial prosperity.

The prevailing scarcity existing in stocks of leading staples for this season of the year has had one good effect; less cutting of prices is noticeable among the trade, the feeling gaining ground that it is certainly unwise to throw away profits on goods that cannot at once be obtained for stock requirements, while giving competitors a chance to make greater profits by holding on to their own surplus supplies.

It is doubtful if there was ever a period when barbed wire was so greatly in demand, and so difficult to obtain for pressing requirements. Notwithstanding orders from jobbers, who anticipated the present rush, were sent to the mills early in the Winter with specified dates of delivery, the delayed shipments are of the most aggravating character. The mills are trying to do the square thing and average up the deliveries, but although pushed to the utmost, their facilities seem to be unable to cope successfully with the situation.

Manufacturers of many leading lines seem to have largely oversold the possibilities of their productive capacity, many of them having orders enough to keep their works occupied for several months ahead. Orders for leading staples are not delivered to the jobbers with that commendable promptness which keeps them from feeling

some anxiety as to filling the trade requirements showered upon them by their eager customers.

Prices continue to show unusual strength owing to these conditions, as a full order book produces a feeling of satisfaction which does not make low quotations a current feature of the expanding market. Iron and steel quotations are held up by advancing quotations, and the strength indicated reflects the controlling tendency of the general markets.

While no speculation is visible in the orders generously distributed to supply the wants of regular traffic, it is evident no pessimistic fears of a panic following in the wake of the tornado of chance supplied by Wall Street, interferes materially in the encouragement given to stated trade demands and the filling of general orders.

The labor market is liberally supplied with remunerative employment, and except where the restlessness engendered by too much prosperity has an adverse effect, and strikes are instigated, accompanied by the negative influences which such a course is apt to create, there is but little to fear but what the season will be an unusually productive one.

Factories are enlarging their facilities by increasing the area of their works, and the installation of machinery of greater power and productiveness. Enterprises of an industrial character, held in abeyance until stable conditions are promised by the general outlook, are now pushed forward to completion, and with increasing confidence in the profitable outcome made possible by the readiness with which new specialties are sought after by the progressive merchant, who is constantly seeking to add to the already extensive lines of goods which form an up-to-date stock of Hardware, at the present time.

The demand for export continues excellent, and increasing in extent and importance with each succeeding month. The depression abroad in Great Britain and Germany in certain quarters makes lower quotations abroad probable on a few lines of manufactured goods; and the exports on such lines are being modified or discounted in a way to prevent any possibility of loss, the exporters keeping fully informed as to commercial conditions and industrial inactivity in markets that have heretofore been sought after with commendable assiduity.

If it were not for the fact of so "booming" a condition of stock jobbing making Wall Street quotations of National importance, the conditions of confidence and trade assurance surrounding our industry at present would be of a noteworthy character.

## The National Debts of the World.

The recent announcement of a new British loan of \$300,000,000 lends interest to a statement just issued by the Treasury Bureau of Statistics regarding the national debts of the world. This statement shows in brief that the national debts of the world aggregated more than \$30,000,000,000 at the close of the nineteenth century, or 10 times as much as in the closing years of the eighteenth century. In 1793, at the beginning of the Napoleonic wars, the national debts of the world amounted to approximately \$2,500,000,000; in 1900 they were, according to the best information obtainable, \$31,000,000,000. In general terms it may be said that the world's national indebtedness in 1900 aggregated 10 times what it did at the beginning of the nineteenth century. Meantime population has increased 150 per cent. and gold and silver, which form the basis of the money with which debt payments are made, 300 per cent., though the proportion of the existing gold and silver which is turned into coin is now much greater than at the beginning of the nineteenth century, while the utilization of

the various forms of credit as currency may have increased the world's circulating medium quite in proportion to the increase in its national debts.

Whether national wealth has increased as rapidly as national indebtedness is equally difficult to determine, since official estimates of national wealth were made at the beginning of the century in the case of only a few nations. The wealth of the United Kingdom, France, Spain and the United States in 1800 is estimated at \$20,244,640,000, while Mulhall, in 1895, estimated their wealth at \$195,759,829,000, or practically 10 times that at the beginning of the century. The debts of these four nations in 1793 aggregated but \$1,630,279,000, and in 1900 were \$11,764,000,000, or 7 times as much as in 1793. If the rate of growth in wealth which has characterized the four nations whose growth during the century may be also properly applied to the world at large, it may be said that the growth of national wealth has about kept pace with that of national indebtedness, since national wealth in the cases where it can be measured is to-day 10 times as great as at the beginning of the nineteenth century, and the national indebtedness, where it can be measured, is to-day about 10 times what it was at the beginning of the century.

This enormous increase in national indebtedness is chiefly the result of wars, standing armies, and works of public utility. To this may be added a tendency in many cases to create an annual deficit by expenditures exceeding revenues made in deference to popular demand, which deficits ultimately take the form of funded or bonded indebtedness. But the bulk of these enormous debts is from war and war preparations and the construction of public works, such as railways, canals, harbors, and the improvement of waterways. Of the railways of the world, whose total cost has been estimated at \$30,000,000,000, about one-third are owned by national governments, indicating that approximately one-third of the increase in indebtedness has been applied to works of this character. But the fact that great wars have compelled the nations engaged in them to instantly make enormous additions to their funded indebtedness clearly identifies this as the principal factor in the great increase in national indebtedness which has characterized the history of national finances in the nineteenth century. In 1748 the debt of England was £76,000,000, while the Seven Years' War brought it in 1763 to about £133,000,000. The years of peace intervening between that date and the beginning of the American war somewhat reduced the debt, but at the termination of the war with the American colonies, in 1784, the debt of England was £273,000,000. A reduction followed during the 10 years of peace, but the 21 years of war from 1794 to 1815 left the total debt at £902,000,000, the highest point which it has ever reached. The 39 years of peace which followed reduced it to £800,000,000, but the Crimean war, which lasted two years, again increased it to £834,000,000, while the South African war, at the close of the century, recorded another increase of £30,000,000 of funded indebtedness, besides a considerable increase by exchequer bonds, to which may still be added the recent loan of £60,000,000 just announced.

Turning to France the evidence of increased indebtedness by war is equally apparent. Her national debts at the beginning of the Second Empire are estimated by Baxter at £245,000,000, and by the expenses of the Crimean, Italian, Chinese, Cochin-China, Mexican, and German wars, had, according to the same authority reached £550,000,000 by 1871, while the issuance of securities amounting to 2,277,000,000 francs in 1871 testifies to the cost of her war with Germany.

In our own history the increase of the interest-bearing debt from \$657,000,000 in 1860 to \$2,381,000,000 in 1865, and from \$847,000,000 in 1898 to \$1,046,000,000 in 1899, further evidences the relation of war to the growth of national indebtedness. The relation of war, with its ever increasing cost, to national indebtedness is further shown by a study of the detailed debt statements of the world at various periods during the century, presented in the following table. From 1793

to 1848 national debts only increased from \$2,433,000,000 to \$8,419,000,000. The latter half of the century, however, has experienced great and costly wars, the Crimean, the Civil war in the United States, the Franco-Prussian, the war between China and Japan, and those of the closing years of the century—and accompanying this period the national debts have grown from \$8,419,000,000 in 1848 to \$31,500,000,000 in 1901, as will be seen from the table which follows:

#### NATIONAL INDEBTEDNESS OF THE WORLD.

1793 .....	\$2,433,250,000
1820 .....	7,299,750,000
1848 .....	8,419,045,000
1862 .....	13,382,375,000
1872 .....	22,410,232,000
1882 .....	26,249,901,000
1901 .....	31,493,749,000

#### Relation of the Jobber to the Retailer.

The relation of the jobber to the retailer is influenced in two ways; first, through the "Credit Department," which determines the desirability of opening an account, and, second, through the sales department and the salesman, which makes the opening of an account possible. The relations which exist between the customer and the credit man should be of the most friendly and confidential character. The greater the degree of such relations the more helpful the credit man can be to the customer. No doubt every merchant, large or small, knows that his name appears in one or more of the commercial agency reference books, which are issued at stated periods, and that a rating is assigned to him, based upon his stated or supposed capital, his method of doing business, and paying his debts, his character, habits, honesty and ability. All may not know that the jobber and manufacturer of whom he seeks credit, in addition to the reference book, has his complete history so far as it is possible to obtain it in the form of special reports issued by the commercial agencies, replies to inquiries from bankers, attorneys, salesmen, neighbors, enemies as well as friends, and trade reports through the medium of credit clearing houses and through interchanges of inquiries between creditors. Changes of rating, unbusiness-like transactions, items of public record, reports of claims in hands of attorneys or collection agencies, failure to pay notes at maturity or drafts unpaid, in fact all unfavorable reports are carefully recorded on forms prepared for the purpose.

A true statement, based upon actual inventory, made by the customer is regarded by the credit man as of infinitely more value; he places more dependence upon it and it influences his judgment to a greater extent than all other information combined. The importance to the merchant of making a true, correct and intelligent financial statement, based upon actual inventory at the close of each year's business, to the commercial agencies, and to such of his creditors as may request it, cannot be over-estimated.

It is of great value to him as indicating a correct basis for credit, and as a means of his determining whether he is wasting his time as well as his capital in unprofitable business, or whether he is making such advancement as his capital and ability warrants. In addition to the importance of an exact annual inventory, these are the questions of adequate insurance, care in extending credit, promptness in making collections, prompt payment of bills when not discounted, keeping books that will show the status of the business at all times, the injury done to a credit standing by making unjust claims. The advisability of having as few creditors as possible, and especially the importance of avoiding those houses known to be arbitrary in matters of settlement with unfortunate debtors, or such houses as induce undue expansion by promises of large lines of credit and leniency as to payments. Many an honest merchant has been led to ruin by undue leniency on the part of his principal creditors. Many a failure has occurred as a result of bad advice. Many a failure could have

been prevented had creditors been consulted and a true and honest showing made them instead of a resort to an assignment or transfer of property. My experience leads me to believe that an exact and truthful statement made to creditors will always produce the best results in case of embarrassment, and that a resort to the processes of law for the settlement of the estates of those in embarrassing circumstances proves disastrous to both debtor and creditor. It leaves the debtor with the stigma of failure published broadcast, while a settlement quietly made upon the basis of an honest showing will be known to but few, if any, but those interested.

The credit man if given an opportunity will, as a rule, prove the best friend a merchant can have. He is in a position to give valuable advice. He is more or less familiar with the laws of all the States in which his house transacts business, and has at its disposal the services of the best attorneys in every town in every State.

The merchant who keeps in closest touch with him, and heeds his advice is the one who can count on being of the fittest who survive.

The prosperity of the retail merchant is essential to the prosperity of the jobber. Their interests, to a great extent, are mutual and their relations with each other should be of such a nature as to produce the greatest good to each.

It is important to both that their business relations always be pleasant. They can be best maintained by meeting all perplexing questions which may arise, in a spirit of fairness, and adjusting all differences on a basis of equity and with a due regard for the rights of each.

Next to the interest the customer has in his affairs comes the interest of the jobber who extends him credit.

T. H. GREEN.

### How Postage Stamps are Made.

Taking an average, every man, woman and child in the United States will use 53 postage stamps during the year 1901, 40 of them being of the popular 2-cent denomination. The total number consumed will be over 4,000,000,000, and nearly 1,000,000,000 of these will be of the 1-cent variety, while more than 2,000,000,000 will be 2-cent stamps. The following account of the process of manufacture employed for the printing of these stamps is taken from an exchange, as showing an interesting variety of American machinery:

"The first process in the manufacture of stamps at the money mill is to count the sheets of blank paper, which are purchased by contract. This work is done by women, who, indeed, perform most of the labor in the Bureau of Engraving, simply because they have proved themselves more capable than men for business of this description. Each sheet is the proper size and shape to make 400 printed stamps, with a small margin. After they have been counted the sheets are moistened by laying wet rags between them, at intervals of 20, and the following morning, when the rags are removed, the sheets are ready for the printing.

"The press for printing postage stamps is a queer looking machine, half automatic in its action. It is quite a small affair, with four square steel plates, set horizontally, occupying the four sides of a horizontal square. These plates always horizontal, travel around the four sides of the square at a moderate rate of speed, passing in turn beneath an ink roller. Each of them is engraved with the faces of 400 stamps and, after being inked by the roller, goes under a mechanical rubber, which removes most of the ink. Then the plate is cleansed of all the rest of the ink, save what is in the graven lines, by a man who rubs it with a cloth and his bare hands, and finally it goes under a dry cloth-covered roller which, a sheet of white paper being interposed, does the printing.

"All of these processes are accomplished four times inside of half a minute. A girl supplies the fresh white sheets, as the plates come round to her in quick succession, and another girl takes them out, fresh printed, as they appear on the other side of the cloth-covered roller, piling them neatly as she

does so. Then the sheets, so new and beautiful with their bright-colored impressions, are carried to another room to be counted, after which they are laid on racks in wire cages on wheels and hauled into a steam-drying room, to stay over night.

"On the following morning they are taken into the examining room, where each of them is carefully inspected for defects. Torn or otherwise imperfect ones are rejected, but all fragments are carefully stuck together, so that each sheet may be accounted for. Each person in this department of the money mill is expected to examine 12,500 sheets in a day's work.

"Now comes the gumming of the stamps, which is one of the most interesting steps in the whole process. Each sheet of 400 is taken in its turn and placed between a pair of delicate steel hands, which pass it beneath a roller that carries a solution of fine gum, composed chiefly of dextrine. An endless belt carries the newly-gummed sheet through a wooden box 100 feet in length, which is lined with coils of steam pipes, so that it comes out at the other end a few minutes later, perfectly dry, being received thereupon by deft fingers of steel and laid accurately upon a pile of similar sheets.

"There are eight or ten of these machines working in a great room together, so that not much time is required to gum 1,000,000 stamps. As the sheets come out at the farther end of the drying boxes they are more or less crinkled, owing to the contraction of the mucilage, but the crumple is removed and the sheets made perfectly smooth by rolling them, a score or more together, with the hands—a process which requires no little dexterity. If any portion of a sheet is imperfectly gummed it is rejected, and such 'rejects,' as well as all torn or otherwise damaged stamps, are disposed of, after due counting, by burning them in a furnace, a special Treasury Committee having charge of the work of destruction.

"The gummed postage stamps, before they are ready for use, must be perforated, so as to be torn apart easily, and this process is performed by machines with rows of small toothed wheels of brass set parallel to each other. These also are run by women, who pass each sheet beneath the wheels once for the longitudinal perforations, after which they are handed over to other and similar machines, to be perforated crosswise. Then, at last, they are finished, and are counted once again before being packed in parcels for shipment to the post-offices."—*Exchange*.

### A Careless Firm.

A correspondent of a contemporary, writing from the Straits Settlements, says that in October, 1899, he applied to a Birmingham firm for a price-list of tools, but received no reply until September, 1900, or eleven months afterwards. Just before the reply arrived the correspondent repeated his application, and in due course received an intimation that the desired price-list had been posted by the same mail, but up to January last it had not arrived. Sixteen months were therefore entirely wasted by the negligence of the Birmingham firm. Will nothing short of a billion-dollar combine in tools and Hardware arouse British exporters from this sleep of death?—*Ironmonger*, London.

Beggar—Say, boss, won't you help a poor fellow out of a job?

Joakley—Gracious! Can't you get out of it without my help? Pretend you're sick or something.—*Philadelphia Press*.

"Couldn't I be squeezed in there somehow?" asked the pretty girl, as she vainly sought entrance to the crowded car.

"If you can get in, I have one arm free," exclaimed a young man in the centre of the car.

And the conductor rang six "go-ahead" signals on the fare register.—*Baltimore American*.



## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

**QUESTION.**—Some time ago I sold a quantity of shovels to a purchaser, and not having the cash to pay for them, asked if I would take his promissory note, payable in thirty days. I told him I would if he obtained some responsible person as his endorsee. This he did and I delivered the shovels. The note is now due and I demanded payment from the maker, which was refused for the reason that he had nothing. I at once notified the endorsee of the fact, and that I looked to him for payment. He has refused to pay and says that I cannot proceed against him until I have tried to collect from the maker and failed. All the parties live in Texas. Kindly inform me if I can sue the endorsee at once, or must I sue the maker first, even if he has nothing?

**REPLY.**—Article 1204 of the Revised Statutes of Texas provides that "the assignor, endorsee, guarantor or surety upon any contract, and the drawer of any bill which has been accepted, may be sued without the necessity of previously, or at the same time, suing the maker, acceptor or other principal obligor, when he resides beyond the limits of the State or in such parts of the same that he cannot be reached by the ordinary process of law, or when his residence is unknown and cannot be ascertained by the use of reasonable diligence, or when he is dead, or actually or notoriously insolvent." If, therefore, you can show that the maker is actually insolvent or worthless, you may sue the endorsee without suing the maker first. Generally the legal remedies must be exhausted against the maker of the note before an endorsee can be sued, but the case of an insolvent maker presents not an uncommon exception to the general rule.

**QUESTION:** In 1890 I made five promissory notes, each one falling due at intervals of two months. I was unable to pay the notes as they fell due, and in 1896 the executrix of the man to whom the notes were made payable, brought suit on them. I made three payments then and the suit was not pressed against me, although it was not formally discontinued, and no judgment was entered against me. In 1900 the executrix again threatened to sue me and I made two payments on the notes. After this the executrix brought suit upon the notes and stated in the complaint that I had made a payment on each one of the notes, whereas, in reality, when I made these payments, I specified particularly that they were to go toward the satisfaction of the notes first falling due. Can I make any defense to these notes on the facts I have stated?

**REPLY:** If you directed your creditor to apply your payments to the notes first falling due, you have the right to leave the payments so applied. You may, therefore, plead as a defense to the first notes that they are paid, if your payments were sufficient to satisfy any of the notes. If you have not made payment on the other notes since 1890, they are barred by the Statute of Limitations of this State, and you may plead this Statute as a complete defense. If the action brought in 1896 on these same notes was never formally discontinued, and no judgment was ever entered against you, the former action is still alive. This would be a further defense to you, as a Statute of this State allows one to plead as a defense to an action brought against him, that there is another action pending between the same parties for the same cause.

**QUESTION:** I have had some difficulty with my partner and believe that he has misappropriated some of the firm money. I have asked him to tell me what has become of certain money which I know he collected, but he has refused to give me any satisfaction whatever. Kindly advise me as to my rights. Could I have my partner arrested?

**REPLY:** A partner is entitled to have from his co-partner an accounting of all the firm money and property. If you have demanded this and you cannot obtain it amicably, we would advise you placing the matter in the hands of an at-

torney for the purpose of bringing an action against your partner for an accounting. As to the order of arrest for the cause you mention, we are inclined to think that one partner cannot obtain this remedy against the other.

**QUESTION:** My father died some time ago and we have been unable to find any will, although we are confident that he left one. We have questioned his lawyer and he says that he drew a will for my father about a year before he died. About one week after my father's death there was a fire in our house and a private box belonging to him, together with its contents, were entirely destroyed. We have always believed that the will was in this box and was destroyed. How will his property be distributed? Could the will be probated if its contents could be proved by the lawyer who drew it?

**REPLY:** Unless this will is proved as a lost or destroyed will and admitted to probate as such, your father's real property will descend according to the statutes of descent in force where the property is situated, and his personal property would pass according to the statute of distribution in force at the place of your father's domicile. If you can prove the contents of the will and the fact that it was either lost or destroyed after his death, it may be admitted to probate and the property would be distributed according to the terms of the will.

**QUESTION:** A few months ago I was obliged to employ a man to attend to certain machinery in my factory. I put an advertisement in the paper and finally engaged one of the men who applied for the position. He said he was a machinist and was thoroughly familiar with the kind of work required of him. I cautioned him to be careful in oiling the machinery while it was in motion, and he said he understood his business and knew how to take care of himself. Not three days after that he was bending over a machine which had come to a stop when the machine suddenly started and crushed three of his fingers on his left hand. He now threatens to bring suit against me for damages, as he says if the machine had been in proper condition it would not have moved and injured his hand. Kindly inform me whether in your opinion the man has any claim against me.

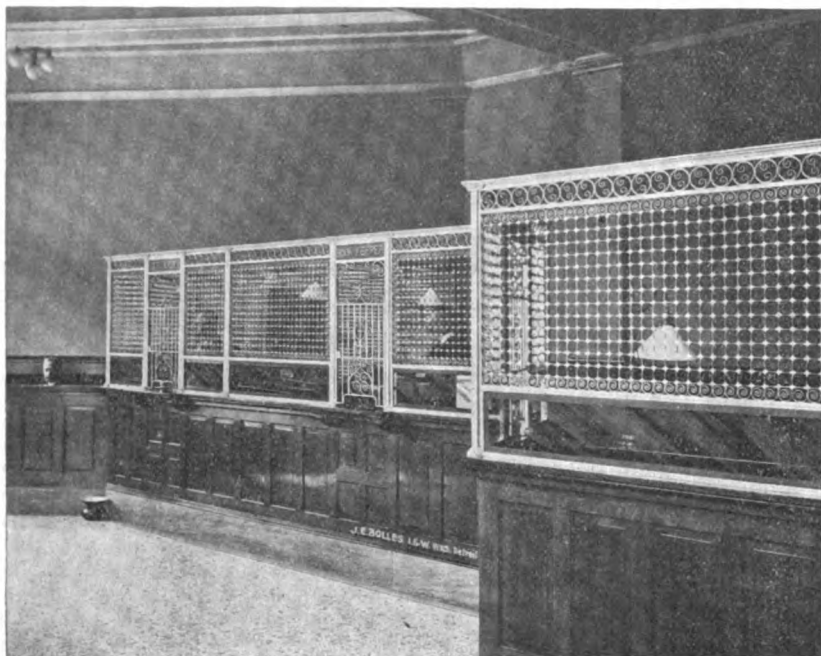
**REPLY:** As you describe the accident, we are of the opinion that the employee was guilty of contributory negligence and that he cannot therefore recover damages for his injury. You acted properly when you employed him in informing him of the dangerous character of the work. It seems to us that a machinist employed to attend to machinery in a factory should know that a machine may start unexpectedly and that he would not place himself in a position of danger. We are of the opinion the risk described was incident to your employee's employment and was assumed by him, and that, consequently, he cannot recover.

## How Steel Pens are Made.

Few people know what a heap of bother and expense it is to make a pen. For instance, the steel is first rolled into big sheets and then cut into strips about 3 inches wide. These strips are annealed. In other words they are softly heated to a red heat and permitted to cool very gradually, so that the brittleness is all removed and the steel is soft enough to be easily worked. Then the strips are again rolled to the required thickness, or rather thinness, for, as you know, the average steel pen is not thicker than a piece of letter paper. The blank pen is next cut out of the flat strip and the name of the maker stamped upon it. Then comes the molding process. The pen is put in a mold which gives it grace and strength. The rounding enables the pen to hold the requisite ink and to distribute the ink gradually. That little hole which is cut near the end of the slit also helps to make the ink run properly and regulates the elasticity of the pen. Up to this time the metal is soft and lead-like. To make it brittle and springy it is tempered by being heated to a cherry color and then suddenly plunged into cold water. But it is then too brittle for use, so the temper of the steel must be drawn. The elasticity varies with the color, and each color is obtained by suddenly plunging the pen into cold water. Then follow the slitting, polishing, pointing and finishing, all of which is done by expert workmen.

### Bank Grill Work.

The J. E. Bolles Iron and Wire Works, Detroit, Mich., have recently furnished a very neat but inexpensive design of steel grill work for the Peninsular Savings Bank, Detroit, at their new Gratiot Avenue Branch, which we illustrate herewith, the half-tone cut being taken from a photograph of the interior of the bank. This work has been greatly admired for its peculiar combination of beauty and simplicity. The railing, including the bevel plate glass base, is 42 inches high from the counter. The wide panel is what is known to the trade as  $\frac{1}{4}$  twist scroll border work. It is all hand-made and produced only by skilled workmen. The steel is accurately



BANK GRILL WORK.

formed by hand, then interwoven, forming lock joints, with a neat scroll border finish. The railing has a molded top finish which surmounts a narrow grill panel and gives what the architect, E. C. Van Leyen, of Detroit, doubtless sought after, viz: Uniformity of design pleasing to the eye and in harmony with the general interior of the bank. The Bolles firm make a specialty of Bank Metal Work, Elevator Enclosures and Cars, and anyone requiring work in this line will do well to correspond with them and secure their latest catalogue.

### On Exclusive Agencies.

The writer of the following article, who represents a large number of American manufacturers in a British Colony of commercial importance, is fully conversant with the subject on which he presents his views, and what he says should be perused with interest as coming from one who makes his statements by authority of a wide experience:

*Editor Hardware:*

I was interested in reading an article recently published in your columns on "Exclusive Agencies."

This is a matter which deserves very serious consideration, especially as the conditions in different markets vary.

I have carefully watched the development of Exclusive Agencies in Australasia, but am bound to say that it is only in Specialties, Sewing Machines, Bicycles, Farm Implements, etc., that success has been achieved, and in these cases, the Exclusive Agent has sold to the consumer, not to the trade.

The question considered in relation to regular trade lines assumes a different complexion.

For instance, if a manufacturer of wrenches gave the handling of his goods to one jobber or importer, naturally the other jobbers and importers would conclude that this particular buyer was obtaining terms not available to them, and seek another source of supply and virtually combine in opposition to the goods represented by Exclusive Agent.

This is a natural phase of competition, but fortunately it is not necessary for manufacturers to create this position.

It is open for them to employ a representative and so to secure the canvass and their legitimate share of the whole trade. This is also the only way in which the manufacturer can make uniform quotations to the trade in which connection he has the security that his best price is given to each buyer, this ensuring to him the full advantage of his ability to secure the trade, as well as a personal interest in the trade he is doing.

What American manufacturers have to do, in my opinion, is to secure a representative of sound commercial training and integrity, put him in possession of samples of their goods and bed-rock prices. Their representative canvasses the trade and the orders reach the manufacturers through established channels while the manufacturers have direct advice from their representatives of the conditions of trade and competition.

If a manufacturer can afford to employ a representative in his own interests, well and good, but I imagine that the "Syndicate" representative is the means by which the American manufacturers must keep their trade alive in foreign countries. SYDNEY.

### Australian Nicknames.

Although the Australian Colonies have now been linked together in a commonwealth, it is not probable that the nick-names bestowed by one province on another will be abandoned. The inhabitants of New South Wales have long been known as "cornstalks," an allusion to the length and slimness of the average young New South Wales native. Victorians are known as "gum-suckers," with reference

to the gum that is found on many native trees, some of which is relished by juveniles. "Crow-eaters," as applied to the South Australians, owes its origin to a statement that in times of drought the wheat farmers of South Australia are driven to the source suggested for food. "Wheatfielders" is a more euphonious name sometimes used for the same province. The Queenslanders are known as "banana-landers," that tropical fruit growing there abundantly. Western Australians—or, as they are now generally called, Westralians—are known in the east as "sand-gropers" or "gropers." The Westralians themselves group all the other States into "t'other side," and call the residents "t'other-siders." Tasmania, the green little isle that is much like England in climate and other characteristics, is generally regarded as very quiet and rather behind the times, and is referred to as "the land of lots of time," "the land of sleep a lot," and so on, while the inhabitants are called "Tassies," and "jam-eaters," the latter being an allusion to the great fruit production of the "tight little island."—From the *Leisure Hour*.

"This is a great story," said the new reporter, "but I can't think of a good head for it. It's about a trusted employee, whose accounts were found to be crooked and when he was accused of it, dropped dead."

"That's easy," said the Snake Editor, helpfully; "head it 'Died from Exposure.'"—*Philadelphia Press*.

"This story of yours," said the editor. "I would call 'A Poor Relation.'"

"But," said the author, "there is no such character in it."

"No; but that's the character of the story itself."—*Ex*.

"Did you see Jones? He was looking for you."

"Yes; I saw him, but I managed things so he didn't see me."—*Ex*.

## CONSULAR COMMERCIAL COMMENTS.

### How to Create American Trade in France.

#### CONSULAR AID.

The impetus that has recently been given to exportations from the United States, and the zeal that American exporters are showing to increase their trade with foreign countries, make necessary certain suggestions for their assistance.

This consulate—and it is presumed other consulates also—is flooded with requests from American citizens for information and aid in extending their trade. The form of the requests is generally that names and addresses of firms interested in particular branches of commerce in which the writers are engaged be furnished by the consul, or that their catalogues, which are often sent in large quantities and usually lack sufficient postage (which must, however, be paid to the French postman), should be distributed by the consular officer.

The parties making these requests are as a rule entirely unfamiliar with the country and its requirements, and, if the consul makes any suggestions that are contrary to the manufacturer's preconceived idea, his word is considered unsatisfactory.

It is pleasant to give satisfaction to those who ask, and doubly so when the interests of one's country are advanced. It is therefore respectfully suggested that American exporters desiring to extend their foreign business comply with the following conditions before they take the trouble to send catalogues, etc., to European countries.

#### SEEKING TRADE IN WRONG PLACES.

The American exporter must understand the wants of the market he desires to enter and supply before he can find purchasers. It is no proof or reason that because a certain article finds a ready sale in the United States, it will sell abroad.

A short time ago, two letters from American exporters were received at this office. One was from a manufacturer of refrigerators, the other from a manufacturer of kitchen ranges having hot-water backs.

After carefully studying this consular district, it was found that only two private houses possessed refrigerators (both of which were owned by Americans who brought the articles from the United States), and two ranges having hot-water backs were also in houses belonging to Americans.

Ice is a commodity that ordinary persons here never use except in sickness. The winters are so damp and mild that practically no ice can be collected; therefore, if any be consumed, it must be manufactured artificially.

The ranges with hot-water backs are unknown by these people. It will be many years before such articles are required; while, on the contrary, plain, simple base-burners (using bituminous coal) will find a ready and steady sale if manufactured especially for the French market and to suit the French taste.

Rocking-chairs never sell, with rare exceptions; but plain chairs, such as have been used in France for centuries, will continue to be sold for another hundred years. This rule applies to many other articles popular in America, but unsalable in France.

#### LANGUAGE, WEIGHTS AND CURRENCY.

Every catalogue, business card, etc., that is to be distributed in France must be in the French language; weights and prices must be expressed according to the metric system and in francs. No dealer, either wholesale or retail, is going to translate any documents or push American articles unless he is richly paid for the trouble. An ounce, bushel, yard,

pound, and mile carry no meaning to the ordinary Frenchman, and he would prefer to pay more for an inferior article described in familiar terms and language than to bother trying to decipher a paper in an unknown tongue and with unintelligible weights, measures and currency. Not only should the French language be used, but catalogues must be attractive to insure their being read.

#### PACKING.

All commodities destined for table use, such as preserved meats, fish, fruits, preserves, etc., should be neatly, attractively and carefully put up and packed. The appearance of packages has much to do with selling merchandise in France. There is no country in the world whose people are more particular as to the manner in which food (and in fact everything) is presented to them than the French. It is certain that many excellent articles fail to be accepted through faulty and careless or slovenly packing.

#### GOODS MUST EQUAL SAMPLES.

Any deviation—even an unintentional deviation—in the shape, style, or color of the wrappings, or any difference in the goods delivered from those shown, is very apt to awaken suspicion in the mind of the foreign purchaser, although no wrong may be done or intended; exact conformity to samples, on the other hand, always inspires confidence.

#### INFORMATION WITH REGARD TO PRICES AND COSTS.

When presenting bulky goods, such as hardware, agricultural implements, wood, tools, etc., the seller should be careful to give the purchaser a definite idea as to the probable costs. If a French buyer can know that the merchandise will cost so many francs per 100 kilograms in New York, and that the freight to Havre, Bordeaux, Marseilles, or any other French port will be a certain sum on a given date, with an average price for a year, he is enlightened on the very points that he wishes to know before considering the purchase. Sales may be made more readily in this way than otherwise.

The exporter is advised to state that the price given includes cost, freight and insurance. It is also wiser for the seller to insist that the buyer shall pay the customs dues, dock dues, and inland charges (if any), because the consignee can make better terms than the foreigner can ever hope to make.

#### STANDING OF FRENCH MERCHANTS.

There is published in France a commercial directory called "Le Bottin;" copies of this book may be found in the libraries of nearly all large American cities and in many of the important hotels in the United States. "Le Bottin" gives names and addresses of manufacturers, dealers, and merchants in the several Departments of the country, which are classified according to trades, professions, etc., in the various cities and towns of France. Exporters will find this an aid in trying to extend their foreign business; if they care to examine this directory, they can easily find out the names of persons apt to be interested in their line of trade, and if they desire further information concerning the French dealers, the consul of the district in which these people live can readily give any information about them that he may be able to obtain.

The solvability of merchants, manufacturers, and dealers in France is perhaps more difficult to ascertain than in the United States, but general data can be gotten in most instances without much trouble. All banks in France will give information as to any house or firm required for a small fee—from 25 to 75 cents for each person.

If the foregoing suggestions are followed, time will be saved to the exporter and consul and much useless correspondence avoided.

WALTER T. GRIFFIN,

LIMOGES, March 14, 1901.

Commercial Agent.



### New York Credit Men's Association.

The regular bi-monthly meeting and dinner of the New York Credit Men's Association was held Thursday evening, April 25th, at the Drug Club. About 150 members were present. These meetings will not be resumed till the Fall season.

A. H. Watson, President of the Association, presided. Letters of regret were read from Samuel Rosenthal, President of the Baltimore Credit Men's Association, who was detained by illness, also a communication from David B. Hill, Thomas B. Reed, George W. Ray, William Sherer, Manager of the Clearing House, and Bishop Henry C. Potter.

President Watson introduced Marcus H. Marks, President of the Wholesale Clothiers' Association, who said in part:

Being here as a representative of the clothiers, I will tell you a few things about our Association, which for over eighteen years has successfully served a very large membership. Its purposes briefly are, First—interchange of credit information. Second—social intercourse leading to the better acquaintance among our members and thus promoting the faith necessary to the opening of our ledgers to each other. Third—the betterment of trade conditions, and the relief from abuses and trade evils by means of agreement among ourselves and the promotion of corrective legislation.

He urged the formation of organization in every trade and then a central organization. By having each trade organized, delegates from these associations could be elected to the Credit Men's Association and delegates elected to form associations for other purposes. New Associations formed of such delegates would wield tremendous power on account of the great constituency behind them. The demand for improved legislation coming from such a body representing all trades would be most influential. I trust that this Association will give this matter some thought, and that the prominent members of all trades represented in the Credit Men's Association will use their efforts to form associations of their trades, which will be all powerful in the commercial community.

President Watson then introduced Rev. Dr. William S. Rainsford, who said:

The tendency of modern life, in which we are active to a point of exhaustion at times, is to bind too many blinkers on a man. We may deplore it. We cannot evade it. The tendency of modern life is to force us all towards specialism. If an association like this is so fortunate as to have its specialism presented, I congratulate you all the more. It seems to me that perhaps in the minds of some of you the response might arise, well, it is very well to speak of life being over specialized, and we recognize it. We recognize in our own life with the long hours of work and toil of the day, the weariness that follows our concentration of attention under the gulfs of condensation, under which we all toil, leaves us very little time for anything but the duties of our business. If there ever was a case of the kettle calling the pot black face, it is the case of a clergyman coming to a lot of credit men and suggesting that life is over specialized. You men who are taken up with the affairs of life need to make time for a kind word, a kindly act.

The speaker dwelt at length on the purity of homes and business, and stated that the key-note of to-day is association. Those trades, those men, those interests that combine, will lift those away that have not sense enough to combine, and they will fall. The only way to build up this great country—there is no profession to which a good man put his hand yet, has no profound basis to it—not that we shall simply have a great nation of seventy-five millions of people, but a greater nation under liberal institutions. Make the darkness less dark and make truth, honor, and manhood more evident to the wide world.

President Watson then introduced Hon. Abraham Gruber. Mr. Gruber prefaced his remarks by telling some witty ex-

periences he had while a credit man, and also related several interesting anecdotes that were very much appreciated. Mr. Gruber stated there was only one way to get rich in this country, and that was to acquire possession of a franchise for nothing. You, as business men, are affected by everything wrong in public life, and I know of no class of men whose voice is more potent with legislators than that of the business men. You have got to buy your goods and sell them at a small profit. You have got to toil many hours during each day and often at night. At the end of the year your net profit is very small. You don't find any of the great big millionaires country men who were merchants. You don't find any of the men who now rule the financial destinies of the whole country business men or manufacturers. They are all men who got tied up to the enterprise in which they are engaged, by government aid.

President Watson then introduced Mott D. Wilbur.

Mr. Wilbur spoke of his early experiences in California, and dwelt at length on the value of organization and the value to be derived by New York merchants if the Nicaragua Canal is built.

President Watson also introduced B. I. Shoninger, Treasurer of the American Chamber of Commerce, at Paris, France, who stated, as Treasurer of the American Chamber of Commerce in Paris, the only organization of its kind in Europe, I can cheerfully say that all of its members are heartily in favor of unity and combination. It was with that end in view that we formed this chamber in 1893. We started with twenty members and are to-day two hundred paying members, besides 100 honorary members. We can do a great many things that single-handed we cannot do or even attempt to do. Not only are there many things in France that are difficult to carry through single-handed, but even combined there is great difficulty, and I must say that the most friendly relations exist between the two governments.

The meeting then adjourned.

### Clarke Merchant.

The *Boston Commercial Bulletin* says: "Clarke Merchant, of Merchant & Co., Inc., of Philadelphia, has consented to accept the presidency of the Schuylkill Traction Co., of that city, when the board of directors meet to organize shortly. He recently made a thorough inspection of the property and its proposed branches, and was abundantly satisfied with its worth as an investment. Mr. Merchant is a Philadelphian, and is one of the wealthiest and most substantial business men of that city, having been connected with its commercial interest for the past thirty years. He is the president and the virtual owner of the business of Merchant & Co., Limited, and is also president and virtual owner of the International Sprinkler Co. He is also largely interested in the manufacture of tin, copper and brass, and is one of the largest manufacturers of tin in the United States, having immense works at Twenty-first Street and Washington Avenue, Philadelphia, and which was one of the first plants of this kind established in America. Mr. Merchant is about sixty years of age, and is a sturdy and very active man, who keeps in close touch with the interests with which he is identified. His going into the Schuylkill Traction Co., places that corporation on a firmer financial footing than it ever was before, and means much for that region. Mr. Merchant's life has been a very active one. He graduated from the United States Naval Academy at Annapolis in 1857, and immediately entered into active service in the navy and served with distinction during the Civil War, and rose to the rank of commander of one of the war vessels. He resigned his commission in 1867 and entered upon his present active business life, which has been an eminently successful one."

"It was understood that the cashier had been a lamb in Wall Street."

"Therefore," said I, with a happy smile, "he skipped."—*Ex.*

## THE PAN AMERICAN EXPOSITION, 1901.

### NEW ENGLAND BUILDING.

A splendid structure at the Pan American. Each of the New England States will be well represented with exhibits of their resources.

The New England States are represented at the Pan American Exposition with a building that will be used as headquarters for New England visitors, and exhibits of the industries and national resources of that section of the United States, to be made in the different exhibit buildings of the Exposition.

The New England Building is situated in the Court of State and Foreign Buildings at the Pan American Exposition. It reminds one of a fine old colonial mansion. Its broad piazzas and terraces are typical of a New England

rectly with the Grand Court, and is in almost as central a position as the New York State Building. It is near the lake, in the midst of over 10,000 transplanted shrubs and trees. The cost of the New England Building was \$15,000.

### THE OHIO STATE BUILDING.

An imposing structure designed to represent one of the great Middle States.

Ohio, displaying commendable and practical enterprise, has provided a very appropriate and beautiful building at the Pan American Exposition. The site chosen gives the building a prominent position, as the ground is twelve feet higher than the water level of the mirror lakes. It stands on the broad plateau near the Triumphal Bridge at the intersection of the two principal thoroughfares and at the head of



home of the revolutionary period. The design is plain, yet rich. The building is 104 feet long by 52 feet wide. The walls are covered with staff, painted to represent red brick with white marble trimmings. The shields of the six New England States are placed in colors on the front, and there is a staff for each State flag. On the ground floor is a large reception hall, nearly 47 feet square, supported by four columns, and at the rear are colonial staircases leading in two directions from the first landing. On the right of the reception hall are the bureau of information, the coat-room and custodian's quarters. On the left are lounging and writing rooms, from which a beautiful view of that section of the Exposition is possible. In both these rooms large colonial fireplaces are arranged and the furnishings are all in accordance with the colonial idea. The arrangement on this floor is simple, thoroughly convenient, and withal, decidedly in keeping with what the building will be used for. Upstairs there have been arranged six large rooms. Each New England State is allotted one, and it is used for a rendezvous for people from that particular State.

This building is located on a street, or path, connecting di-

rectly with the Grand Court, and is in almost as central a position as the New York State Building. It is near the lake, in the midst of over 10,000 transplanted shrubs and trees. The cost of the New England Building was \$15,000.

The plans for the building were designed by John Eisenmann of Cleveland and approved by Governor Nash and State Auditor Guilbert. The size of the building will be 84 by 122 feet. A ten foot terrace walk extends around the outside, being widened at the northwest corner to a circular form, thus providing an ample approach from the dock landing. The first floor contains an assembly room, 30 by 53 feet, with a ceiling 24 feet high. This floor will also have a commissioners' reception room, ladies' reception room and private offices with a parcel room and postoffice. The second floor contains a sitting room 23 feet square, with extra rooms for

attendants and four guest chambers for the accommodation of State visitors.

The lower floor is intended for the use of the general public and the upper floor for the commissioners, State officials and the State guests. Natural gas will be used for heating

#### EMERGENCY HOSPITAL.

How Exposition visitors will be cared for when ill. Fine building, with a competent staff and up-to-date equipment at the Pan American.

A very pretty hospital building stands near the west end



and electricity for illuminating purposes. The artistic manner of lighting will constitute part of the interior decorations. On each face of the four corner pilasters of the porch, the State monogram is interwoven with a wreath of buckeye leaves and fruit, the design containing a lighted torch. As the approach from the dock landing will be the most picturesque, the building will be embellished at the northwest corner with a statuary group. The background worked in relief upon the pilaster shows the great seal of the State with its hills, trees, sunrise and sheaves of wheat and arrows. In the

of the Mall. Floor area rather than elevation is a prominent feature in the construction of this important adjunct to the Exposition. Utility, first, last and all the time is the prime consideration in this design, though it is by no means a case of utility unadorned. In conformity with the general Exposition plan, the Spanish Renaissance has been freely treated, in this instance, with a strong leaning towards the old mission interpretation.

Having a frontage of 90 feet on the Mall, the main wing has a depth of 38 feet with a height of but one story, except



EMERGENCY HOSPITAL, PAN AMERICAN EXPOSITION.

foreground is the centre figure standing on the prow of a boat to typify the State. The Ohio River is represented by a mermaid and Lake Erie by a triton.

The State of Ohio is represented at the Pan American Exposition by a very able commission consisting of three members. Charles L. Swain, LL.B., of Cincinnati, has been chosen chairman. The other two members are the Hon. W. S. McKennon, of Ashtabula, and the Hon. Samuel L. Patterson, of Waverly.

in the centre, where it assumes the form of a square tower with a rounded top. This tower attains to the pretentious height of two stories and is surmounted by two flagstuffs. One staff supports the Exposition flag and from the other waves the well-known Red Cross Banner.

A rear wing one story high runs back from the centre portion a distance of 56 feet, with a width of 32 feet. This form of construction lends itself readily to this picturesque reminder of the early struggles of our first missionaries.



The main hospital entrance is from the Mall opening directly into a handsome rotunda decorated with tropical plants and suitable hangings of pictures, drapery, etc.

In the matter of equipment and appliances, everything is of the newest and best. A new litter attracts considerable attention; it is carefully balanced and so arranged that one attendant can operate it easily and noiselessly as it runs on two wheels about 20 inches in diameter which are fitted with large inflated rubber tires. Sterilizing apparatus with an apartment for instruments and another for towels and linen, is another necessary arrangement.

Roswell Park, M. D., is the director, Vertner Kenerson, M. D., deputy director and Dr. Alexander Allen, is the resident physician, a staff which will at once inspire confidence in all who are acquainted with these gentlemen or their work. The efficiency of this department is an illustration of the manner in which the Exposition is designed and executed in all its departments. Everything has been carefully arranged according to a great comprehensive plan the details of which have been worked out in every instance with careful, conscientious precision.

In regard to the importance of this adjunct to the Exposition, it may be said that up to the first of March five hundred and four cases have been treated on the grounds, only one of which proved fatal. These include all forms of sickness and accidents to workmen employed upon the construction work. In this connection it is well to note that the number of cases treated at the Omaha Exposition was about three thousand, while the history of the hospital at the World's Fair in Chicago gives a total of 11,602 medical and surgical cases treated, resulting in 69 deaths.

#### Some Important Requirements of Good Merchandising.

Ability does not necessarily imply large financial means, but rather that business is being done within the scope of income. Disposition as to accuracy and good faith may be present in the comparatively poor man and absent in the rich. In other words, the individual or firm of limited resources may feel a keen responsibility in the maintenance of credit by the prompt payment of accounts, while those of larger means may be either careless or indifferent, and of the two classes the wise credit man will invariably prefer the former.

Webster defines credit as follows:

Moral Credit is the confidence, esteem and good opinion of others, founded upon the belief of a man's veracity, integrity and virtue.

Commercial Credit: Trust, a transfer of goods or chattels in confidence of future payment. When the merchant gives credit he sells his wares on an expressed or implied promise that the purchaser will pay for them at a future time. The seller believes in the solvability and probity of the purchaser, and delivers his goods on that belief or trust; or, in other words, gives him credit.

A good credit standing is worth striving for, and should be the goal for which every individual or firm should aim, and once gained should be guarded as closely and carefully as they would their own homes, as it means honor, reputation and business success. Many firms—those that know the importance of good credit—are negligent and indifferent to their credit standing, and think because they have the capital back of them, that they can pay their bills or accounts at their own convenience, and in the large majority of cases have their own way. A person or firm is not good in a credit sense no matter what they are worth, if they do not pay their accounts when due. A nation's standing in the world is measured by its credit. The commercial standing of an individual or firm depends upon his or their credit.

It is a well-known fact that the large majority of merchants in the small towns and villages, and even in large cities are men with no especial training in their respective business callings. If a young man decides that he wants to become a lawyer, doctor or minister, he knows that he must

have the necessary schooling and training, but if he is going to be a merchant he thinks all that is required is to secure a position in some store, and it does not make any difference whose store as long as he gets started, as many people appear to think because a man is in business, he must be making money and knows how to run a successful business. Once started, he is taught to do things according to the proprietor's methods, whether right or wrong, and very generally wrong. The main reason for so many failures is ignorance of the first principles of doing business in an intelligent and systematic manner. Mr. Harlow N. Higginbotham, in one of his articles, has said the successful credit man was born, not made, and we think this remark will apply equally well to the successful merchant.

The credit question is one of the live issues of the present times. Every intelligent and up-to-date merchant or firm has a credit man or some person to look after this branch of their business. Nearly all large firms and corporations have thoroughly organized and well-equipped credit departments, and the credit man is one of the important factors in such concerns. You can pick up a paper or trade journal reporting the proceedings of any business convention, but you will find the subject of credit mentioned. This is entirely due to the efforts of the national and local associations of credit men, and certainly shows that they are making headway. Credit men are, to a very large extent, entrusted with the financial well-being of their respective firms, and how to discharge the duty so as to incur a minimum percentage of loss, is one of the most difficult problems. A *minimum* percentage of loss is thus quoted because all experience teaches that, notwithstanding the best efforts and caution, loss there *will* be, and the business man, in making his estimates for the future acknowledges this probability by making the probable loss a feature of his calculations.

R. E. ROGERS.

#### American Mill Machinery for Turkey.

Capital has been enlisted for the introduction into the vilayet of Mamouret-ul-Aziz of flouring mills and of mills for spinning and weaving the simpler cotton fabrics. It is desired to secure American machinery for this purpose. At present, wheat is ground by primitive methods. The cleaning of the cotton is likewise effected in a very primitive manner.

While the vilayet produces an abundant supply of cotton (about 5,000 short tons per annum), the woven tissues are imported almost exclusively from Manchester.

There is an abundance of water power for milling purposes.

I would request American manufacturers of cotton gins, machinery for cotton mills (including full installation), and machinery for flouring mills (including installation) to send to this consulate their descriptive price lists.

In these catalogues, attention should be directed more particularly to the simpler mechanical devices, which can be conducted by low-grade workmen and can be most easily repaired in a country destitute of skilled mechanics and modern appliances.

Lowest net prices should be indicated, including satisfactory packing for a long journey, involving a fortnight's constant jolting. It would be advisable in subsequent communications to give net prices for the simpler types above mentioned f. o. b. Samsoun—i. e., via the English direct lines, transshipping at Liverpool. THOMAS H. NORTON, Consul.

HARPUT,\* February 25, 1901.

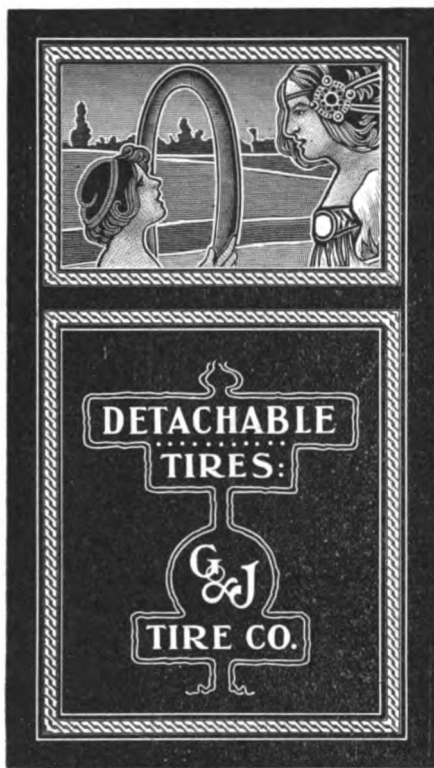
\*Consul Norton gives his post-office address: Mezreh, Mamouret-ul-Aziz, Turkey.

His Mother—You know, Harold, it hurts me just as much as it hurts you.

Harold—Yes—b-but you d-d-don't have to s-s-sit down on the p-p-place afterwards.—*Ex.*

## Recent Trade Publications.

G & J TIRE Co., Indianapolis, Ind., have recently published an exceedingly attractive pictorial illuminated booklet, every illustration contained in it being printed in several colors, making it original and unique compared with similar publications devoted to the exploitation of the Bicycle business. We present herewith an illustration showing the cover, which is printed in several colors in the same manner in which the illustrations throughout the book are. It is in-



G &amp; J TIRE CO.'S BOOKLET.

tended beyond a doubt for general distribution through the trade, and is certainly of a character to be retained by the recipient, the very novelty of its style making this possible. It is written in an attractive, readable manner, taking the superior merit of the G & J Tires for a text, and information upon every part and style of which is given in its contents, together with a price list of the various tires, and also the various parts, making it not only a useful and desirable publication of the kind, but one worthy of large distribution.

P. & F. CORBIN, New Britain, Conn., have recently issued another of their artistic publications for which this firm is noted, having reference to "Ball Bearings" in Loose Pin Butts, Axle Pulleys and Pin Tumbler Locks. This is very handsomely printed on the finest coated paper, and filled with illustrations explaining the text, said illustrations being of the most artistic character imaginable, first-class in every respect. As they state in their prefatory remarks: "The effect of ball bearings in greatly increasing the ease of action and in reducing the wear by practically eliminating the friction, is so universally known that the importance of their introduction into the articles herein described" justifies the publication of so artistic a brochure. The Hardware dealer who does not add this recent booklet on the subject to his library assortment makes a mistake that his customers should hold him accountable for. No dealer should be without it.

CHAIN STAY FENCE Co., Toledo, Ohio. Pamphlet catalogue of 28 pages, having reference to their production of Chain Stay Fencing in a number of varieties, each of which possesses merits pertaining to the style of fence illustrated and described. The fence referred to is constructed of large galvanized steel throughout, which is a peculiarity of this description of fence, as the wire used is larger than is customarily employed in the construction of woven wire fencing in general. The Chain Stay feature possesses the merit of providing perfect elasticity in the fence, so that it cannot be

permanently bent or mashed out of shape. At the same time it enables it to be kept in first-class condition by an equal and independent tensioning of all the horizontal wires. These are unique features that commend the description of fence, which is the principal product of this company. The various styles of fence to which this catalogue is devoted illustrates plainly the manifold differences, making it an admirable one to be distributed in the interests of the trade handling this desirable product. Plain, smooth wire, any size, is counted among the principal products of this company.

CRONK & CARRIER MFG. Co., Elmira, N. Y., successors to the Cronk Hanger Co., have recently issued a pamphlet catalogue of 28 pages of their numerous specialties, well printed on good paper, fully illustrated throughout, and including in its contents all the Hardware specialties with which the name of this firm has been identified for many years. It covers their line of Barn Door Hangers and Rail, Stay Rollers, Sliding Door Latches, Garden Rakes, Fencing Pliers in large variety, together with a full and complete line of Flat and Round Nose Pliers of the usual conventional patterns, including also Cutting Pliers, both side and end cutting. Included in its contents are Burner and Gas Pliers, Cold Chisels, Pruning Shears, of which a large assortment is shown, Hedge Shears, Ice Picks and Chisels, etc., etc. These goods are well known to the trade, and while the assortment is being constantly added to, the distribution increases in like proportion.

A. TREDWAY & SONS HARDWARE Co., Dubuque, Iowa. Spring Circular showing their line of seasonable goods, the contents being full and complete, including Steel Goods of every description, Floral Sets, Scythes and Snaths, Hay Fork and Carriers, Lawn Mowers, Post Hole Diggers, Draining Spades, etc., etc. It is a very desirable addition to their regular catalogue, evidently gotten up to facilitate "rush" orders for goods needed for the general requirements of the Hardware dealer.

## The Ericsson Telephone Co.

The Ericsson Telephone Co., manufacturers and importers of telephones, switchboards and telephone supplies, 296 Broadway, New York, recently received a letter written by direction of the Chief Signal Officer of the War Department, Washington, D. C., having relation to the Ericsson Telephone, in which they take considerable pride. The text of the letter is as follows, particular attention being called to the point that the report upon the Ericsson Telephone has been a favorable one.

ERICSSON TELEPHONE CO.,

296 Broadway, New York.

Dear Sirs:

Referring to the order this day placed with you for 200 bridging telephones, this office desires to state that, as you are probably aware, in the early part of 1900, we shipped a lot of telephones of six different makes to Manila, for test purposes. The report upon the Ericsson Telephone has been favorable. As the telephones covered by the present order are going to Manila, you should understand that it is expected that they will be in every respect of the very highest class of workmanship, in every detail, and it is believed that your company will readily see that it is to your own advantage to turn out the very best instrument possible. The telephones when ready will be subjected to a very careful and thorough inspection.

By direction of the Chief Signal Officer:

Very respectfully,

EUGENE O. FECHET,

Captain and Signal Officer, U. S. V., Disbursing Officer.

"A physician says that people who sleep with their mouths shut live longest."

"Well, people who go around with their mouths shut when they're awake seldom get killed."—*Ex.*

### Death of Elias C. Atkins.

Elias C. Atkins, the founder and head of E. C. Atkins & Co., Indianapolis, Ind., manufacturers of saws, died at his home in that city of heart failure, April 18. He had for three years been failing in health, but up to within a few days of his death, had been able to visit his office occasionally. The month of March he spent in Florida, hoping to regain his health.

Mr. Atkins was born in Bristol, Conn., June 28, 1833, being the youngest of a family of six. His ancestry was English, the family having come to New England in the seventeenth century. He received some education in his native town, and at the age of 12 was apprenticed to the trade of saw making, under his uncle, in Bristol, the firm being Atkins, Allen & Co., established about 1838. In 1855 he established the first saw factory in Cleveland, Ohio; but with the lapse of a year he was convinced that the saw industry could be developed under more favorable conditions in Indiana, and he therefore moved to Indianapolis in 1856.

He began his business career in that city single handed and with little capital in a small corner of a planing mill. A year or two later he moved into the old city foundry, where he was burned out twice, starting again in the location now occupied by the company, covering acres of ground, where from a small beginning the business has grown so that over 700 men are employed, with a weekly pay roll of over \$6,000 and a capitalization of \$600,000, there being branch houses in Memphis, Minneapolis and Atlanta.

Much of the machinery employed in his large plant was the invention of Mr. Atkins, over 100 patents having been granted to him between the years 1880 and 1890.

He was a member of the Commercial, Columbia and Contemporary clubs, the Board of Trade, and Marion Lodge, F. and A. M. Having been deprived of a college education in his youth, he continued his self instruction through life, being a great and discriminating reader and possessing a large and complete private library.

At a meeting of his employees, held on the day of his death in connection with the expression of sympathy to the bereaved family, the following tribute to his memory was adopted:

We, the employees in the shops of E. C. Atkins & Co., having just learned of the death of Elias C. Atkins, for so many years the head of this institution, have come together for the purpose of giving some expression to our feeling of great loss. We well know (most of us from years of experience) that each one of us has lost a sincere personal friend, who was every day proving his personal interest. Although years ago Mr. Atkins had already built up this institution to the point where it would stand as a proud monument to any man, yet at no time was there any detail in the work of the shops in which he lost interest. He was always alert to keep in touch with the work of the shops, quick to appreciate and praise intelligent and faithful service, and daily gave evidence of his affection for the employees in the shops. He was a just man, clear sighted, and self sacrificing, and his life will always be an inspiration to the employees of this institution. With us he needs no other monument than the impression his life leaves upon us.

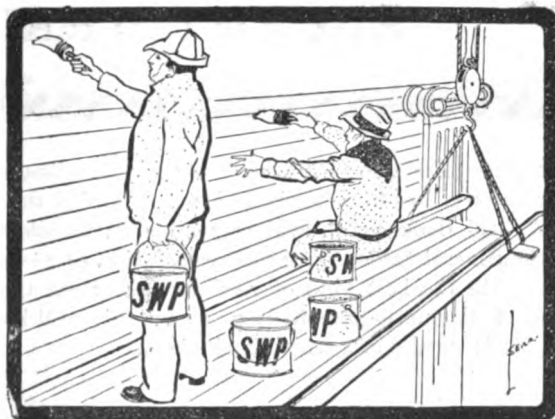
Mr. Atkins was a man of fine physique, tall, erect and

## Out for Business.

If you're out for business, if you want to get all you can and hold it after you get it, don't waste your energy in pushing poor paint.

It's hard work to sell poor paint—because you have to keep after new customers all the time.

No man who once gets fooled by poor paint wants it again.



## THE SHERWIN-WILLIAMS PAINT

is good paint. It makes a constant customer out of every man who tries it. It does its own advertising. Every sale brings another. When you build up a good trade you are sure to keep it.

S. W. P. is made right—to sell right and wear right.



**THE SHERWIN-WILLIAMS CO.**  
PAINT AND VARNISH MAKERS.

CHICAGO,  
NEW YORK,

NEWARK,  
MONTREAL,

CLEVELAND,  
BOSTON,  
TORONTO,

SAN FRANCISCO,  
KANSAS CITY.



Write 31 Michigan Street, Cleveland for the  
"B-13" illustrated booklet on our Paints and Methods.

dignified. He was of a quiet, undemonstrative temperament, with deep religious convictions, steadfast in his integrity and devotedly attached to his many friends, by whom he will be sincerely mourned. He leaves a widow and six children—one son and five daughters.

American railroads carry in a year the great total of 1,000,000,000 tons of freight. The freight so carried is much diversified and the rates of transportation are cheap, two important items in railway freight service. It is a common belief that the chief freight on American roads is grain, and that the earnings of the various roads are dependent largely upon the harvests of cereals. Indirectly this is true, for large harvests at remunerative prices mean money to farmers for other articles which railroads transport, but, actually, the profits made by railroads from the transportation of grain are less than from several other articles of freight.

The gross revenues of American railroads from freight amounted last year to \$1,000,000,000, or about the rate of \$1 for each ton of freight carried, a remarkably cheap rate. There are about a million and a half freight cars in use on American railroads, carrying from fifteen to twenty-five tons of freight each. The policy of American railroads in recent years has been to increase the carrying capacity of freight cars and to lengthen freight trains and increase their speed.

The Government holds its gold coin in small strong canvas bags. It ships it in the bags inclosed in stout boxes, either by express or by registered mail. A maximum of four pounds may be transmitted by registered mail, and the Government thus transports large aggregate amounts, having recently sent it in this manner to the Philippines. The mints do not send out less than \$500 in a single shipment.



## RECENT TRADE PUBLICATIONS.

**NORTH BROS. MFG. Co., Philadelphia, Pa.** Envelope catalogue with a very handsome embossed cover, bearing the title "Yankee" Tool Book No. 3, evidently intended for distribution by the general trade, being of envelope size, of 24 pages, and filled with the best kind of reading matter for the exploitation of the up-to-date tools made by this well-known concern. It is worthy of a wide distribution.

**GEORGE BURNHAM Co., Worcester, Mass.** Illustrated catalogue and price list of the special styles of machinery manufactured by this company, including Upright Drills for hand and power, Sensitive Drills with one, two, three and four spindles, Clamp Drills and Planer Chucks, all of which are shown in a very intelligent style in this pamphlet catalogue of 36 pages. Full descriptions accompany the cuts, which are exceedingly graphic, and well engraved. Included in the contents are Geared Drills, Track Drills, Drill Presses and a full line of the Jordan Planer Chucks, both round base and square base are described and illustrated.

**L. D. BERGER, 59 N. Second Street, Philadelphia, Pa.** 1901 catalogue of Tinner's and Roofers' Supplies for the sale of which this house is a noted one. This is a pamphlet catalogue of 100 pages, filled complete with every possible appliance necessary for the transaction of the tinner's business as well as a wide assortment of material especially prepared for his use. Included in the contents in connection with the regular requirements are Roof Gutters, Expanding Conductors, Galvanized Pipe of various descriptions, Adjustable Elbows, Cut-Offs, Roof Irons, Gutter Hangers in large variety, Gas Pipe and Plumbing Hooks, Cornices, Metallic Ornaments, Finials, etc., etc. It is a very complete catalogue of the description referred to and indispensable to the dealer handling or requiring materials of this description.

**WILLOUGHBY FORK AND MFG. Co., Willoughby, Ohio.** Illustrated catalogue of heavy Steel Goods, in which they include such goods as Coke Forks, running from 8 to 16 tines, Coal Forks, with an assortment equally as extensive, Stone and Ballast Forks, 14 tines, and Sugar Beet Forks, running from 5 to 7 tines, with either plain points or solid ball points; Potato or Vegetable Scoop Forks, Coal Scoop Forks, Farmers' or Barn Forks, and Cotton Seed as well as Tanners' and Oyster Forks. All come under this particular head of heavy Steel Goods, making a notable assortment of this class of goods, and one that will command attention. This is a pamphlet catalogue of 12 pages only, but devoted exclusively to the line of heavy goods above referred to.

**TRAGLE MFG. Co., LIM., Reading, Pa.** Revised Catalogue and Price List No. 2, specially designed for the jobbing trade, showing the line of Veterinary Files, Rasps and Floats of every description manufactured by this company, who make a specialty of this class of work, which includes all the possible varieties of files and rasps necessarily used in the successful transaction of this business. They also manufacture the Ideal File Card and Brush; also the IXL File Card, a class of goods that is desirable to be informed upon, in addition to the other lines made by this company. W. S. Tragle, who is the sole manager for the sale of these goods, was for a number of years a traveling representative of the Kearney & Foot Co., and is well and favorably known to the Hardware trade through a large section of territory. He gives his entire attention to the sale of these goods.

**ERIE SPECIALTY Co., Erie, Pa.** A very handsome and attractive catalogue issued by them, dated 1901, covering their line of Hardware and Advertising Specialties, of which they make a large variety. In this catalogue the full line of "Quick and Easy" and "Walker" Hardware specialties are given in extensive assortment, including Cork Pullers in a multitude of different styles, covering every possible requirement; Corkscrews, a full line, from the all-steel wire variety to the wood and stag handle styles that are so popular with the trade. Included in the assortment are a number of the Self-Pulling styles that are largely called for by the trade at the present time, and which this company makes special efforts to supply the demand for. The "Quick and Easy" Champagne Taps are fully illustrated and in this volume is shown the advertising novelties which assist in the sale of these special goods. Lemon Squeezers are also shown in large assortment. Included in its contents are such goods as Milk Shakers, Candy Hammers, Soda Water Glasses and Stands, Ice Shaves and Crushers, Tobacco and Cigar Cutters, etc., etc., making it a very desirable catalogue, which should be in every Hardwareman's library.

**ARCADE MFG. Co., Freeport, Ill.,** have recently issued an entirely new 1901 catalogue, covering their line of Hardware specialties of which they have been manufacturers for a long time, the company being established in 1885. It embraces the line of Coffee Mills, which are at the present time well known to the trade covering numerous up-to-date styles and produced in a manner that commands attention, and meets with a ready sale. They also make some of the older styles which are made under the name of the "Favorite" Box and Side Coffee Mills. They also make a line of Cork Pullers and Lemon Squeezers, Ice Picks, Ice Shaves, Lamp and Flower Pot Brackets, Ceiling Hooks, Carpet Stretchers, Cast Iron Hammers, Mincing Knives, etc., etc. The catalogue covers a wide line of specialties that are in request by every Hardware house in the United States, large or small, including so many of the possible stock requirements from Pokers and Stove Lid Lifters to Foot Scrapers and Thumb Latches, and is a most complete one.

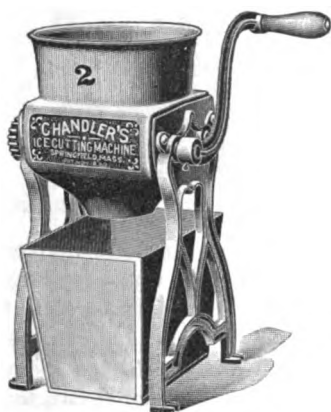
**JACKSON KNIFE AND SHEAR Co., Fremont, Ohio.** Illustrated catalogue and price list of an exceedingly attractive line of Ladies' Scissors in great variety, and Pocket Knives of every description. Their line of Pocket Knives, which is a large one, is a "warranted" line, manufactured by this company, and warranted against flaws in blades and springs. This large line embraces all the leading styles of finish, in metal, wood and fancy coverings. It is claimed by the company that in this department expert workmen only are employed under the direct supervision of experienced men. All the blades used in the manufacture of their pocket cutlery are hand forged from the best English steel, carefully hardened and tempered and sharpened ready for use. An idea of the large line manufactured by this well-known company may be obtained from the fact that at present it embraces over 400 styles. The catalogue is printed on good paper with excellent illustrations, descriptions that are easily understood, and the list prices accompanying each particular pattern making it a very desirable catalogue for the trade handling this description of goods.

"Learning the cornet, is he? Who's his teacher?"  
"He has none. He's his own tooter."

## NEW GOODS AND SPECIALTIES.

### Chandler's Ice Cutting Machine.

C. E. Jennings & Co., 101 Reade Street, New York, as is usual at this season of the year, are making a specialty of Chandler's Ice Cutting Machines, for which they have been selling agents for a number of years. This unique machine has held its own for the purpose of preparing cracked ice for all special purposes, especially that of preparing iced drinks and iced tea or coffee; in fact, even for the preparation of



CHANDLER'S ICE CUTTING MACHINE.

the ice for the manufacture of ice cream, it has been found unequalled. Its size makes it suitable for soda counters, family use, hotels, confectioners, hospitals and other institutions where crushed ice is used in quantities for the table or other purposes. It is made in four sizes: No. 1 for bar tops and soda counters, No. 2 for family and universal use, No. 2½ for hotels, hospitals and boarding houses, and No. 3 for large hotels, confectioners, etc., the list prices of the several sizes being: No. 1, \$3.50; No. 2, \$5; No. 2½, \$8; No. 3, \$20. The No. 2½, which is a popular size for special uses, stands 18 inches high, weighs about 25 pounds, and while occupying a space of 8x11 inches only, will take in a piece of ice weighing 12 pounds.

### Ripley's Compressed Air Sprayer.

The Ripley Hardware Co., Grafton, Ill., are the manufacturers of the Compressed Air Sprayer which they are placing on the market through the Hardware and Implement trade, an illustration of which we give in Fig. 1 of this article. It is a very complete Compressed Air Hand Sprayer, among the special advantages claimed for which are: It forces the air in the glass jar (see Fig. 2) and the cap of



FIG. 1.

jar is fitted with an air and discharge tube, so that one stroke of the pump will force the solution out of the jar in the form of a continuous fog mist, in this way saving the lost motion of pump action frequently found in other articles of a similar character. This mechanical action, it is claimed, enables the sprayer to do twice the amount of work that is possible with an appliance founded on similar methods of propulsion. It will spray overhead when required, and will spray until all the solution is used which the jar contains.

It is not necessary to have a special glass jar for the purpose, as any common glass jar will fit it. The sprayers are furnished with tin pumps and zinc caps; also with brass pumps and brass screw caps. The Ripley Hardware Co. make a combination hand sprayer that can be used to apply either solution or powder. They also manufacture a compressed air five-gallon sprayer, which is advertised elsewhere

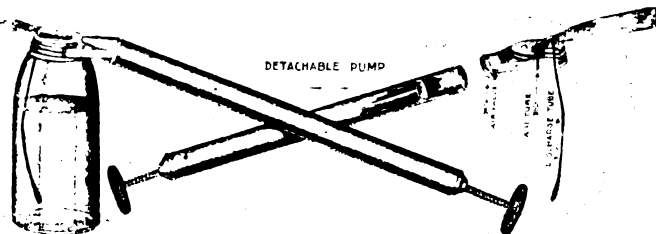
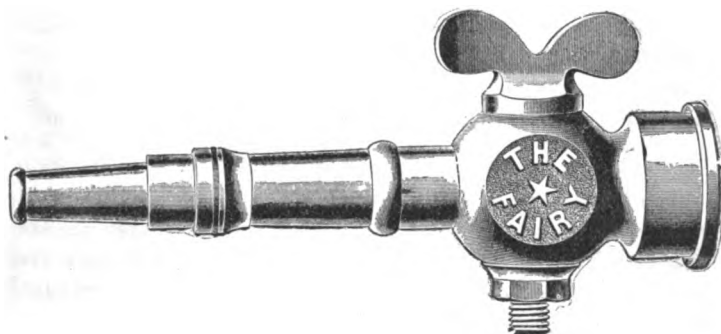


FIG. 2.

in this issue of *Hardware*. Their sprayers have been highly endorsed by the leading nurserymen and other parties using them in the United States and Canada. Many testimonials in their favor can be furnished by the manufacturers on application. Their sprayers are used for spraying trees, nursery stock, shrubbery, vegetables and tobacco; also for white-washing poultry houses, fences, barns, or for applying lice killer in poultry houses and on stock, as well as for spraying disinfectants, washing windows, buggies, etc. This is a specialty worthy the attention of the trade at this season of the year, and further information regarding their merits will be gladly furnished as stated above.

### Fairy Hose Nozzle.

Landers, Frary & Clark, New Britain, Conn., and 82 Chambers Street, New York, among their numerous specialties having reference to the Spring trade, and in connection with the distribution of their Lawn Sprinklers, are manufacturing



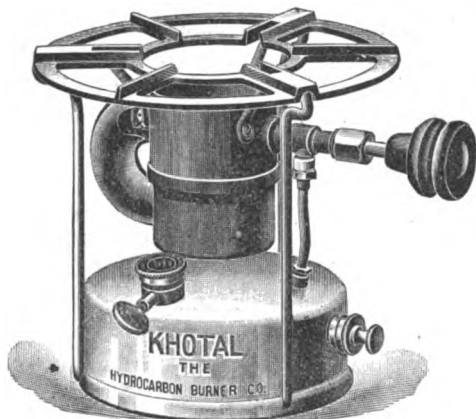
FAIRY HOSE NOZZLE.

the Fairy Hose Nozzle, of which we give an illustration herewith, the cut showing the article full size. It is made of polished brass, very handsome and attractive in appearance; is so constructed that it throws either a small stream or will furnish a wide spray. They are distributed to the trade in boxes containing a half dozen.

### Khotal Wickless Oil Stoves.

The Hydrocarbon Burner Co., 197 Fulton Street, New York, are the manufacturers of the Khotal Wickless Oil Stoves (Blue Flame), which are designed to be used when gas or oil is not available, although it is referred to by the manufacturers to be a satisfactory stove under almost any conditions. Gas being an ideal fuel on account of its heat and convenience, has always been restricted to dwellers in large cities, and even there the expense of using it has de-

tered many housekeepers from using stoves in which this is the active principle. The Khotal Royal Blue is a gas stove pure and simple as far as convenience and efficiency are concerned, but is dependent upon no supply station, since it generates from common gasoline or petroleum a gas equal in heating power to that which comes from the mains. The comparative cheapness of this style of stove makes it available for use at any point in the city or country, as both purchase price and running expense places it within the reach



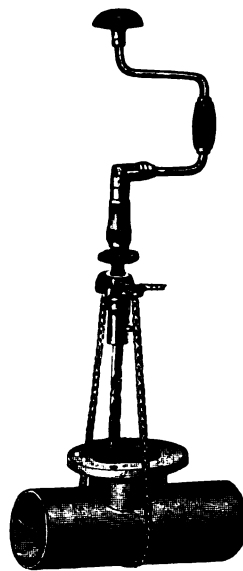
KHOTAL WICKLESS OIL STOVES.

of every family. The secret lies in the generator, which is fundamentally different from any other process of oil combustion. It has neither a wick nor an asbestos ring, which is practically a wick. It simply converts the oil as rapidly as it is used into a gas which burns with a transparent, almost invisible blue flame, but of intense and concentrated heat. The generator is extremely simple, as may be seen by comparing it with the intricate and complicated mechanism of similar appliances. It is started by the use of a little inflammable spirit, such as wood alcohol, and then continues to generate gas as long as the supply of oil holds out. It is possible to turn it up or down or out the same as you would gas by a motion of the valve, the flame being under perfect control at all times. It is claimed that the full flame has double the power of a gas range and more than double that of any other oil burner, so that for ordinary cooking a much reduced flame is quite sufficient, and yet even at full force, the consumption is calculated at but one gallon of oil for 12 to 16 hours of steady burning. The illustration given herewith is the No. 200 A, with non-detachable standard. It is also furnished in a number of other styles and sizes, full information regarding which will be furnished on application.

#### Duff Drilling Attachment.

The Duff Machine Co., Lowell, Mass., are placing upon the market through the Hardware and Machine Supply trade the Duff Drilling Attachment, which is claimed to be a great labor and time saver. We give an illustration of the article herewith, showing it in operation, and illustrating one of the popular uses to which it is applied. They are made in three styles. Style "A," which we illustrate, is fitted to take the standard half inch round shank drills. Another style "AA" is fitted to take the standard square shank bit-stock drills. Style "B" is fitted with a universal chuck, which enables it to take either round or square shank drills. They also make a socket with a square hole in the end to fit stock drills. These may be used with the "A" style. The manufacturers make a set of five bushings to fit the "A" drillers that will take the following sizes of common straight drills: 3-16,  $\frac{1}{4}$ ,  $\frac{3}{8}$  and 7-16 inch. It is one of the important features in connection with this drilling attachment that these drills can be purchased at any Hardware store for sizes less than  $\frac{1}{2}$  inch at about half the cost of the  $\frac{1}{2}$  inch shank drills. It is referred to by the manufacturers among the advantages, that by the aid of this attachment a hole may be drilled in less time than a workman requires in getting ready to use a

ratchet; and that all the friction to overcome is the work of the drill, as the friction of the driller is reduced to a minimum by ball bearings; that all danger of breaking small

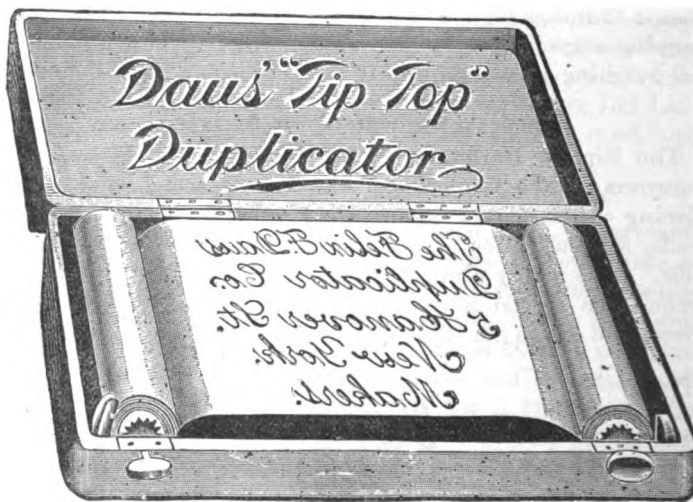


DUFF DRILLING ATTACHMENT.

drills when the point comes through the piece being drilled, is prevented by the screw feet, which is always under perfect control. A  $\frac{3}{4}$  inch hole can be drilled with the Duff Driller with less effort than a  $\frac{1}{4}$  inch hole can be drilled with a breast drill, for with a breast drill the operator has to push against the drill in order to make it cut, but with the Duff Attachment, he does the feeding with the hand screw. It is claimed to be just the tool to be operated with a flexible shaft.

#### Daus' "Tip Top" Duplicator.

Felix F. Daus Duplicator Co., 5 Hanover Street, New York, are the manufacturers of Daus' "Tip Top," which is an up-to-date duplicating apparatus intended for printing from one original 100 sharp copies from the pen, or 60 copies from a type-written original. Copies, it is claimed, duplicated with a new black ink furnished by the company, have all the appearance of an ordinary written letter. This useful article



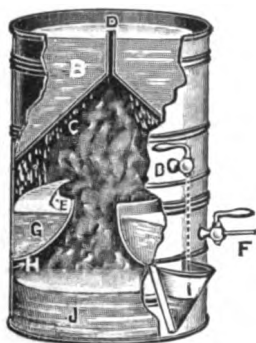
DAUS' "TIP TOP" DUPLICATOR.

has been before the public for some little time. The regular price for the apparatus complete with a roll containing five yards of printing surface Cap size, costs \$7.50. By reference to an advertisement in our columns, this issue, an offer is made to those interested that the manufacturers are willing to send a complete Duplicator subject to ten days' trial, and will allow a trade discount of 33 1-3 per cent. for prompt payment in five days after receipt of goods. This is worthy the attention of those requiring an appliance of this description for a larger distribution of printed matter than is usually obtained with equal facility.



**"Eagle" Water Still.**

Health and Comfort Supply Mfg. Co., Cincinnati, Ohio, are the manufacturers of the "Eagle" Water Still, an article designed for the self-purifying of water for sanitary purposes by a new process, and which was referred to in our columns at length in a recent issue. Attention is called to their advertisement on page 49. The manufacturers are prepared to furnish an unlimited amount of testimonials which convey complete information as to its great utility for the purpose above specified. They desire to introduce this desirable article through the Hardware trade, and would be pleased to open up correspondence having reference to establishing this connection. The "Eagle" Water Still is 9 inches in diameter and 14 inches high; is made in three parts out

**"EAGLE" WATER STILL.**

of heavy copper, and the inside is lined with pure English block tin. The illustration herewith conveys an idea of its internal construction. The object of making it in three parts is so it may be easily taken apart and cleansed. The company are the manufacturers of a number of other patented novelties for kitchen or household use that deserve the attention of our readers, information regarding which will be promptly furnished upon application.

**"Diamond" Vegetable Scoop Forks.**

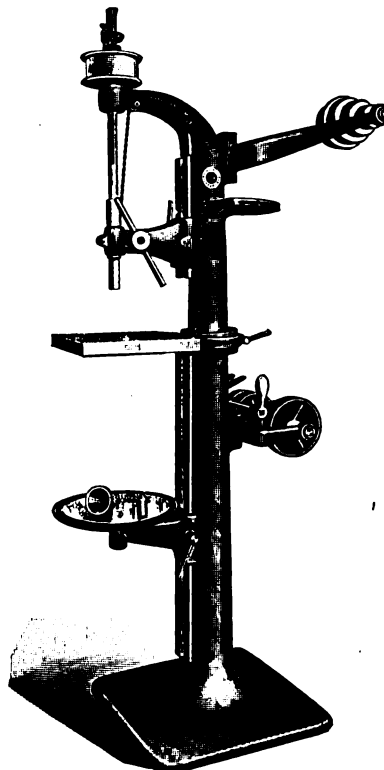
Ashtabula Tool Co., Ashtabula, O., are the manufacturers of the "Diamond" Forks, Rakes, Hoes, etc., the trade generally being well acquainted with the trade mark covering this fine line of agricultural implements, which embraces everything needed in a Hardware stock that comes under the head of Steel Goods. Among their special articles, a large trade has been established in the Vegetable Scoop Forks, of which we give an illustration herewith. This desirable article is manufactured from one solid piece of steel of the best quality; is provided with several tines having flattened points, and the scoop shape is deep enough to make the capacity of the fork large without making it an inconvenient article to use. It is provided with iron D handles and strap ferrules, as shown in the illustration. It is claimed that the

**"DIAMOND" VEGETABLE SCOOP FORKS.**

fork is set so that the "hang is just right." It is adapted for the handling of potatoes, beets, onions and other vegetables and corn on the cob. Its construction makes it screen the dirt from vegetables without bruising them, and corn may be handled without sticking into the cobs. It is claimed that even for handling fine manure it is a more advantageous tool than a shovel or an ordinary fork.

**Single Spindle Sensitive Drill.**

D'Amour & Litledale Machine Co., 19 Worth Street, New York, are the manufacturers of a 14-inch Single Spindle Sensitive Column Drill, an illustration of which we give herewith. This machine is designed for drilling  $\frac{1}{2}$  inch holes and less, and is specially adapted for the use of machinists and tool makers requiring a substantial, accurate and convenient tool. It is provided with an independent adjustment of the spindle head, and lower table, which gives it the capacity of a much larger machine. The upper table can be turned out of the way when using the lower table for

**SINGLE SPINDLE SENSITIVE DRILL.**

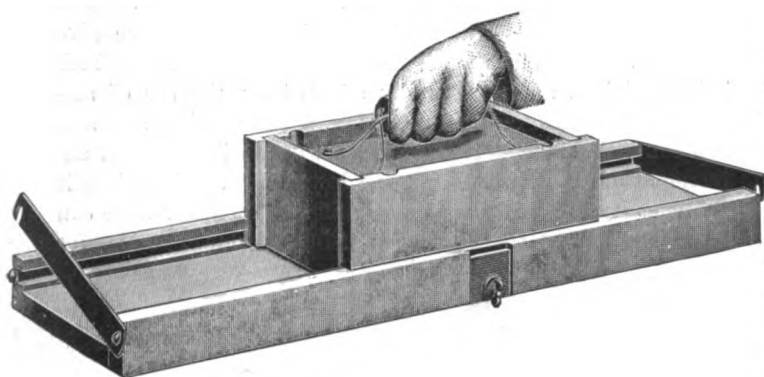
drilling or centering long work. The spindle is driven by a  $1\frac{1}{2}$  inch flat belt. It has three speeds, and a cut steel rack and pinion feed, and an adjustable stop to gauge the depth of holes. It is entirely relieved of belt strain, and is counter-balanced by a weight inside of frame, which makes it extremely sensitive and uniform to the touch. It is fitted with No. 1 Morse taper, and is also provided with means for taking up wear or lost motion. The machine has the counter-shaft attached to the column, and can be placed directly under the line shaft, thus avoiding the trouble and expense of putting up a counter-shaft. The machine is provided with bell and dead centres, which fit lower table, for centering long work.

**"Queen" Vegetable Slicer.**

E. C. Atkins & Co., Inc., Indianapolis, Ind., are the manufacturers of one of the most desirable articles in the way of a Vegetable Slicer that is at present offered to the Hardware trade. It is marketed under the name of the "Queen" Vegetable Slicer, and we give herewith an illustration showing the complete manner of its construction, and the facility with which

it may be operated. The knife is double edged, cutting both ways, and is referred to as doing better work than any three-knife slicer on the market. The knife may be removed when dull and readily sharpened, and can be adjusted with very little difficulty to cut either thick or thin slices. In its use the vegetables are all evenly sliced with none left in the box, while in the preparation of cabbage for slaw or kraut it slices it perfectly without the necessity of holding the cabbage in the hand. It is calculated to slice all solid vegetables

that may be needed in the work of the kitchen. In comparing this with the ordinary slaw and kraut cutters now on the



QUEEN VEGETABLE SLICER.

market, it should be remembered that by the aid of this machine, all kinds of vegetables are sliced.

#### Queen Washing Machine.

Buckeye Churn Co., Sidney, Ohio, are placing upon the market through the Hardware and House Furnishing goods trade the Queen Washing Machine, a fair representation of which is given in the cut herewith. This washing machine differs from many others of its kind in the construction of the working parts of the machine as well as in the general make-up, the manufacturers deeming it a point of interest to the consumer that it should be constructed from the best material possible in order to add to its lasting qualities. Poplar is used for all parts except the moulding, which is graded Norway pine. This wears smooth and makes it long lasting. The rubber slats that are noticeable in the cut herewith, placed on the semi-circular attachment, are quadrilateral in shape, with their inclines running from the extreme points of the

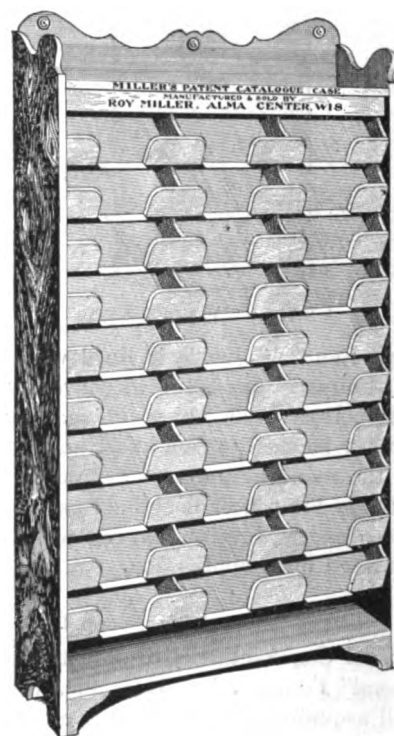


QUEEN WASHING MACHINE.

rubber circle towards the centre and with a sheet metal lining covering over half the slats. In the tub the slats are of the same shape with their inclines running from the centre of the tub below toward the top. This practical method of construction is adopted in order that when the rubber is in its place, resting on the goods, the inclines may be in opposite directions. Thus by every motion of the lever the goods are moved similarly, reversing and dipping in the manner of filling and pressing a sponge, the sheet metal lining over the rubber slats giving force to the water. It is claimed that these original peculiarities of the Queen Washing Machine have been instrumental in making it achieve its present success, the manufacturers claiming there is less friction than in many other machines of its class on account of the method of taking hold of the goods and not slipping over them. The desire of the manufacturers is to have an agent in every town, and correspondence toward this end will be gladly entertained and meet with prompt response.

#### Miller's Patent Catalogue Case.

Roy Miller, Alma Centre, Wis., is placing before the Hardware trade and other lines of business requiring an article of this description Miller's Patent Catalogue Case, an illustration of which we give herewith. There has always been a demand by the Hardware trade for some convenient receptacle for the literature inseparably connected with the Hardware business in its present advanced state of intelligence. Catalogues innumerable are distributed by the manufacturers, received by the dealers, piled up in any old way that will answer, and eventually "fired" from the want of some convenient place to put them where they may be readily reached and consulted. The article under review presents as attractive a system as one could wish within the reach of every one in the business who desires to preserve this class of literature, and a very important class it is for the successful transaction



MILLER'S PATENT CATALOGUE CASE.

of their business. It was first designed by the inventor for use in the office of the Miller Hardware and Lumber Co., of which he is a member. It is a handsomely made case, containing a number of tilted or slanting shelves provided at their front lower edges with upwardly extending flanges which enable it to retain their contents. These shelves are divided into files or compartments  $2\frac{3}{4} \times 9\frac{1}{2} \times 12$  inches, with removable labels having space  $\frac{1}{2} \times 4$  inches on which to write, stamp or print the class of goods and division of alphabet. It is intended that the catalogues should lie flat in the compartments, and it can readily be seen that whether they are long or short, large or small or otherwise proportioned the lower ends may be kept in a uniform position by the retaining flanges and are always within reach when wanted, while at the same time presenting a neat and tidy appearance. The case which we illustrate is style No. 30, and is marketed at a price of \$10, although several other styles are made having a smaller or larger number of compartments, No. 30 being the best style adapted for general use, and the one size that can always be shipped immediately upon receipt of order.

# PATENTS

Preliminary Consultation Free.

HENRY J. MILLER,

55 Equitable Building,

BOSTON.

## REVIEW OF THE MARKETS.

**Wire Nails:** The demand for Wire Nails, which has been an unusually good one throughout the season, continues unabated. Difficulty is still experienced in getting complete specifications on good orders, but the mills are undoubtedly doing their best to supply the brisk demand. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in ten days:

To jobbers in carload lots.....	\$2.30
" less than carload lots.....	2.35
To retailers in carload lots.....	2.40
" less than carload lots.....	2.50

**New York prices** experience no change, the demand continuing in the same ratio as previously noted, the condition of the trade being very satisfactory. Quotations are as follows:

To retailers, carload lots on dock.....	\$2.53
Small lots at store.....	\$2.55 to 2.60

**Cut Nails:** The existing prices were re-affirmed at the meeting of the Cut Nail Manufacturers, held April 25th, to continue during May for domestic trade. The prices for export trade, however, were advanced. Manufacturers' quotations continue as previously quoted, being f. o. b. Pittsburgh, plus the actual freight to point of destination, terms 60 days, or 2 per cent. discount for cash in ten days:

Carload lots .....	\$2.00
To jobbers in less than carload lots.....	2.05
To retailers in less than carload lots.....	2.20

**New York prices** are without change, remaining at the following quotations:

To jobbers in carload lots on dock.....	\$2.15
" less than carload lots on dock.....	2.20
To retailers in less than carload lots on dock.....	2.25
Small lots from store.....	\$2.25 to 2.30

**Barb Wire:** The phenomenal demand for Barb Wire shows but little evidence of change. Every effort is being made by the mills to fill the specifications, but shipments are somewhat delayed, much to the disadvantage of delivery to the consumer, the jobbers being unable to obtain full supplies. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. discount for cash in ten days:

To jobbers in carload lots, Painted.....	\$2.60
" Galvanized .....	2.90
" less than carload lots, Painted.....	2.65
" Galvanized .....	2.95
To retailers in carload lots, Painted.....	2.70
" Galvanized .....	3.00
" less than carload lots, Painted.....	2.85
" Galvanized .....	3.10

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** Plain Wire continues in good request with no change in quotations, which remain as previously quoted f. o. b. Pittsburgh, terms 60 days, or 2 per cent. for cash in ten days:

	Base sizes.	Plain.	Galv.
To jobbers in carload lots.....	\$2.25	\$2.25	\$2.65
" less than carload lots.....	2.30	2.30	2.70
To retailers in carload lots.....	2.35	2.35	2.75
" less than carload lots.....	2.45	2.45	2.85

The above prices are for the base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the advances indicated in the following table:

Nos.	Plain Fence Wire Advances (Catch Weights).	Galvanized.
6 to 9.....	Base.....	\$0.40 extra.
10 .....	\$0.05 advance over base.....	.40 "
11 .....	.10 " " " ".....	.40 "
12 and 12½ .....	.15 " " " ".....	.40 "
13 .....	.25 " " " ".....	.40 "
14 .....	.25 " " " ".....	.40 "
15 .....	.45 " " " ".....	.75 "
16 .....	.55 " " " ".....	.75 "
17 .....	.70 " " " ".....	1.00 "
18 .....	.85 " " " ".....	1.00 "

For even weight bundles, 50 pounds or over, 5 cents per bundle advance on above.

**Wood Screws:** Under date of May 1st, the American Screw Co. issued their circular reaffirming the discounts on Wood Screws, previously announced by them, which are as follows:

Iron Bright, Flat Head.....	90	per cent.
Iron Bright, Round and Oval Head.....	87½	"
Iron Blued, Flat Head, Add 5 per cent. to net amount of invoice.....	90	"
Iron Blued, Round Head.....	87½	"
Brass, Flat Head.....	87½	"
Brass, Round and Oval Head.....	85	"

**Rivets:** At a recent meeting of the manufacturers of Rivets, an advance in the price of Iron Rivets was agreed upon, the base discount being quoted at 70 per cent. The market may be considered an exceedingly firm one, as the demand is unusually good. The discount applies to the entire line of Iron Rivets.

	Per Cent.
In Bulk.....	70
Tinners', in Bulk or Papers.....	70
Coopers', in Bulk.....	70
Block and Carriage, in Papers of 100.....	70
Hame.....	70
Belt, with Burrs.....	70
Burrs, for Rivets.....	70

**Tire and Sleigh Shoe Bolts:** The American Screw Co., in their circular dated May 1st, quote the following discounts on these goods:

	Discount.
Tire Bolts.....	
Norway Philadelphia.....	82½
Eagle Philadelphia.....	85
Bay State, Plain.....	77½
Bay State, Fluted.....	77½
Sleigh Shoe Bolts.....	85

**Cordage:** The Cordage market remains firm at recent quotations, and the indications are that there will be little if any change in the immediate future. We quote as follows:

	Pounds.	Cents.
Manilla, 7-16 inch and larger.....	10½	
" ½ inch.....	11	
" ¼ inch and 5-16.....	11½	
Sisal, 7-16 inch and larger.....	8	
" ½ inch.....	8½	
" ¼ inch and 5-16 inch.....	9	
Lath Yarn, medium and coarse.....	7½	
Jute Rope, No. 1.....	6½	
No. 2.....	5½	

**Binder Twine:** The market on Binder Twine is without special activity, there being no excessive demand, most of the sales being in moderate quantities. The prices remain as previously quoted, which are as follows for small lots of twine, with a rebate of ¼ cent per pound for carload lots f. o. b. Eastern factory:

	Pounds.	Cents.
White Sisal, 500 feet per pound.....	8c.	
Standard, 500 feet per pound.....	8c.	
Manila, 600 feet per pound.....	9½c.	
Pure Manila, 650 feet per pound.....	10½c.	

**Linseed Oil:** The Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels.....	62 cents per gallon.
In lots of 5 barrels or more.....	61 cents per gallon.


The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.	
Calcutta Oil, 85 cents per gallon.	

### THE PHILADELPHIA TRADE.

The season is still backward, and although vegetation is forcing its way, still, the air is very cool. This, however, does not seem to have much effect upon trade, as orders are coming in in good number, and the jobbing trade of the city are busy—in some cases, keeping their packers well into the evening.





The **ARCADE** and **KEARNEY & FOOT**  
**FILE WORKS**  
 NOW OWNED AND CONTROLLED  
 BY THE  
**NICHOLSON**  
**FILE**  
**CO.**

These well-known  
 brands will continue to be  
 made at their **respective factories**

All orders  
 and correspondence  
 should be addressed to the  
**MAIN OFFICE**  
 AT  
**PROVIDENCE, R. I., U. S. A.**

There is increasing difficulty in getting goods, and some staples, like door and window screens, poultry netting, shovels, etc., are almost out of the market, while on wire cloth stocks are largely broken, if not exhausted. Factories complain it is impossible to fill orders promptly, and the largest wire interest has issued another circular letter saying they are from four to six weeks behind on their orders, and all orders must take their turn.

All indications point to a very heavy trade immediately upon the advent of warmer weather, and it is gratifying to report that collections are coming in very satisfactorily, showing an apparently prosperous condition of affairs throughout the country.

As might be expected under such conditions, prices are very firm, with talk of higher figures in many lines.

BIDDLE HARDWARE CO.

#### THE PITTSBURGH TRADE.

May opens with business in a very active condition. Manufacturers are still pushed with orders for immediate delivery, so that in some lines jobbing houses find it hard to keep up stocks. This is especially true in regard to fence wire, of which it is hard to get enough to satisfy the urgent demands of retail merchants.

An effort is being made here to start what is known as the Cupples Warehouse plan of business. Two warehouse companies have been organized in different parts of the city, to erect store buildings on railroad sidings. It is intended to offer especially good shipping facilities, also heat, light and elevator power, all to be included in the rental. For carload shipments there is no doubt of its advantage, although the locations are necessarily out of the present business centre.

The weather is fine, the late storms having passed. Belated Spring is working double time to bring vegetation forward, and the temperature is quite up to Summer heat.

LOGAN-GREGG HARDWARE CO.

#### THE CLEVELAND TRADE.

There has been an immense demand for Wire for fencing this season for the reason that farmers generally refused to buy it last year on account of the very high price; country merchants generally advising their customers not to buy it. When the price declined \$1.00 per hundred, it was too late in the season for its use. Dealers bought very light stocks this Spring and the demand has been very large. The mills have not been able to furnish it; farmers have been compelled to wait a month without getting it and now the plowing and seeding season will prevent using much more this season. The lesson that radical advances affect consumption ought to be remembered. The rush in trade will be now modified by

the farmers being busy getting in their crops, laying the foundation for their own and the world's food.

We are loaning England, Germany and Russia our surplus money and can furnish them food, steel and machinery, and shall be able to get along with or without the Islands.

Four months of unequaled prosperity is assured in 1901, and no great calamity seems possible during the balance of the year.

Prosperity has cured the fads, and killed the cranks, and given time to attend to legitimate business, and the people seem to be contented to have it so.

THE LOCKWOOD-TAYLOR HARDWARE CO.

#### THE ST. PAUL TRADE.

When we think of the cold weather which we had a short time ago, and the 90 degrees in the shade which we had on the first of May, we wonder where we will land. It jumped from Winter to Summer, and business has come to us in large amounts. In fact, we are having a great rush of orders, with new stocks going in at many places.

We are equal to all the business we are getting except on barbed wire. The great Trusts are either ignoring our orders or they desire to keep the market bare—whatever their intentions are, they certainly cause us an unusual amount of trouble because we are not kept supplied and our trade are much exercised because we cannot fill their orders. Altogether, business is very good in all lines; the trade are buying liberally.

Prices are firm with a feeling of thankfulness when certain lines are kept within reasonable prices and prompt deliveries.

C. W. HACKETT HARDWARE CO.

#### THE MINNEAPOLIS TRADE.

We are pleased to be able to report that the labor difficulties that seemed were going to give us a great deal of trouble have been adjusted and we think, on the whole, very satisfactory to all concerned. Every one is at work, and plenty of work to do. Weather is fine, exceedingly hot for this time of the year, 88 degrees to 91 degrees in the shade, seeding all completed, ground in excellent condition, and everything looking fine.

Another new Hardware store to be opened here soon; this means a new jobbing concern. One new retailer and a new Heavy Hardware and Iron establishment has been started here this year. This is in evidence of Minneapolis' growth and confidence in the future of this section. We hope there will be business enough for all. We hear of considerable price-cutting in a way, and we fear this will grow more marked when the new stores get opened up for business.

It seems too bad when prospects for business are so good as they are this year.

W. K. MORISON & Co.

### THE GRAPHITE TRADE.

It is always very interesting to read over the trade letters in *Hardware*; it certainly has been pleasant of late to read how satisfactory business seems to be throughout the United States. It is also interesting to us to note that many of the writers, if not all of them are, so to speak, members of the Dixon family, and when they speak of good business, it simply means that they are selling Dixon's products along with their other lines.

We received a letter this week from a gentleman in Connecticut, who writes as follows:

"I enclose \$1.20, for which please send me a 10-lb. pail of Dixon's Graphite Axle Grease. I used this in the western part of Minnesota for a number of years for nearly everything that needed lubricating on the large grain and stock farm I owned, to the exclusion of every other kind, except, perhaps, oil for the engine. I have never found anything to equal it. Send by express or freight, whichever is cheaper, to Winsted, Conn. I have been unable to find it there anywhere. Evidently the dealers do not know a good thing when they see it."

Now of course we sent the 10-lb. pail of Dixon's Axle Grease, but we would have liked it much better if he had bought it through the dealer at Winsted, Conn., which seems to be his trading town.

We hope the gentleman's letter and our remark will carry a moral to our friends, the dealers.

We read an article in *The Age of Steel* last week that touches a sensitive spot in our make-up. Briefly, the article is as follows:

"If you were to go to a bank to have a note of \$500, payable in four months, discounted at 6 per cent., the interest or discount of \$10 would be deducted and you would be given the balance and would not expect any different treatment; therefore, why should you treat the merchant or manufacturer any less fairly? One of the flagrant abuses in the trade today is the taking off of discounts on bills long after the time allowed for discount; the loss that this amounts to would astonish manufacturers and dealers if they were to figure it up. The manufacturer or dealer should insist, the same as the banker, that the terms of the sale should be acceded to; the customers should be shown in unmistakable terms the injury to the seller and their own loss of credit, for, beyond a doubt, their credit is injured far more than they realize by their own acts. By this action on the part of dealers and manufacturers, it is to be hoped that the abuse may be rectified. All abuses are small at first, and only become evils as they are permitted to grow. Let the manufacturers and dealers take a firm stand and the abuse will be ended."

JOSEPH DIXON CRUCIBLE CO.

### American Machinery in Great Britain.

There is hardly a workshop now of any importance in the whole of the United Kingdom which does not use American tools and labor-saving devices. Only recently I went over a large works, the proprietors of which have laid down some £20,000 worth of new machinery. Of this comparatively large amount, two-thirds is American and the balance British. Many other works that I have visited operate in more or less degree American machine tools, and yet the majority of British firms, owing to the amount of business they have on hand, are schooling their minds to the happy delusion that England is not suffering overmuch from this seriously organized and highly successful competition.—THEO. FIELDEN in *London Daily Mail*.

According to the returns for 1900, just issued, there are in France 975,878 cycles and 11,252 motorcycles. In 1899 the total was 838,856. Of the total for 1900, the Department of Seine (Paris) accounts for 212,510 cycles and 3,449 motorcycles.—*Ex.*

### Fashions in Sign-Boards.

Methods of advertising by their means vary. As in pretty nearly everything else, the ways of one generation do not suit another generation.

Rectangular sign-boards, with gilt letters and dark, smalted backgrounds, are not the kind of shop-front advertisements favored by enterprising retailers in these days, writes Charles F. Benjamin in *Printers' Ink*. The letters soon get weather-dimmed, the background rusty and the wooden fabric is likely to crack and split. Such signs do not harmonize with the architectural pretensions of the tall, decorated buildings now in fashion. Their straight lines and square angles, their flat-surfaced Roman lettering, their stereotyped forms of expression, are out of time with current ideas of how the public is to be interested in business announcements. In a strenuous age, a sign-board needs to be graphic in utterance; in an esthetic age, artistic in construction. It must speak out effectively and stand out acceptably.

The introduction of plate-glass show windows struck a hard blow at the oblong, square-cornered sign-board over the door. The big, shiny, transparent show-pane, with its picturesque backing of display goods in the window, is an ideal groundwork for a sign, which needs must differ radically in color, form and arrangement from the old-fashioned board, nailed flat against the frame or brick front of the building. Hence, the white enameled letters that are so pretty and effective, but so tantalizing by their tendency to drop off from contraction and expansion of their glassy support. To overcome this, there are various devices. One mode is to provide a rubber backing to the rim of the hollow letters, making them adhere to the glass by air suction. A surer way is to string the letters on fine, taut wires inside the pane; or, where a curved arrangement is required, to mount the letters in a light, ornamental metal frame work.

The influence of current methods in newspaper advertising is shown in the attention recently paid to what are called alterable, or changeable, signs; meaning a sign in which the letters can be removed and arranged at will, so as to vary the announcements expressed by them. In all these the backgrounds are permanent. One very recent device in this class has the background formed of a layer of cotton batting, over which is an ornamental facing of any soft material. The letters are laid and arranged into words upon this ornamental bed, and pressed and held securely in place by a sheet of glass; the whole being contained within a suitable frame. In other examples the letters are arranged into words by affixing them to a perforated backing, or to a background of wire strings or wire netting; or the letters may be slid into grooves, or between parallel moulding strips.

As a means of attracting attention to the contents of signs,

BENT WOODWORK.

STEEL ATTACHMENTS.

RIBBON STAND.

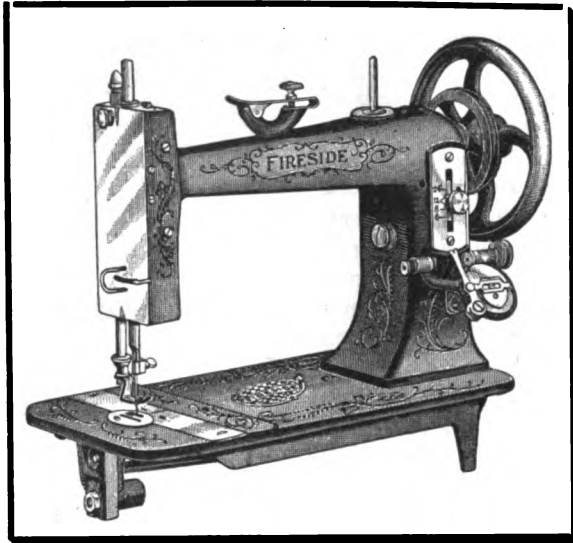
DO

you employ traveling salesmen? If you do why not add a good sewing machine to your line?



SEE

us before placing your orders for sewing machines. We can please you.



NEW  
DOMESTIC SEWING MACHINE CO.,  
16 EXCHANGE PLACE,  
NEW YORK.

YOU

can sell the FIRESIDE from the store. It is an up-to-date machine that can be sold at a medium price.



THIS

machine is adapted to family sewing, simple, easy, light running, durable and of pleasing appearance.

they are frequently made movable by a wind vane, or clockwork, or a small electric motor. In this class, the best known examples are those wherein vibrating disks of bright metal or glass are inserted in the surface of the letters forming the inscription of the sign. An improvement upon this device consists in placing the pendants behind the letters, through which orifices are cut to show the glistening movements of the pendants. A still better example is one wherein the letters are formed of perfectly transparent glass, with opaque interspaces, and behind the letters the whole background moves to and fro; its many colors producing a chameleon effect upon the sign. Less to be commended on the score of appearance is a sign in which the letters are each projected upon a thin, springy wire, causing them to vibrate from the ordinary concussions of ground or atmosphere.

Revolving signs are quite familiar, but less known is the example in that class which travels up and down its pole-

support by a spiral movement, or that other specimen in which the clock or electric motor is made to grind popular tunes out of an attached but concealed musical box. Full of suggestiveness to other lines of business is the mechanical sign wherein an automaton bestrides and operates a bicycle with ease and gracefulness. In one sign of the revolving pattern the letters themselves turn summersaults, cogs, being intermitted on the driving wheel in order to bring all the letters simultaneously to an upright position, at intervals, to enable the inscription to be read.

Transparent or luminous signs have come into extensive use within the past fifteen years. In some, the transparency or luminosity is in the letters; in others, in the background, and in others still, both letters and background are luminous. Of the first named class, one example has letters of transparent glass, each letter backed with luminous paint, and the whole inscription tightly cemented to an appropriate back-

### Benefits Greater Than Ever Before.

Nicholson File Co., Providence, R. I., [Files]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are greater than ever before.



### MR. HARDWARE SALESMAN:

We want your name. We want to interest you in handling this RAPID AIR RIFLE. We want you to carry it in stock, as a side line, or any other old way that will sell a million or two for us. If you know how to sell specialties, **YOU'RE THE FELLOW WE'RE AFTER.** We've got some vest pocket Side Lines **that sell.**

Yours truly,

**RAPID RIFLE COMPANY, L'td,**

In the old Clipper Plant.

**GRAND RAPIDS, MICH.**





## THREE-BAR LEATHER shoe-soles and top-lifts (for heels) are the best.

Write us; we'll give you points.

Baxter Schenkelberger & Co,

350 Congress street, Boston.

board. Another has opaque letters faced with small crystals of colored glass. In another the bodies of the letters are opaque, but have cut-out portions filled with colored or figured glass. Still another has the letters of transparent glass, the surface of which is prismatic, vastly increasing its reflecting power. The latest example of all has the letters formed of transparent hollow glass, through which a current of colored non-freezing liquid continually circulates, interspersed with frequent air bubbles to heighten the effect.

For luminous backgrounds to opaque letterings, prisms or crystals of glass are generally used, though luminous paint will answer if the sign is framed under glass. A very showy sign is one with transparent letters on a kaleidoscopic backing of broken colored glass arranged in panels.

The early closing movement has not affected the popularity of illuminated signs, since promenaders are attracted to well-dressed, unshuttered windows made bright by electric lights. An effective form of illuminated sign is that in which an electric arc light is made to throw a large colored reflection on the sidewalk or carriage way. In another example, a luminous electric current is maintained within hollow glass letters. A somewhat similar arrangement is one wherein gas jets shine through crystal facings to the letters. Another example has a flash light thrown at regular intervals upon a sign by clockwork mechanism. Mention must not be omitted of perforated letters, showing a sparkling background, lit by a powerful lamp.

Symbolic signs are popular in the illuminated class, as in a pestle and mortar for a pharmacy. By forming the glass in bull's-eyes or prisms, the illuminating power is greatly increased.

Space suffices not to say much of the miscellaneous class of present-day signs. Sheet brass, with etched lettering, is in high favor as a sign-board material just now, and so is a roughened, gilt wood surface, with gilded letters in high relief. For prevailing styles of architecture, there has been devised a light but strong framework of gas-pipe, supporting large gilt or enameled letters, which could not be closely applied to the front of the building. Analogous to this, is an ornamental projecting cornice or moulding from which the

letters are hung. A conception of unusual originality and boldness is the use of strips of ordinary but high-grade silk ribbon, in harmonized or blended colors, to form the letters of a sign, which is framed under glass and carefully cemented to exclude dust, moisture and air. This method, properly worked out, is probably the highest point, in richness of effect, to which the art of sign making has yet been carried. Somewhat akin to it is the exposed florist's sign, in which the letters are perforated to receive a daily setting of dainty flowers or evergreens.

In many cities it is no longer lawful to extend sign-boards across the sidewalk. To meet this difficulty, the ordinarily flat surface of a sign-board has been projected into acute angles, the two faces of each angle being inscribed with the same letter, thus enabling the sign to be seen and read before the store is reached from either direction. This suggests the older device, of projecting slats, bearing inscriptions differing from each other, and from the surface inscription of the sign.

The increased costliness of store signs demands increased protection against injury from the weather. This is largely effected by framing the sign under glass and cementing all the parts whereat air or dampness might otherwise enter. Naturally, with such an expensive frame goes the desire that the contents should be worthy of their cost and surroundings; hence a reaction of one upon the other, leading to a ceaseless advance in the sign-maker's art. Well might the composer of newspaper advertisements, with his restriction to types, electros and black and white illustrations, envy the abundant materials at the command of the fabricator of shop signs, but he may console himself with the reflection that if his field is less varied, it is of infinitely greater extent; for so Nature preserves the balance throughout her innumerable operations and relations.

Employer—What's the matter with you?

Muddled Clerk—Tired, tha'sh all.

Employer—Tired, eh?

"Yesh. I been workin' like a horse."

"Ah! I see. Carryin' a load, eh?"—*Ex.*

If you're Looking for First Class

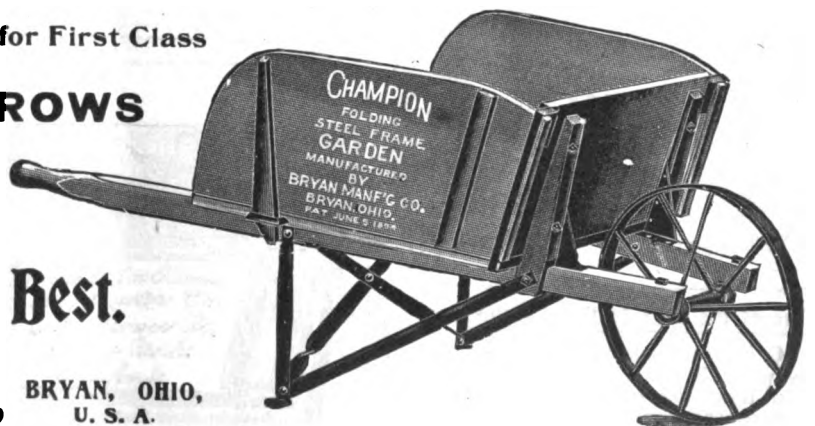
UP-TO-DATE BARROWS

ORDER THE . . .

Champions, the  
World's Best.

All Kinds of Wood and  
Steel Barrows.

THE BRYAN MFG. CO., BRYAN, OHIO,  
U. S. A.



# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

### Crucibles in Prehistoric Times.

Zimbabwe in Mashonaland, which is in Central South Africa, has ruins which show an almost modern acquaintance with the arts. Hinting at even prehistoric times evidence of abundant supplies of gold are reported—and later abundant gold in Arabia and gold in Phoenecia and Tyre was well known. Recent discoveries point to Zimbabwe, South Africa, as the place of its origin.

Iron smelting furnaces are unearthed, a crude blow pipe was found and also the remains of a bellows; and discovered among other relics was unearthed an ingot mold with patterns of Phoenecian fancy gold ornaments, showing they worked for the Phoenecian market, and what most interests *Graphite* is that crucibles were found there and specimens brought away. The excavators found that the gold was crushed and separated by a water process, then put in clay crucibles well closed up and left for a long time in the furnace. Thus we find a connection between Dixon business and the most ancient times—Bible days—when Tyre was in its wealth and glory, and even back of that, in prehistoric times. Thus a crucible was ever connected with the advance of civilization, and never more so than in the twentieth century, six or eight thousand years after the early prehistoric

workers originated them. To-day the Dixon Crucible is the chosen vessel in which is melted the brass, copper, bronze, aluminum, steel and the precious metals, all of which make modern civilization possible.—J. A. W., in *Graphite*.

### Easy to Adjust.

"Mr. Scrooge," said the bookkeeper, "this past week I did the junior clerk's work as well as my own. This being pay-day, I thought it only right to remind you."

"Very good," said old Scrooge. "Let me see, your salary is \$12 and the clerk's \$6."

"Yes, sir," replied the bookkeeper, beaming expectantly.

"Then, working half the week for yourself is \$6, and the other half for the clerk is \$3. Your salary this week will be \$9."—*Philadelphia Press*.

"Lady," said the beggar, "won't yer gimme a nickel to git some coffee?"

The woman did so, and he started into the neighboring saloon.

"Here!" she cried; "you don't get coffee in there."

"Lady," he replied, "dat's where yer 'way off." Dey keeps it on de bar wid de cloves an' orange peel."—*Philadelphia Record*.

QUALITY IN EVERY WAY THE BEST

DEWITT  
SOLVAY  
LA FRANCE ROSE

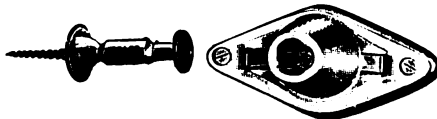
**M.S. BENEDICT MFG CO.**  
FACTORY EAST SYRACUSE, N.Y.  
109 WABASH AVE. CHICAGO ILL. 409 BROADWAY N.Y.  
**SILVER PLATED WARE.**

### One of the Best Mediums Known.

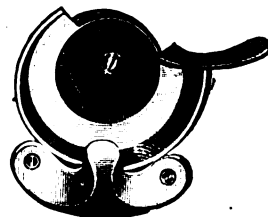
C. T. Williamson Wire Novelty Co., Newark, N. J. [Corkscrews]: To present new goods to the trade we consider **HARDWARE** one of the best mediums known.

## ACME BASEMENT WINDOW HARDWARE,

In Sets Complete, with Butts and Screws.  
SAVE TIME.



AN AUTOMATIC CATCH  
To hold sash open. Much easier than Hook and Eye.

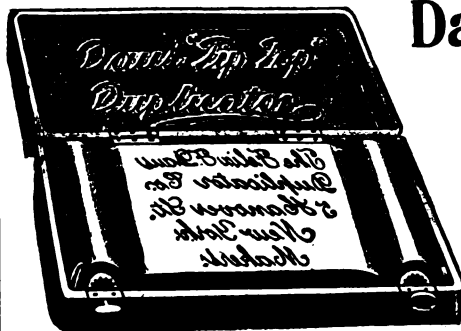


PAT. APPLIED FOR.

A Fastener which binds sash tightly into frame, excludes cold air and prevents rattling.

Write for Circular.

**Caldwell Mfg. Co.,**  
4 JONES ST., ROCHESTER, N.Y.



## Daus' "Tip Top" Duplicator

100 copies duplicated in black ink from pen.  
50 copies from Typewriter.  
PRICE COMPLETE \$7.50

To introduce we will allow our discount to the trade 33 1/3 per cent. for payment within five days after receipt of goods.

**SENT SUBJECT TO  
TEN DAYS TRIAL.**

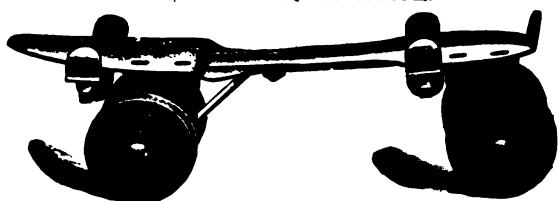
SOLE MANUFACTURERS,  
**THE FELIX F. DAUS DUPLICATOR CO.,**  
8 Hanover St., NEW YORK.

# UNION HARDWARE CO.

TORRINGTON, CONN., U.S.A.

New York Office, 95 Chambers Street, in charge of TOWER & LYON.

ALL CLAMP RINK SKATE.



No. 9.

EXTENSION—"ONE SKATE FOR ALL SIZES."

Pat. April 11, 1899.

## Roller Skates.

MOST COMPLETE LINE.

FINEST FINISH.

BEST QUALITY.

STRONGEST.

GENUINE HEMACITE ROLLS.

## OUR RINK EXTENSION SKATES

Are New and Up-to-Date, and combine all the latest improvements in materials, designs and ideas and are in advance of any other skate on the market. The tops, trucks, clamps and stampings being made of the best cold rolled Swedish steel, insures fine appearance and strength. Trucks are oscillating, with best rubber cushions, and turn in three-foot circle. Clamps are made under patent of April 11, 1899, are neat, easily removed for repairs, cleaning or side adjustment, and will hold to shoe like a vise.

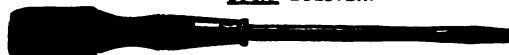
We Manufacture a COMPLETE Line, both for Sidewalk and Rink. Plain and Ball Bearings.  
Send for Catalogue.

**TOWER & LYON,** 95 CHAMBERS ST.,  
NEW YORK.

MANUFACTURERS OF

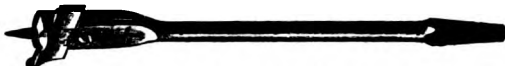
**Fine Tools and Hardware Specialties.**

SOLID BOLSTER.

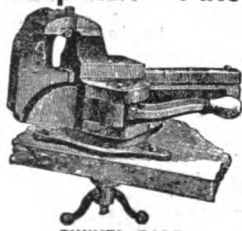


CAUTION.—See that the word  
"CHAMPION"  
is on each Screwdriver.

IMPROVED CLARK'S PATTERN  
EXPANSIVE BIT.



## Stephens' Patent Vises.



SWIVEL BASE.

Quick Adjustment.  
Cam and Toggle Joint.  
Stationary or Swivel  
Base.

This Vise, well  
known as the "Old  
Reliable," is to-day  
the Best Quick Act-  
ing Vise made. All  
sizes, Large and  
small.



## THE CYCLOPS NAIL PULLER.

THE HANDLE

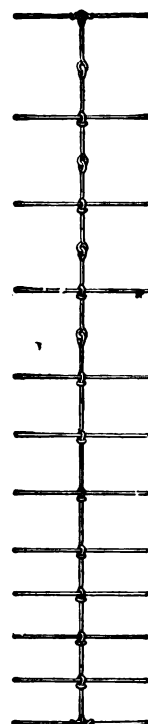
Saves Time in Operation,  
Saves the HANDS from Injury,  
GIVES Control of BOTH JAWS.

THE BEST. THE SIMPLEST.  
THE QUICKEST IN ACTION.

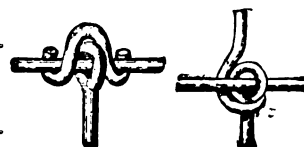
No other Nail Puller combines these  
points of superiority:

- 1st.—Absolute Simplicity.
- 2d.—Absolute Control of Both Jaws instead of One.
- 3d.—Absolutely No Chance to Hurt the Hands.

## The Chain Stay Fence



THE ONLY WIRE FENCE  
MADE WHICH WILL NOT  
SAG OR WARP OUT OF  
SHAPE.  
EACH WIRE CAN BE  
TIGHTENED SEPARATELY



The jointed stays hold the  
wires always in the same  
position.

This fence is easily put up—  
we give complete directions.

Ask for Catalogue of  
Field and Lawn Fence, Wire  
and Specialties.

**CHAIN STAY FENCE CO.,**  
**TOLEDO, O.**

## BENCH DRILL



It will drill a 1/2-inch  
hole easy.

HAND DRILLS.  
CLAMP DRILLS.  
PLANNER CHUCKS.

The Geo. Burnham Co.,  
211 Hermon St.,  
Worcester, Mass.

Foreign Agents:

C. W. Burton Griffith  
& Co., London; Josef  
Schvartz & Co., Buda-  
pest; V. Lowener, Co-  
penhagen.



## WE ARE THE INVENTORS OF THE CAULKING MALLET

NOW USED IN ALL THE SHIP YARDS  
OF THE WORLD.

We make Mallets and Handles of all  
descriptions. This is our specialty. Illus-  
trated Price List and Catalogue mailed  
upon application.

N. Y. MALLET & HANDLE WORKS,  
Established 1845

454 E. HOUSTON ST., NEW YORK, U. S. A.

## "GIVE YOU YOUR MONEY'S WORTH."

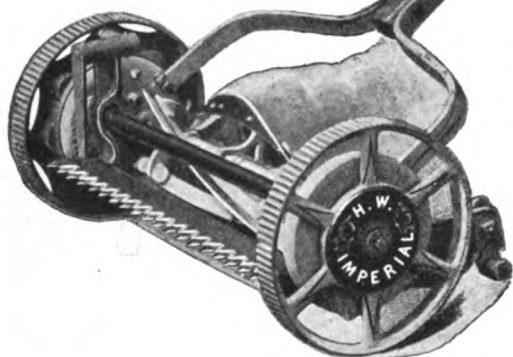
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HORSE & HAND POWER

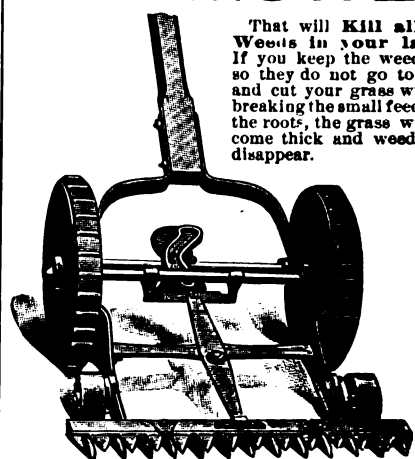


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That will Kill all the  
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If you keep the weeds cut  
so they do not go to seed,  
and cut your grass without  
breaking the small feeders of  
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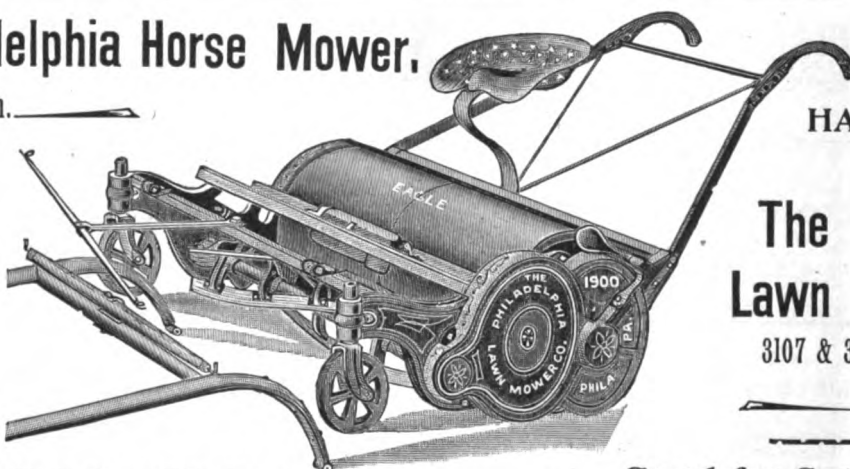
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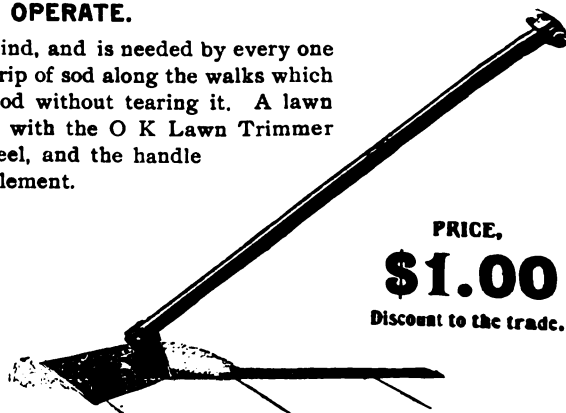
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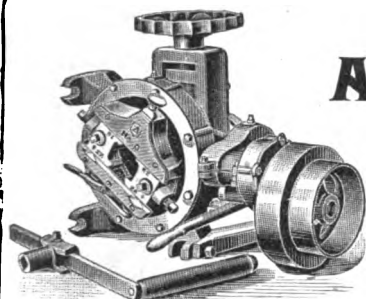


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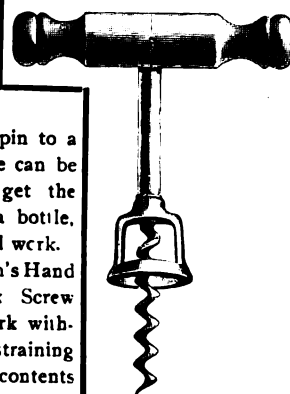
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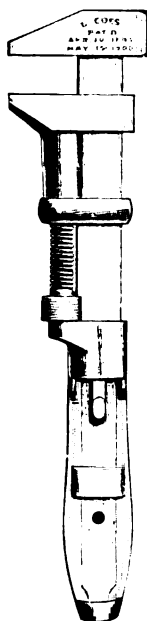
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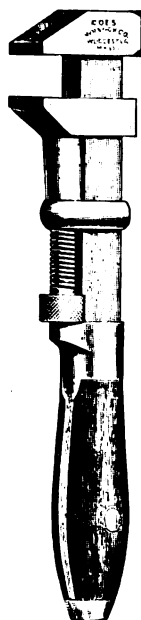
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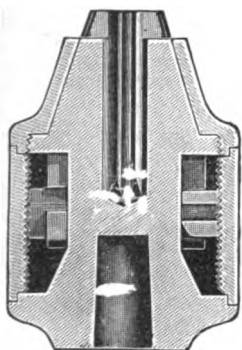
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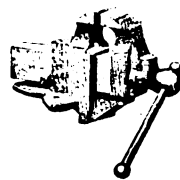
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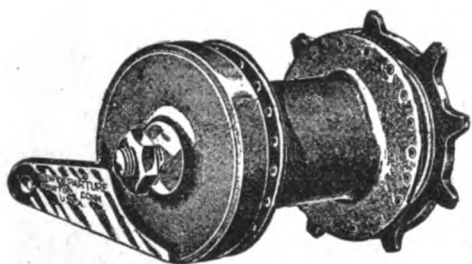
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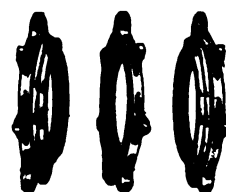
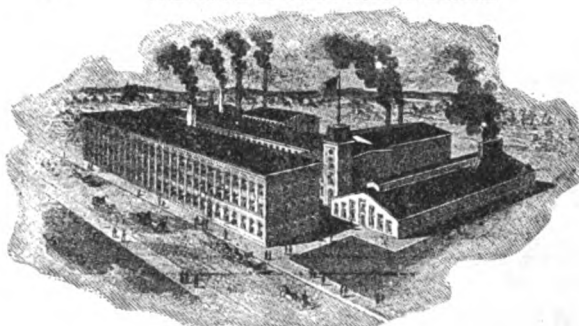


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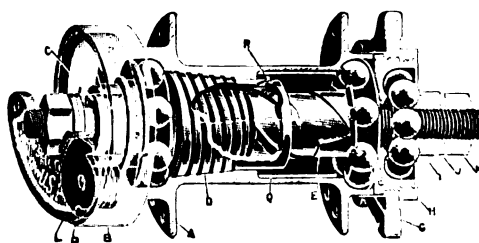
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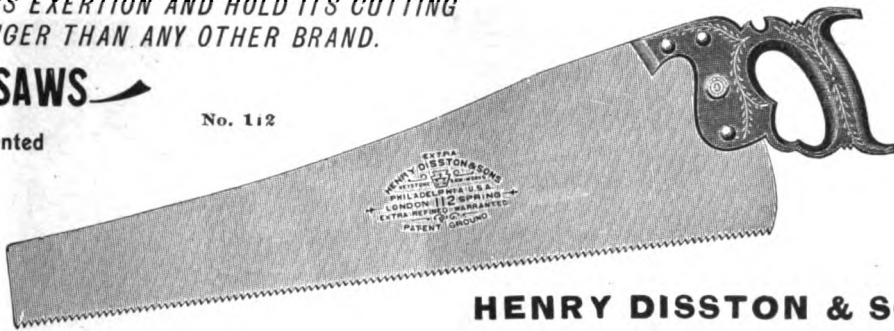
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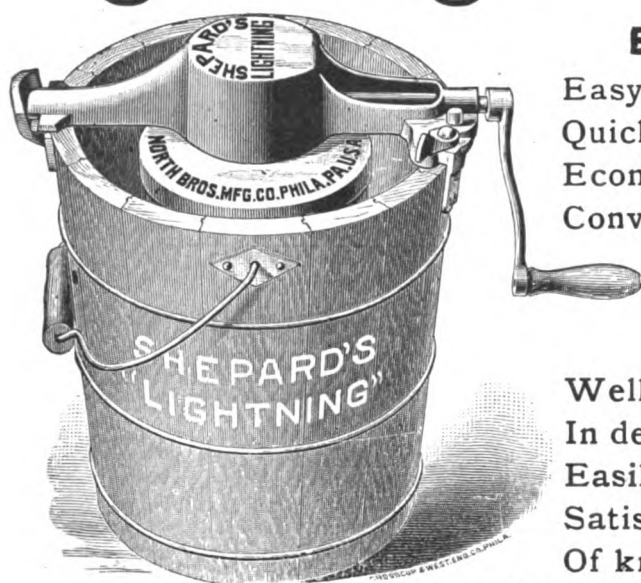
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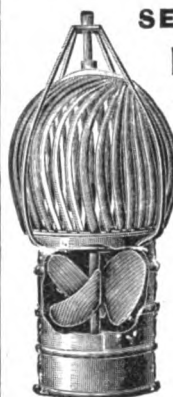
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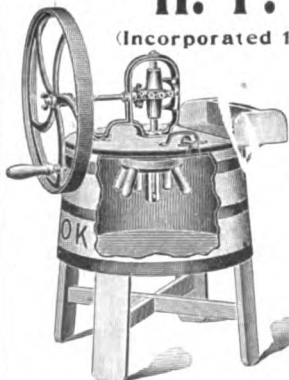
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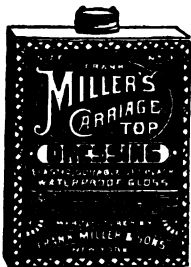


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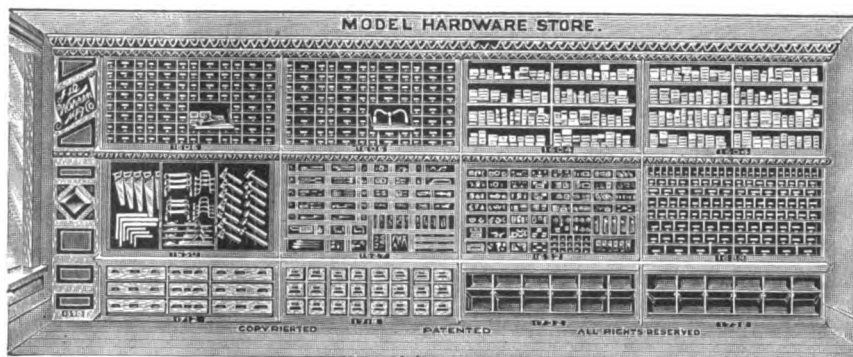
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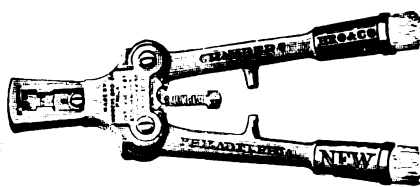


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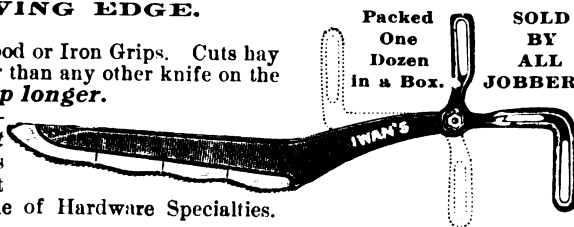
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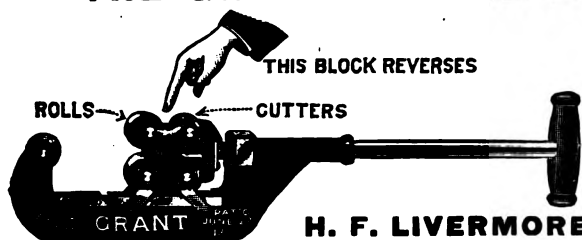
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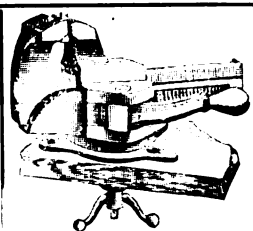


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THIS VISE, WELL KNOWN  
AS THE

**"OLD RELIABLE"**

IS THE BEST QUICK-ACTING VISE MADE  
Send for Catalogue

**TOWER & LYON, 95 Chambers St., New York**

THE SCHWEDTLE STAMP CO.,  
Stencils, Burning Brands, Steel Stamps and  
Dies, Seals, Machinery Plates, Checks.  
BRIDGEPORT, CONN.

**F.B. A NAIL FILE**  
No. 11 that does the work

# ALASKA

## Stove Hardware.

SEND FOR CATALOG.



Made only by **TROY NICKEL WORKS, Albany, N. Y.**

All our line is marked **ALASKA**. None other Genuine.

These handles are always cold fine in finish, material of the best; they require no apology on the part of yourself or clerk to sell them. Sold by all first-class Jobbers in Hardware.

### A PROFITABLE MEDIUM TO ADVERTISERS.

Gilbert & Bennett Mfg. Co., Chicago and New York. [Wire Goods]: You have reason to be proud of HARDWARE'S success both as a journal of interest, and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

Established  
1836.

### ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

### HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

JOSEPH RODGERS & SONS, LIMITED,  
PEUGEOT FRERES,  
COATES CLIPPER MFG. CO.  
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ISAAC GREAVES,  
W. K. & C. PEACE,  
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BEST CUTLERY IN THE WORLD.

HORSE AND TOILET CLIPPERS.

CAPS, WADS, CARTRIDGE CASES, ETC.

FINE FRENCH PLYERS AND OTHER SMALL TOOLS.

SHEEP AND GARDEN SHEARS.

GRASS HOOKS, SCYTHES AND STRAW KNIVES.

GRASS HOOKS, SICKLES, ETC.

PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.

Proprietors of the following brands of Cutlery.

ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO., WALTHAM CUTLERY CO., ALEXANDER FRAZER & CO., JONES & CO.

### STANDING SEAM SNOW SHOE IRONS

PATENTED

These irons are for standing seam metal roofs, the lugs shown clinching through the seam. No rails are needed if they are spaced properly, but the rail can be added if desired. We also make one for slate roofs, and besides acting as a snow breaker these irons improve the appearance of a building.

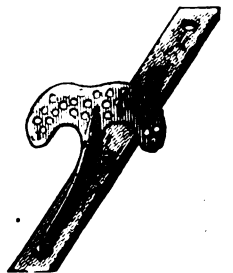


For Standing Seam.

### BERGER BROS. CO.

231 and 237 Arch St., Philadelphia.

Factory at Germantown Junction.



For Slate Roofs.

### "THE WOODS" No. 100 CAN OPENER

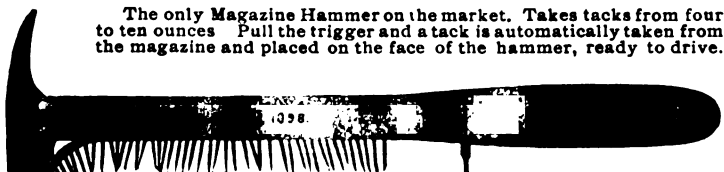


Two Can Openers in One.

The Best not the Cheapest!

The Cutters are made from CUTLERY STEEL, finely tempered. The Shank is Drop Forged Cold Rolled Steel, Handsomely Nickel Plated. Hot-Water-Proof Enamelled Handles. Samples 25c. postpaid. Write for Prices to **FRANK WHITE, (Manufacturer)** or **THE WOODS, BACON CO.,** 76 Park Place, New York, U. S. A. 127 Duane St., New York, U. S. A.

### The Automatic Tack Hammer.



The only Magazine Hammer on the market. Takes tacks from four to ten ounces. Pull the trigger and a tack is automatically taken from the magazine and placed on the face of the hammer, ready to drive.

It is operated entirely with one hand, leaving the other hand free for other purposes. Could anything be simpler? We should be pleased to quote prices on receipt of a postal from you.

**MAGAZINE HAMMER CO.,** Cor. Broad and Hubbell Sts., UTICA, N. Y. U. S. A.



### Scythe & Stones.

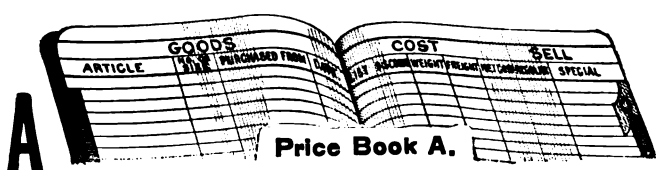
LARGEST ASSORTMENT.  
ALL GRADES OF GRIT.  
NEAT APPEARANCE.  
FINE GOODS.  
QUICK SELLERS.

**The Cleveland Stone Co.,**  
Hickox Bldg., Cleveland, Ohio.

# HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

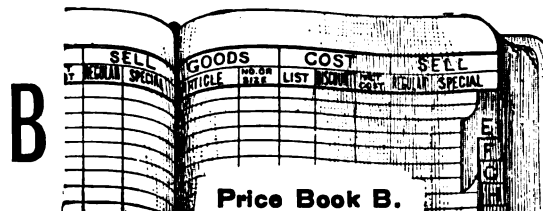


Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. *Size of page, 4 x 7 inches.*

FOUR EDITIONS:

A, 200 pages, - - \$1.00    A 2, 400 pages, - - \$1.50  
A F, 200 pages with flap, 1.25    A F 2, 400 pages with flap, 1.75

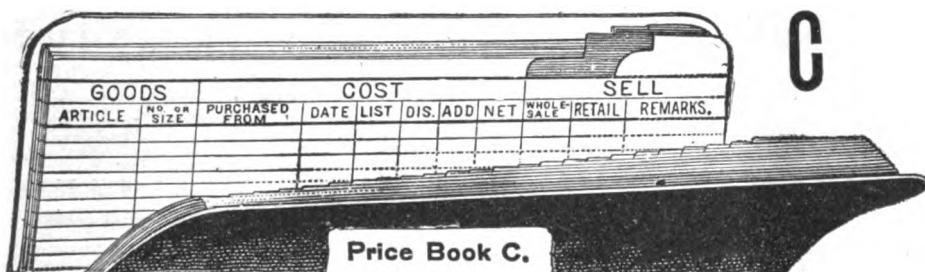


Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. *Page, 4 x 7 inches.*

FOUR EDITIONS:

B, 200 pages, - - \$1.00    B 2, 400 pages, - - \$1.50  
B F, 200 pages with flap, 1.25    B F 2, 400 pages with flap, 1.75



Price Book C.

The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. *Page, 4 1/2 x 8 inches.*

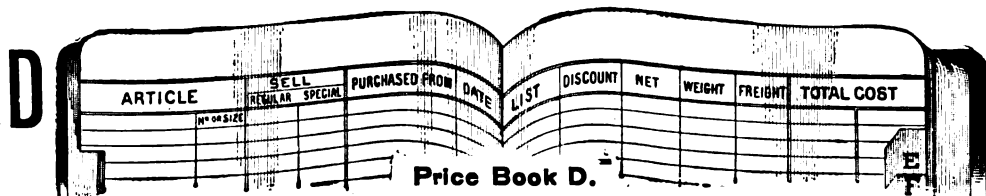
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C, 200 pages, - - \$1.00  
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C 2, 400 pages, - - 1.50  
C F 2, 400 pages with flap, - 1.75

Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. *Page, 5 x 8 inches.*

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## MULTIPLE INDEX PRICE BOOKS.

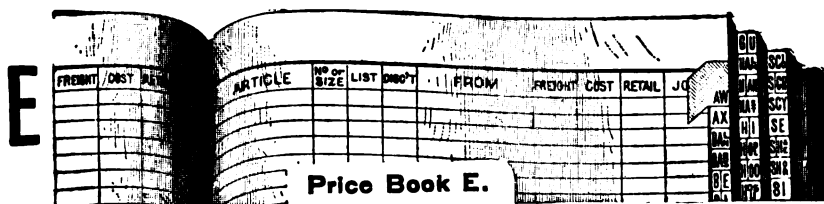
A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers, turn to AU  
" Parers, Apple " PA

For Chisels, turn to CH  
" Cutlery, " CUT

For Iron, turn to IRO  
" Irons, " IR'S

Both E and F are made of Heavy Ledger Paper and strongly bound in grain seal leather.



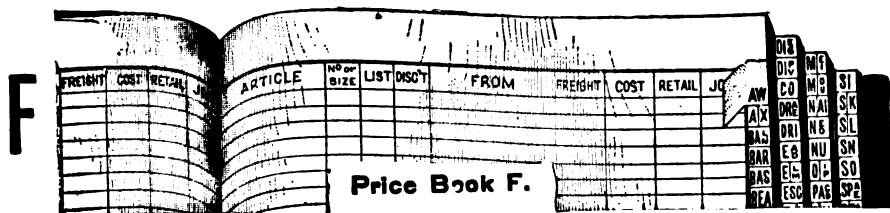
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A N H A SCR  
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A W H A S E  
A X H I S H

Fac Simile of Indexing.

Note.—In Price Books E and F there is an Index Character to EVERY PAGE.



Price Book F.

A D D I M F S I  
A N D I M O S K  
A U D O N A I S L  
A W D R A N E S N  
A X D R I N U S O

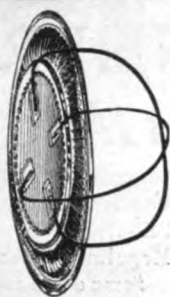
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556 pages, 8 1/2 x 11 inches, black leather tab indexing with gilt lettering. Price, \$7.50.

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HARDWARE PUBLISHING CO., 275 Broadway New York City.





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that securely stops the flue-hole, and is absolutely dust and soot proof.

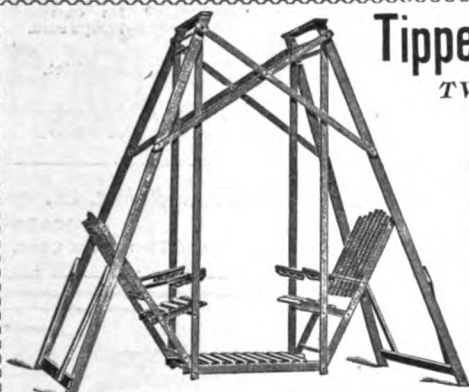
### Clark's Gem Flue Stops

are the acme of SIMPLICITY and can never be blown or jarred out of place—because they have four points of contact. Our new circular—"SOME MODERN IDEAS ABOUT FLUE STOPS"—with prices, sent upon request.

**J. L. CLARK HARDWARE CO.,**

427 STAY STREET,

ROCKFORD, ILLS.



## Tippecanoe Lawn Swing,

TWO and FOUR PASSENGER.

Neat, Attractive, Durable,  
Noiseless and Easily Operated.

The Lawn Swing is beyond doubt one of the most popular articles ever placed on the market. It is found everywhere. The children find it a source of never failing amusement, while the grown people find actual comfort and complete rest in its use.

Made of Selected Hardwood, Finished in Red. The best in the market for the money.

Send for Circular and Prices.

MANUFACTURED BY

**The Tipp Bldg. & Mfrg. Co.,**  
TIPPECANOE CITY, O.



## AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

### Patent Perfection Padlocks.

All sizes, 1/2 in. to 2 1/2 ins. Send for Catalogue.



## THE BURR PATENT STEEL SAFETY LIFT BLOCK.

A Perfect Self-Locking Rope  
Tackle Block.

Runs as freely as an ordinary rope tackle block.

Holds more securely than a chain block.

Locks instantly and does not cut the rope.

Allows the load to be lowered safely and slowly, the operator using only one hand.

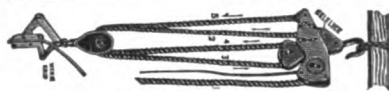
Cannot stick nor jam when the load is to be lowered.

Adopted by the Penna. R.R. Co., Western Union Tel. Co., and many others

Liberal Discounts to Hardware Dealers.

Send for circulars and prices.

.. THE ..  
**BURR MANUFACTURING CO.,**  
823 Society for Savings Bldg.,  
Cleveland, Ohio, U. S. A.



USED AS A WIRE STRETCHER.



THE OLD WAY—The fly is crushed and the wall soiled. THE NEW WAY—It kills, but does not crush the fly.

MANUFACTURED BY

**J. F. BIGELOW, WORCESTER, MASS.**



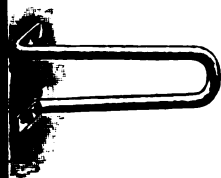
ESTABLISHED 1872.

**The R. Woodman  
Mfg. & Supply Co.**

Manufacturers  
And Dealers in  
Railway and Mill  
Supplies.

Send for Catalog.

33 Oliver St., Boston, Mass., U. S. A.



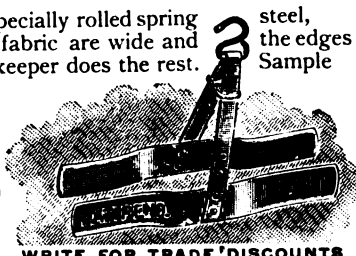
**G**ENTLEMEN:—The GOODFORM Trousers Hanger is made of fine, specially rolled spring heavily nickel-plated on copper. The parts in contact with the fabric are wide and rounded. It operates automatically. "You press the button," and the keeper does the rest. by mail, 35c.; 3 for \$1.00; 6 and a closet loop, \$2.00. All express prepaid.

This is what you want if you want the best.

Sold by Hardware and Furnishing stores, or prepaid for the price Remit to the maker.

**CHICAGO FORM CO. Dept. 52, 124 La Salle Street, CHICAGO**

The above is an advertisement running in the various Weeklies, Saturday Evening Post, Harper's Weekly, Collier's Weekly, and others.



WRITE FOR TRADE DISCOUNTS

# "NONE BETTER" STEEL DOOR HANGERS.

Track & Stay Rollers.

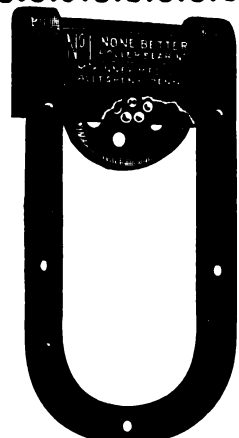
... Hinges & Butts.

Our Goods are all right.

Our Prices are all right.

**McKINNEY MFG. CO.,**

**Allegheny, Pa.**

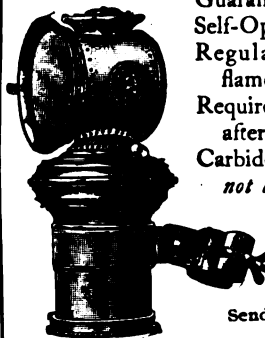


CATALOGUE FREE

GET OUR  
REDUCED PRICES
**F. E. MYERS & BRO.**  
 ASHLAND, OHIO.

**WELL  
TANK &  
SPRAY  
PUMPS**
HAY CARRIERS.  
FORKS, PULLEYS & C.

## BANNER GAS LAMP



Guaranteed.  
Self-Operating.  
Regulates its own  
flame on all roads.  
Requires no attention  
after lighting.  
Carbide chamber can-  
not be overloaded.

We make a  
generator  
for carriage  
lamps also.

Send for booklet.

When not kept by dealers, will  
send, charges paid, on receipt of **\$2.50**

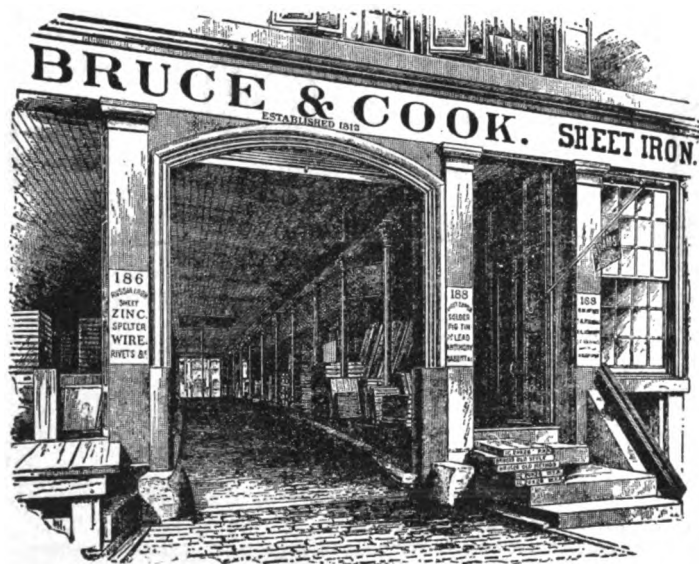
The Plume & Atwood Mfg. Co.  
NEW YORK CHICAGO  
Factories, Waterbury and Thomaston, Conn.

## BRUCE & COOK, TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,  
248 and 250 PEARL STREET, . . .

NEW YORK.

We give below a list of goods which we have in stock. You will find our prices  
as low as any in the trade, quality considered. It will give us pleasure to receive  
your orders, which shall have our very best attention and prompt shipment. . .



Antimony.  
Babbit Metal.  
Boiler Rods.  
Burritt's D'ble Seamer.  
Copper Bottoms.  
Copper Circles.  
Copper Ingot.  
Copper Sheets.  
Copper Wire.  
Corrugated Leader.  
Cor. Elbows and Saeos.  
Dampers.  
Have Trough Lead.  
Have Trough Galvan'd.  
Have Trough Mitres.  
Have Trough Irons.  
Elbows--Stove Pipe.  
Elbows--Adjustable.  
Fire Pots.

Gem Gasoline Furnaces  
Gutter, Wide Roof.  
Gutter Strainers.  
Hard Metal.  
Kettle Hars.  
Lead--Bar and Pig.  
Leader Hooks.  
Malleable Hars.  
Mallets.  
Metal Lath.  
Metallic Paint.  
Nails--Roofing Tinned.  
Nails--Wire Roofing.  
Nails--Wire R'g Tinned.  
Pail Woods.  
Perforated Tin.  
Ribbed Leader.  
Rivets.  
Roofing Tin Plates.

Roofing Seamers.  
Rosin.  
Sheathing Paper.  
Sheet Iron--Char. Cl'd.  
Sheet Iron--Cold Rol'd.  
Sheet Iron--Com. Cl'd.  
Sheet Iron--Corrugated.  
Sheet Iron--Galvanized.  
Sheet Iron--Planished.  
Sheet Iron--Russia.  
Solder.  
Soldering Coppers.  
Spelter.  
Spelter Solder.  
Squaring Shears.  
Stove Boards.  
Stove Pipe.  
Stove Pipe Collars.  
Strainer Wire Cloth.

Taggers Iron.  
Taggers Tin.  
Terne Plates.  
Tin--Bar and Pig.  
Tin Plates.  
Tin Shingles.  
Tinners' Machines.  
Tinners' Tools.  
Ventilators--Globe.  
Wall Hooks.  
Water Cut-offs.  
Wire--Annealed.  
Wire--Bright.  
Wire--Coppered.  
Wire--Galvanized.  
Wire Tinned.  
Zinc for Etching.  
Zinc Sheets.

**Eyelet Tool Co.**

Manufacturers of

Eyelet Sets and Leather Punches,  
Drive or Belt Punches,  
Burr and Rivet Sets, etc.

SETS AND PUNCH TUBES  
of all kinds made to order.

Send for Catalogue.

42 Lincoln St. BOSTON.



## BENCH DRILL



It will drill a 1/2-inch  
hole easy.

HAND DRILLS.  
CLAMP DRILLS.  
PLANER CHUCKS.

The Geo. Burnham Co.,

211 Hoxton St.,  
Worcester, Mass.

Foreign Agents:

C. W. Burton Griffith  
& Co., London; Josef  
Schvartz & Co., Buda-  
pest; V. Lowener, Co-  
penhagen.



The GREEN BOOK of Hardware Specialties will SHARPEN your wits and help you CLIMB to any height.

**THOMSON BROS & CO.,**  
SMITH & HEMENWAY CO.,  
UTICA DROP FORGE & TOOL CO.,  
296 Broadway, New York.

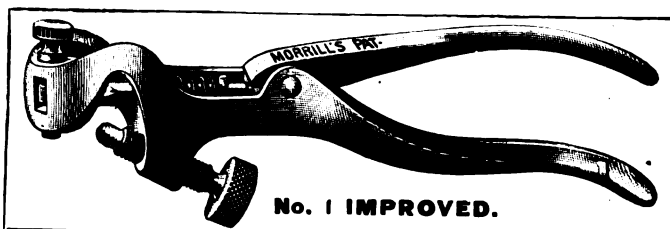
## MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue. **CHAS. MORRILL,** Broadway Chambers, Broadway and Chambers St., N. Y.

### HORSESHOE-H-CALKS. (Neuss' Patent.)



Always Sharp! No Slipping of the Horse!  
No Injuries as caused by other Calks.  
Great Saving of Horses and Horseshoes!

Price List, with Testimonials, Post Free.  
Patentees and Sole Manufacturers,

**LEONHARDT & CO.,**  
BERLIN-SCHOENEBERG, GERMANY

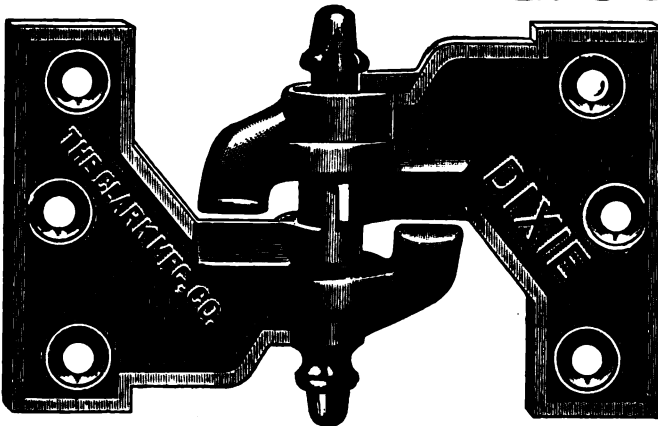
### Miller's Patent Catalogue Case

Is adapted to the needs of Retail and Wholesale Dealers, Jobbers and Manufacturers.

Send for Descriptive Circular.

**Roy Miller, Box 60, Alma Center, Wis.**

### THE CLARK MFG. CO., Buffalo, N. Y.



Manufacturers of  
**Lull & Porter, O. S.**

**"DIXIE"**

—AND—

**"BUFFALO REVERSIBLE"  
SHUTTER HINGES.**

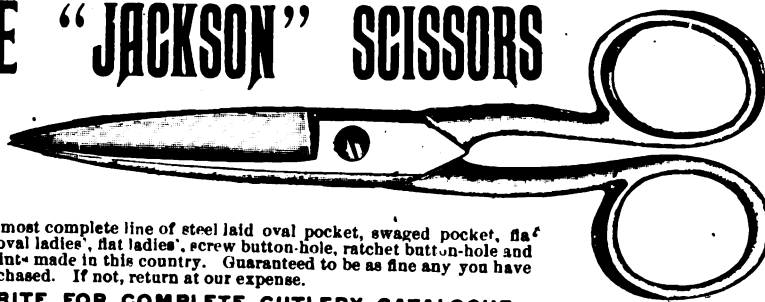
—AND—

CLARK'S SURFACE BLIND  
HINGES, GATE HINGES,  
SASH PULLEYS, SPRING  
HINGES, CAST DOOR  
BUTTS, STOVE PIPE  
DAMPERS, ETC. . . .

### Give You Your Money's Worth

Coldwell Lawn Mower Co.,  
Newburgh, N. Y. [*Lawn Mowers*]: We think HARDWARE is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-get spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us." that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continuance.

### THE "JACKSON" SCISSORS



The most complete line of steel laid oval pocket, swaged pocket, flat pocket, oval ladies', flat ladies', screw button-hole, ratchet button-hole and tailor point—made in this country. Guaranteed to be as fine any you have ever purchased. If not, return at our expense.

WRITE FOR COMPLETE CUTLERY CATALOGUE.

**THE JACKSON KNIFE & SHEAR CO., FREMONT, O.**

### Stevens' Sprayers

Patented January 29, 1901.

Best Construction. Finest Finish. Packed in Most Convenient Form. Our Prices are Right. We furnish the best goods made and meet all competition. Write us for prices. Send sample order. We also make a special small sprayer in both Brass and Tin, for household use. Ladies like the small size, for roses, houseplants, etc.

**STEVENS & CO., 99 Chambers Street New York City.**





## ADJUSTABLE SOCKET WRENCH.

A TOOL THAT EVERY MACHINIST AND  
FARMER SHOULD USE.



Can be used in places  
that cannot be reached  
by other wrenches. . .

*Send for Catalogue of*  
**Hardware Specialties**  
AND **Cycle Sundries.**

**The Smith & Egge Mfg. Co.,**  
**BRIDGEPORT, CONN.**

## PAINTS



of all kinds,

In all size packages,  
from pints to barrels.

*Price List and Sample Cards for the asking.*

**Harrison Bros. & Co., Inc.,**  
White Lead, Colors, Paints, Varnishes & Chemicals,  
Thirty-fifth Street and Grays Ferry Road,  
**PHILADELPHIA**  
27 Lake St. 117 Fulton St. 72 Broad St.,  
**CHICAGO, NEW YORK, BOSTON.**

## THIS CAN ▲ ▲ ▲

HAS A

### Clock Spring Steel Bottom

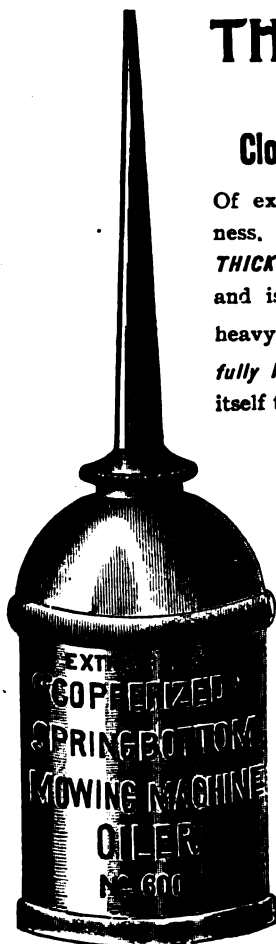
Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, *Beautifully Finished* It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders  
from the Jobbing Trade.

**ORDER NOW FOR  
SPRING DELIVERY.**

**The Wilmot & Hobbs  
Mfg. Co., ▲ ▲ ▲**

**BRIDGEPORT,  
CONN. . .**



**AN  
ALL-ROUND  
GOOD  
ROOFING  
IS**

## P & B RUBEROID

Ruberoid is just as effectual in  
Winter as in Summer. Cold does  
not harm it. Heat will not cause  
it to run, because there is no tar  
in it to melt.

Its great popularity is due to  
the fact that it "Stands up" under  
the most trying conditions and  
**NEVER VARIES IN QUALITY.**

**THE STANDARD PAINT COMPANY,**  
**NEW YORK.**

OFFICES:  
100 William St.

WAREHOUSES  
81 John St.

# HARDWARE

Archibald Paull Mitchell, Treasurer of the Hardware Publishing Co., left New York on Saturday last on the Hamburg-American liner *Pennsylvania* for a vacation trip abroad. It is his intention to visit France, Germany and Great Britain, returning about July 15th.

A very brisk demand for Hardware Shelving, Cabinets, etc., manufactured by the J. D. Warren Mfg. Co., Chicago, Ill., continues from abroad; more recent orders being sent from John Kelley & Son, Edinburg, Scotland, and C. W. Burton, Griffiths & Co., Ludgate Hill, London, England.

The Warner Hardware Co., a new venture in the trade at Minneapolis, Minn., are installing a complete outfit of Warren Hardware Shelving, Cabinets and Cases in their store.

The Eveleth Hardware Co., Eveleth, Minn., are supplementing their present store fixtures with a second outfit of the Warren Shelving and Cabinets, for the display of their stock.

W. A. Smith, Lima, Ohio, announces the fact that he has sold his plant for the manufacture of Cut-Offs to the Klauer Mfg. Co., of Dubuque, Iowa, and this product will be added to the line of specialties already manufactured by the company mentioned.

The New York office of the Cleveland Twist Drill Co., represented by Clarence I. Markham, has moved from its old quarters to 62 Reade Street, giving them a location nearer Broadway. They have largely increased their quarters by this move on their part which was made necessary by the constantly growing business. They now have the street floor and two basements each 60x30 feet, giving them ample facilities for the transaction of their business. This old established company, dating back to 1874, are well-known manufacturers of all kinds of drills, reamers, bits, milling cutters, taps, sockets, drill holders, countersinks and similar goods.

In our Bicycle and Sporting Goods Record in the issue of May 10th, we inadvertently classed George H. Stevens, of New Canaan, Conn., as having closed his business. This was a mistake, as he is still occupying the business stand in that town that he has been identified with for the past four years, and states he has no intention of discontinuing the business. We trust that our misleading error has caused him no inconvenience, because that was the farthest from our intentions in making up the Record.

The first patent on record at the Patent Office, Washington, on a Motor Lawn Mower has recently been granted to Thomas and William H. Coldwell, of the Coldwell Lawn Mower Co., Newburgh, N. Y. Many a householder will return his sincere thanks to the inventors for enabling him to sleep a little later in the morning in consequence.

The Arkansas Retail Hardware Dealers' Association correct an error which was in the original programme sent out by J. A. Plummer, the secretary. He makes the following announcement in connection therewith: "On the programme which was recently sent you, there appears an error. Instead of June 12th and 13th, the proper dates for the second annual meeting of the Arkansas Retail Hardware Dealers' Association are June 19 and 20." Our readers will take due notice and govern themselves accordingly.

One of the members of the firm of F. E. Myers & Bro., Ashland, Ohio, whose manufacture of pumps includes Well, Tank, Spray and Wind Mill Pumps, has just received a patent for what is denominated by the combination name of the Upright Bulldozer Power Pump Working Head. This will be manufactured and put on the market by F. E. Myers & Bro., who consider it one of the most important devices in the pump line that has been patented in years. It meets a requirement for a Power Working Head covering a wide range of conditions.

H. Merkel, Broadway and Elm Street, St. Louis, Mo., finds no lessening demand for his great specialty, the "Simplicity" Incandescent Vapor Light, the sales of which continue with unabated success. This fixture is made of highly polished brass with gold-finished ornamentation. This lamp consumes about one pint of gasoline in six to eight hours, and with its improved mantle, produces a soft, steady and very brilliant white light, from 80 to 100 candle power.

Chicago Solar Light Co., the manufacturers of the popular "Nulite" Indoor Arc Illuminator, moved their factory on May 1st to Kenosha, Wis., occupying the plant formerly used by the Sterling Cycle Works. This is a very desirable move on the part of this well-known concern, as the plant is thoroughly equipped with the best automatic machinery and other devices necessary for the proper construction of their goods. This large extension of their productive capacity will make future shipments noticeable for their promptness. On the same day their Chicago office and wareroom were moved to much more commodious quarters at 132-134 Lake Street.

National Sweeper Co., Marion, Ind., have recently distributed a very artistically arranged booklet having reference to their line of sweepers, being printed on excellent paper, in two colors, and with fine half tone illustrations, giving an artistic idea of their assortment of carpet sweepers, which includes the "Marion," "Monarch," "Perpetual" and "Monarch Extra," forming an exceedingly popular line, especially when shown on their display stand, which they present to their customers without expense.

C. E. Jennings & Co., 101 Reade Street, New York, have recently issued for the benefit of the dealers handling their numerous specialties a series of illustrated leaflets, about 25 in number, which describe in a very attractive way the many desirable features of the leading mechanics' tools made by them. No. 1 is devoted to the Extension Hack Saw Frame and Saw Blades. No. 2, under the title "Short and Sharp," gives a description of the Jennings New Short Blade Sharpened Chisel Sets, etc. Book No. 3, title "Narrow and Pointed," now on the press, will speak of Jennings New A 7½ Hand Saw made on new-old lines, six inches wide at butt, 1½ inches at point. Can be used for many purposes where full width saw is unwieldy. A saw that has been worn down by constant use becomes invaluable to the owner. It is their intention to supply these leaflets without cost to the dealers among their customers, and will furnish them in either way desired—with the manufacturer's name on them, or in lieu thereof the imprint of the dealer, the intention being to circulate them by gratuitous distribution through the dealer's efforts.

# HARDWARE

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**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade.

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Letters should be addressed

**HARDWARE PUBLISHING CO.,**

275 Broadway, New York.

L. E. MITCHELL,	- . .	President.
A. P. MITCHELL,	- . .	Secretary and Treasurer.
HENRY HOPKINS,	- . .	Editor.
A. E. BOLLES,	- . .	Advertising Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

Business is progressing on the favorable lines recently adverted to as indicating one of the most successful seasons the Hardware trade has known in years. The West especially reports record sales for April in many instances, the principal difficulty being the obtaining of the necessary supplies from the manufacturers with which to fill current orders without unusual delay.

Prices are held with sufficient firmness to make less hesitation noticeable in sending in orders for ordinary requirements. Many manufacturers are full of orders, enough to keep them busy for some time to come in making specified deliveries, so that a slightly lessening demand from the jobbers for current wants is regarded as being a favorable condition of affairs, enabling the catching up on deliveries.

The South has been doing a satisfactory business right along, and while no speculative feeling animated the purchases, the wide assortments ordered by dealers showed a general depletion of regular stocks and indicated a large demand from the consumer, with less anxiety about prices and a certainty of prompter payments than usual on account of the increasing value of the crops marketed. Jobbers' stocks are now broken up considerably, as supplementary orders are slow in being filled, many seasonable articles in quick-selling lines being reported scarce and difficult to obtain. Present indications promise the usual business during May and June, orders already assuming a gratifying frequency and for encouraging quantities.

In the readjustment of prices by the formation of new price lists, several lines are reported as favoring advancing general quotations. The new list prices on Trace

Chains and higher quotations on Coil Chains may be referred to in this connection. The growing tendency toward fluctuation in prices has, however, been a prominent feature in the Heavy Hardware market through several successive seasons.

Manufacturers complain of the difficulty in obtaining a full supply of the raw material needed for orders already in process of being completed. Fewer orders are being booked ahead for future shipment beyond the present requirements, the fear gaining ground that a greater scarcity of supplies in this respect will prove a detrimental feature of the Fall trade, and increasing cost be one of the results.

The labor disturbances arising from the proclivity among some classes of artisans to agitate annually for shorter hours or increased pay, has a tendency to increase the apprehensive feeling that lessened profits on orders already in hand may be the undesirable result. The uncertainties surrounding successful production under "strike" possibilities, have a tendency to stifle the humanitarian impulses which in many progressive factories lessen to-day the laborer's arduous drudgery, but seemingly without converting him to an unselfish admiration of the altruism that makes this condition possible.

The increasing volume of our exports continues to excite the admiration of the student of statistics and gladdens the hearts of the partakers in our industrial activity. There is no limit to the ambition of the successful manufacturer who has already obtained a foothold in foreign countries. The field is so large and so important he frequently exercises too little care in the expansion of this branch of his business. It should require most careful attention when direct representation is desired, as methods of purchasing and pushing sales vary in almost every country with which he wishes to do business.

## A German Opinion on our Manufacturing Development.

The rapid development of the manufacturing industries of the United States and their invasion of foreign markets is the subject of a lengthy discussion by Dr. Carl Ballod, constituting part of a volume recently brought out by the German "*Verein für Socialpolitik*," a copy of which has just reached the Treasury Bureau of Statistics. After commenting upon the rapid growth of the manufacturing industries of the United States in recent years, he says:

"If we put together the figures of exports and imports of the United States, the former figures will show a rising, ascendant column, whereas the latter figures will show stagnation or even decrease. The total commerce of the United States (merchandise only) for the last two decades appears as follows:

Fiscal year	Exports Dollars	Imports Dollars
1880	835,600,000	667,900,000
1885	742,200,000	577,500,000
1890	857,800,000	789,300,000
1895	807,500,000	731,900,000
1896	882,600,000	779,700,000
1897	1,051,000,000	764,700,000
1898	1,231,500,000	616,000,000
1899	1,227,000,000	697,100,000
1900	1,394,500,000	849,900,000

"There can be no doubt that the industrial progress made by the United States during the recent period of economic prosperity has been exceedingly rapid. The United States is rapidly becoming a country devoted to the exportation of industrial products without, however, decreasing the exportation of its agricultural products. Even as late as ten years ago, nobody believed that America within calculable time



would be able to produce iron so cheaply as to enable it to compete with England in the world's markets. To-day this is an accomplished fact. Industrial concentration and technical improvements, particularly in the States of Pennsylvania and Alabama (where to be sure the conditions for a powerful growth of the iron industry were very favorable) have made the American iron industry the leading factor in the world market, with which undoubtedly European competing industry will have to reckon for all time to come. As late as 1889 the imports of machinery and other iron and steel manufactures (\$42,400,000) considerably exceeded the exports which amounted to no more than \$21,100,000; in 1899 the value of iron and steel exported was \$93,700,000, as against \$12,100,000 worth of iron and steel imported.

"Not less rapid has been the development of the cotton textile industry in the United States. In 1880 there were employed in this industry only 11,000,000 spindles and 225,000 mechanical looms; in 1890 the respective numbers were 14,188,000 and 324,000, while in 1900 the number of spindles had reached 21,057,000, and that of the looms 490,000. In 1880 not more than 953 million pounds of raw cotton were consumed in the United States; in 1899, 2,071,200,000 pounds were consumed. The exports of cotton textures has risen from \$4,071,882 in 1875 to \$11,836,591 in 1885, and \$23,566,914 in 1899. Since during this year (1899) the total imports of cotton and cotton textures amounted to only \$37,000,000, of which \$32,000,000 fell to the share of textures, it would seem that American exports of cotton goods would soon balance the imports of those goods.

"It is only in the case of woolen goods and silks that the imports considerably exceed the exports. In these two branches the Americans, it would seem, have not yet succeeded in competing with European producers in the foreign markets, though it must be said that they have succeeded in gaining a more important role in the domestic market. The rapid progress made by the silk industry is best attested by the fact that there were employed in this industry 718,000 spindles in 1890, and not less than 1,426,000 spindles in 1900. Similarly the number of looms has grown within this period from 20,800 to 48,200. It may be safely assumed that the United States is now supplying nearly two-thirds of its total consumption of silks."

### Our Rapid Growth in Exportation of Manufactures.

The rapid growth in the exportation of manufactures from the United States is explained in part by some recent studies of the Treasury Bureau of Statistics regarding the proportion which manufactures form of the imports of the great countries and grand divisions of the world. These calculations show in brief that but about 20 per cent. of the importations of Europe are manufactures; of Oceania, 40 per cent.; of Asia, 47 per cent.; of America exclusive of the United States, 47 per cent., and of Africa, 61 per cent. When it is considered that the grand divisions in which manufactures form the largest per cent. of imports are those in which the commerce of the United States shows the largest relative increase in exports, it is apparent that the growth in exports of manufactures is healthful and promises to be permanent. To Europe, whose imports of manufactures form but about 20 per cent. of the total importations, the exports from the United States increased 57 per cent. from 1893 to 1900; to Asia and Oceania, whose imports of manufactures form from 40 to 47 per cent. of the total importations, our exports increased 291 per cent. during the period named; and to Africa, of whose imports manufactures form 61 per cent., our exports increased 235 per cent. during the period under consideration. It is in all these markets where manufactures form the largest share of the imports that the European nations are struggling to increase their commerce. Africa, South America, Asia and Oceania are the fields of their

greatest activity, and it is in those grand divisions—South America excepted—that the commerce of the United States shows a larger percentage of growth than elsewhere. Naturally the growth in our exports to Europe shows a larger sum in millions of dollars, by reason of the much greater consuming power of that grand division, but a very large proportion of our exports to Europe consists of natural products, chiefly foodstuffs, while manufactures constitute the bulk of our exportations to other parts of the world.

This disposition of the continents, countries and islands situated far from the United States, and possessed of limited facilities for even repairing machinery, to purchase costly and delicately adjusted machinery from the United States may be justly considered a tribute to the skill and faithfulness of the American workman. Such complicated and delicately-adjusted machines as clocks and watches, scientific instruments, sewing machines, typewriters, electrical machinery, shoe machinery, engines and locomotives are purchased with confidence and transported to countries and islands of the sea thousands of miles from the workshops and repair shops in which they were produced to be handled by comparatively unskilled operatives, and with a confidence that they may be relied upon to continuously and permanently perform the duties for which they are intended. The click of the American telegraph instrument, the whirr of its sewing machines, the rattle of its typewriters, and the scream of its locomotives are heard in the interior of Asia, Africa, South America and in the most distant islands of the sea. In the last fiscal year we exported more than \$125,000 worth of typewriting machines to Oceania; nearly \$30,000 worth to Africa; \$50,000 worth to Asia; \$63,000 worth to Mexico; nearly \$50,000 worth to the West Indies, and about \$70,000 worth to South America. American printing presses were sent to Oceania in 1900 to the value of nearly \$60,000; to Asia, nearly \$40,000, and to South America, \$16,000. The exports of American sewing machines in the fiscal year 1900 to the West Indies amounted to \$130,000; to Asia, \$54,000; to Africa, over \$10,000; to Oceania, \$531,000, and to Mexico, Central and South America, over \$800,000.

The following table shows the value of the exports of typewriters, sewing machines and scientific instruments from the United States in each year from 1890 to 1900:

Fiscal Year.	Scientific Instr'm'ts—		
	Typewriters.	Sewing Machines.	Telephone, etc.
	Dollars.	Dollars.	Dollars.
1890	.....	2,793,780	1,429,785
1891	.....	2,883,577	1,575,444
1892	.....	3,133,992	1,388,117
1893	.....	2,476,446	1,345,621
1894	.....	2,347,354	1,534,277
1895	.....	2,260,139	1,912,771
1896	.....	3,189,249	2,522,217
1897	1,453,117	3,340,241	3,054,453
1898	1,902,153	3,136,364	2,770,803
1899	2,449,205	3,264,344	4,399,180
1900	2,697,544	4,541,774	6,435,766

\*Not separately stated prior to 1897.

### One Little Screw.

Advertising is a subtle science, so subtle, in fact, that by most of the people it is regarded as more or less of a game of chance. This is a mistake. There is nothing in the world more certain than advertising if it is properly done. You can make a failure in anything—any line of business—if you do not go about it with a full understanding of its details and careful attention to them. Leave one single, little insignificant screw out of a locomotive, and sooner or later there is going to be a smash-up. Whenever advertising doesn't pay, there is a loose screw or a lost one some place. Too many advertisers do not look beneath the surface.—*Current Advertising.*

Treetop—The most of Hezekiah's college bill is on balls and bats; I don't understand it.

Mrs. T.—What don't you understand?

Treetop—He puts down "balls" at from 10 to 15 cents, while a "bat" seems to cost from \$5 to \$8.—*Harlem Life.*

## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

**QUESTION:** A dealer came to me a few months ago and said he wished me to give a salesman who was a friend of his, credit to the extent of \$500 and that he would guarantee the payment of any goods bought by this salesman to this amount. I knew this dealer was perfectly good, but I knew nothing of the salesman, and as long as the dealer, whom I knew to be good, had guaranteed the payment of the goods, I did not care who the salesman was or whether he was good or not. The salesman called in a few days, and within a short time after that he had taken goods to the extent of \$500. I wrote to the dealer upon whom I relied, and I got no answer. I called on him and he said that the salesman had deceived him, and he would not be responsible for the goods bought. Cannot I enforce the agreement this dealer had with me?

**REPLY:** A contract of guaranty is a contract whereby one person agrees to answer for the debt, default or miscarriage of another, and comes within the statute of frauds, which provides that a contract to answer for the debt, default or miscarriage of another must be in writing. If, however, you could show that the consideration for this promise on the part of the dealer moved directly to him and not to the salesman, this would not be a contract of guaranty within the meaning of the statute of frauds and would not have to be in writing. If this cannot be shown, we are of the opinion that you cannot enforce the guaranty.

**QUESTION:** A owns a piece of property twenty-five feet wide and one hundred feet deep. B owns the adjoining piece of property. For the past twenty years or more, and until a survey was made of the property some time ago, A was under the impression that he has twenty-five feet front of property and B also was of the same opinion, but the survey revealed the fact that B had in his possession one foot of the twenty-five feet, the width of A's property. During all this time when A paid the taxes on his property he also paid the taxes on the one foot of property in question, which really belonged to him, but which was in the possession of B without the knowledge of either. Would you kindly inform me (1) Has B the right to hold this one foot of property, claiming the same by adverse possession? (2) If he has, is there any way in which A can redeem the same? (3) Does the fact that A paid the taxes on this one foot of property during all this time affect B's title by adverse possession, if he has any at all?

**REPLY:** We are of the opinion that B has acquired no title to the property in question by adverse possession. In the facts before us for consideration, it is expressly stated that both A and B were of the opinion that A had 25 feet front of property. It cannot be said, therefore, that B held this property under an adverse claim of right. He was in possession but was entirely ignorant of the fact, as was also A. It is one of the essential elements of a title by adverse possession that the claim to the property be asserted as a matter of right (*Burbank vs. Fay*, 65 N. Y., 57-65), and it is held that "Any possession to be adverse must be accompanied with a claim of right or title; a mere naked possession or intrusion without claim of right will inure to the benefit of the owner." (*Gerard on Titles to Real Estate*, 4th Ed., p. 754.)

The fact that A continued to pay the taxes on the full 25-foot lot affects the case only as it is strong evidence to show that A was not aware of any adverse claim to the property.

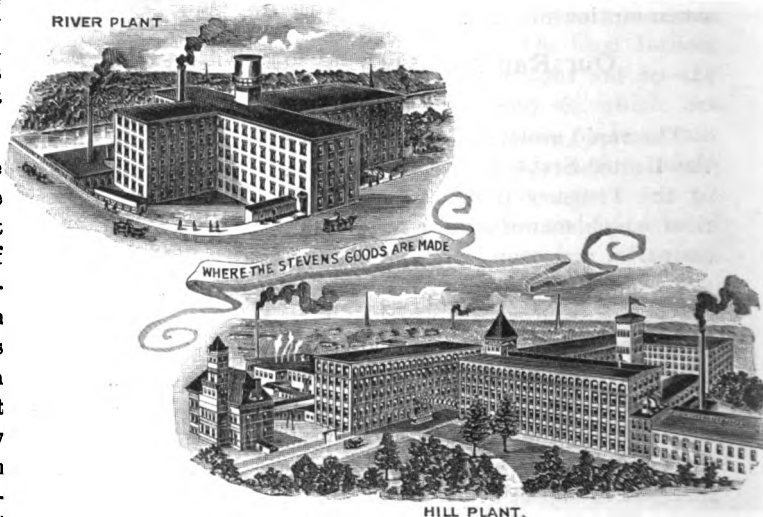
**QUESTION:** An agent for a large retail house and who has been buying goods from me for this house for some years, came to me and, while giving me his usual order for one line of goods, said that the house he represented was about to take up a new line of goods and that in addition to his usual order, he wished to order a new line of goods. I was very glad to hear this, and, of course, at once filled his order, which was unusual, for the agent generally made comparatively small purchases from me. After I had filled the order,

shipped the goods and sent my bill to the house, I received a letter from them stating that they had never authorized the agent to make these purchases and refused to pay for them. Kindly inform me whether I can insist upon this sale or not?

**REPLY:** Upon the facts before us, it appears that the regular agent of a certain house ordered an unusually large order of goods and also gave an order for a class of goods which the house had never bought before. So long as this agent acted within the scope of his apparent authority, you had a right to accept his order and, if in reality the principal did not authorize the order of these goods, you are not obliged to lose a good sale upon this account. A principal is responsible for the acts of his agent so long as those acts are committed within the apparent scope of his duty. He holds his agent out to the world as being authorized to act for him, and if the agent exceeds his authority, but if there is nothing to put one on his guard or to indicate that the agent is exceeding his authority, one has a right to presume that the agent has authority to act and the principal must bear the loss, if any there be.

## Plant of the J. Stevens Arms &amp; Tool Co.

J. Stevens Arms and Tool Co., Chicopee Falls, Mass., are pleased to announce the fact that H. M. Pope has moved his special machinery for the manufacture and boring of his high-grade rifle barrels from Hartford, Conn., where it was previously located, to their great plant. It is now being installed in its new quarters, and it is part of the arrangement that Mr. Pope will be permanently located at the latter place. The J. Stevens Arms and Tool Co. refer with pride to the fact that from a force of but 44, which was their entire strength six years ago, they to-day give employment to 700. A large portion of this great increase in their facilities may be dated from the fact that a year ago they acquired the large Overman plant, which was conceded to be one of the finest manufacturing plants in the East, and this addition to their previous premises gave them an additional 220,000 square feet of floor space. At that time they seemed so largely encumbered with extra room that they were perfectly willing to rent a part of it, but to-day through the many departments



of their business they are occupying nearly the entire premises, and are also contemplating an addition to their River plant. We give an illustration herewith that will convey a pretty fair idea of the extensive premises now occupied by this progressive company, and will also convey a permanent impression that the success they have achieved in their several lines has not been accomplished except by the latest improved facilities and no end of hard work. To-day they feel they are in the forefront of successful production amply prepared for an annual increase in their business, of which the extensive production of last year will be found simply a forerunner.

### Eleventh Annual Convention of the Southern Hardware Jobbers' Association.

As previously noted in our columns, the Eleventh Annual Convention of the Southern Hardware Jobbers' Association will be held in Asheville, N. C., on June 4th, 5th, 6th and 7th, 1901. A cordial invitation is extended by the officers and members of the Association to the manufacturers and their representatives throughout the country; and also to the Hardware jobbers regardless of their location or connection with the Association. On account of the many attractions in and around Asheville and the delight with which the gentler sex look forward to the visit to that inviting spot, the officers of the Association are making special efforts to induce the gentlemen attending the Convention to bring their families with them, and it is very gratifying to know that a very large number of ladies will accompany the delegates to the Convention.

We are requested to state that the manufacturers and outside jobbers who attend the Convention are not expected to extend any courtesies or entertainments for the benefit of the members of the Association, nor will the members of the Association go to any extra trouble or expense by reason of the manufacturers and others being in attendance at the meeting. All are invited to the Convention solely for the purpose of promoting more intimate social relations, consequently more friendly feelings. All visitors will be cordially received by the members of the Association and will be welcome to take part in the conferences and deliberations at all sessions except those which are of an executive character. The morning session on the 4th and 5th will be devoted to joint sessions of the jobbers, manufacturers and their representatives, as well as to any visitors who may care to listen or take part in the proceedings. A new departure has been made this year by continuing the Convention through four days instead of three as heretofore. No business sessions will be held in the afternoon or evenings on the 5th, 6th and 7th, which will permit of more entertainments and leisure than has been the case in previous years. A number of timely and interesting subjects to the trade will be taken up for discussion, and the meeting promises to be an unusually interesting one. We are advised by the Secretary-Treasurer that the indications point to a large attendance from the membership and also from the manufacturers and their representatives. As in previous years, a Reception Committee composed of the manufacturers' Southern representatives, has been appointed, consisting of some fifty of the most prominent Southern traveling salesmen representing the manufacturing interests of the country.

The Battery Park Hotel has been selected as official headquarters, and special rates will be granted those in attendance at the meeting. The Passenger Associations of the various railroads have also given the Southern Association reduced rates upon the customary certificate plan reduction. To those who contemplate attending the Convention and who desire any special information both as to hotel and railroad rates, full particulars can be secured by addressing C. B. Carter, Secretary-Treasurer, Knoxville, Tenn.

#### PROGRAMME.

The following programme has been arranged for the Eleventh Annual Convention of the Southern Hardware Jobbers' Association referred to above:

#### TUESDAY, MORNING SESSION, JUNE 4, 1901.

Delegates and visitors will please assemble in the Convention Hall promptly at 10 a. m.

Meeting called to order by the President.

Chorus—"America."

Calling of roll.

Address of welcome by the President.

"Asheville"—Louis M. Bourne, Asheville.

Address of welcome to the manufacturers—Col. B. F. Eshleman, of Stauffer, Eshleman & Co., New Orleans.

Response—W. R. Walkley, of Peck, Stow & Wilcox Co., New York.

#### TUESDAY, JUNE 4, 1901.

Annual address of the President.

Report of Reception Committee.

Informal reception of manufacturers, jobbers and visitors.

(During this reception each person is requested to register in the Association's official Register, at which time the Sergeant-at-Arms will distribute, one to each person, the badges prepared for those in attendance at the Convention.)

#### EXECUTIVE SESSION.

#### TUESDAY AFTERNOON, JUNE 4, 1901.

Reading of minutes of 1900 Convention.

Report of Secretary-Treasurer.

Report of Transportation Committee.

Report of Press Committee.

Report of Grievance Committee.

Report of Manufacturers' Committee.

Report of Membership Committee.

Report of Executive Committee.

Appointment of Special Committees.

Communications.

Miscellaneous business.

#### TUESDAY EVENING.

Convention Hall, 9 to 12 o'clock.

Reception and complimentary dance to delegates and visitors, tendered by E. P. McKissick.

#### WEDNESDAY MORNING SESSION, JUNE 5, 1901.

Joint session of jobbers, manufacturers and their representatives.

"Price Guarantees"—Robert Garland, of Standard Chain Co., Pittsburgh.

"The South Socially and Commercially"—George W. Lee, of Eberhard Mfg. Co., Cleveland.

"Classified Lists vs. Quantity Discounts"—Thos. W. Fritts, of Tom Fritts Hardware Co., Chattanooga.

Impromptu Addresses—Each speaker limited to five minutes.

"The Future of the Trusts"—James P. Kelly, of Kelly Axe Mfg. Co., Alexandria.

"Unity of Action on Prices and Terms"—W. T. Shannon, of American Sheet Steel Co., New York.

"Differentials Between Jobbers and Retailers"—T. W. Gathright, of May & Thomas Hardware Co., Birmingham.

Impromptu Addresses—Each speaker limited to five minutes.

"Combinations"—C. M. Fouche, of Crucible Steel Co. of America.

"Southern Trade and Expansion"—George H. Harper, of Clendenin Bros., Baltimore.

"The Traveling Man—A Welcome Visitor?"—A. P. Duncan, of McLendon, Duncan & Co., Waco; W. H. Kettig, of Milner & Kettig Co., Birmingham.

Impromptu Addresses—Each speaker limited to five minutes.

#### WEDNESDAY AFTERNOON, JUNE 5, 1901.

Carriage drive over the Biltmore Estate. Leave hotel 3 o'clock sharp.

#### WEDNESDAY EVENING.

Convention Hall, 9 to 12 o'clock.

Entertainment by the Reception Committee.

#### EXECUTIVE SESSION.

#### THURSDAY MORNING, JUNE 6, 1901.

Discussion of Committee Reports.

"Policy, Potency and Proficiency of the Southern Hardware Jobbers' Association"—W. M. Crumley, of Beck & Gregg Hardware Co., Atlanta.

"Who Shall Do It, and How Should Traveling Men be Posted as to Prices?"—J. H. Falls, Jr., of J. H. Falls & Co., Nashville.



THURSDAY AFTERNOON, JUNE 6, 1901.

Riverside Park, 3 o'clock.

Clay pigeon tournament for merchandise prizes. Also trolley ride to all points of interest in the city.

EVENING.

Convention Hall, 9 to 12 o'clock.

Smoker. Complimentary to members of the Association and visiting friends. (Arranged especially for the entertainment of the ladies.)

EXECUTIVE SESSION.

Friday morning, June 7, 1901.

"Best Methods of Employing Traveling Men"—Spencer James, of Piedmont Hardware Co., Danville. Robt. F. Bell, of R. E. Bell Hardware Co., Weatherford.

General discussion.

"How Can We Make Staples Bear Their Proportion of the Expense of Doing Business?"—Jas. J. Mandlebaum, of Fones Bros. Hardware Co., Little Rock.

General discussion.

Miscellaneous business.

Reports of Special Committees.

Election of officers.

Selection of place for next annual convention.

Adjournment.

FRIDAY AFTERNOON AND EVENING.

Entertainment features to be announced.

In the layout of the above programme, it will be noticed that a great deal of attention has been given to the entertainment of those who will attend the convention, the various social features being prepared with a view of sustaining the interest throughout the entire proceedings. As is customary, a Reception Committee composed of upwards of 50 leading Hardware manufacturers and their traveling representatives was appointed, who have evidently had a hand in making this ample preparation which will result in an extremely sociable and characteristic good time generally.

### Southern Hardware Jobbers' Association.

The following important announcement has been issued to the delegates and visitors from the office of Secretary-Treasurer C. B. Carter, Knoxville, Tenn., having reference to the Convention of the Southern Hardware Jobbers' Association, that will be held at Asheville, N. C., on June 4, 5, 6 and 7:

Knoxville, Tenn., May 15, 1901.

Dear Sir:

To those who contemplate attending our annual Convention, we respectfully ask your careful attention to the following instructions:

The various Passenger Associations have granted a rate of one fare and a third for round trip, i. e., full fare going and one-third fare returning—called the Certificate Plan Reduction, to those who attend our annual Convention from all points in New York, Pennsylvania, New Jersey, Delaware, Ohio, Indiana, Michigan, the southeastern part of Illinois (including Chicago), and all points south of the Ohio River and east of the Mississippi River (including New Orleans and St. Louis). However, to enable you to obtain this rate, certain steps must be taken, which briefly are as follows:

When purchasing your ticket from initial point to Asheville, at the same time you ask for a regular one-way ticket, for which you pay the regular tariff rate, instruct the ticket agent to give you a Certificate, which is practically a receipt for your money. You will please turn this certificate over to the undersigned at the first opportunity upon your arrival, in order that it may be properly endorsed, when it will be returned to you. By presenting this certificate to the ticket agent at Asheville, he will give you a return ticket to the point from which you started at one-third regular fare, but under no consideration will reduction be allowed unless you have a certificate and it be properly endorsed.

If you are outside the above mentioned territory, or if your local ticket agent cannot supply you with a certificate, then you will have to purchase a round trip Summer Excursion ticket, which will cost you a little more than one and one-third fare. If you purchase a ticket on this Certificate plan,

the same can only be secured on and after May 31, and the return ticket must be purchased at Asheville not later than June 11th. However, if you wish to go earlier than May 31st, or desire to remain longer than the 11th, we would advise your purchasing a regular Summer Excursion round trip ticket.

If you will call upon your local passenger agent a few days before you leave for Asheville he will fully explain the matter to you. Yours very truly,

SOUTHERN HARDWARE JOBBERS' ASSOCIATION,  
By C. B. CARTER, Sec'y-Treas.

### The Firecracker Industry.

Until a few years ago every firecracker bought in this country was imported from China. The odd gold lettered labels were not fakes. They were the real Celestial thing. The Chinese firecracker was imported into the United States for the simple reason that the ingenious Yankee had not been able to manufacture it more cheaply than he could purchase it in the Orient, even after paying the 100 per cent. duty thereon. Three years ago, however, the inventive brain of a New Yorker produced a machine which could make the small firecracker cheaply, and now the Chinaman is pushed out of the pop-cracker market. The contrast between the methods of manufacture used by the Chinese and by the Yankee is both interesting and instructive.

The Chinese firecracker is manufactured by what in this part of the world we would call the sweatshop system. A whole city, men, women and children, are occupied in making the article, and one and all turn their product into the hands of the man at the head of the Hong. The Chinese cracker is made out of a shell, a few grains of powder, a fuse, and some clay. The shell is made from rice paper of the coarser sort. Each cracker is patiently rolled on a little tapered stick as a core, taking about fifty turns of the paper to each shell. Children are given this work to do. Then the shells are assembled into large bundles of about 100, set side to side, and the whole bunch held together by a string. Fine powdered clay is put at the bottom of each shell, moistened with saliva, and then packed down. The fuse, which has been carefully rolled by hand is then placed inside the unfinished cracker, after which the powder is sprinkled carelessly over the top. Some more clay packed on the top of the powder finishes the work.

The Chinese firecracker maker earns 3 cents a day. The crackers as they come to the United States are in boxes of forty packs, each pack containing sixty-four crackers. The about forty packs, each pack containing sixty-four crackers. The price of the box in China is 35 cents, which represents the wages of about twelve people, plus some profit. Each workman, then, makes about 200 crackers a day.

By the machinery in use in the advanced factories in the United States two people can make about 4,000 crackers a day. For rolling the shells there is a rapidly revolving mandrel, upon which is fed the rice paper, cut to the exact size. These shells are stiffened by starch. The fuse is made on a machine which feeds fine tissue paper and powdered gunpowder in a hopper and brings it out on a drying rack, as fuse, cut into lengths. The shells made by the machine are arranged in rows and the pieces of fuse are automatically put in them. Then the shells are filled with powder by accurately gauged little scoops, after which the end is crimped, and the manufactured cracker is finished.

The cannon-cracker, owing to the opposition to it by city councils, has had a hard time. There are now laws against all kinds of so-called "cannon-crackers" in nearly every State. The cannon-crackers were made with chlorate of potash and sulphur, and sometimes with dynamite. It was not necessary to have so thick a paper shell, to make the noise, so the manufacture of that kind of cracker was rather cheap, and the Yankees could compete on the larger styles with the cheap labor of the Chinese. By the law against such crackers the Chinaman had the field again for his product for some time, but now Yankees have beaten him out again with their machinery.—*Exchange*.

## CONSULAR COMMERCIAL COMMENTS.

### GERMAN PLOWS IN PORTO RICO.

Consul Warner, of Leipzig, April 11, 1901, calls attention to the fact that Germany has been exporting plows to Porto Rico during the past year, and suggests that proper steps be taken by United States manufacturers of agricultural and farming implements to bring their superior products to the attention of the people of that island.

### LIEGE TRADE WITH THE UNITED STATES.

Trade between this consular district and the United States is undergoing important changes, generally to the advantage of the latter. The consumption of American-made goods here is several times as great as it was three years ago. It is a very common thing to see in a Liege shop window a show card bearing the word "Americaine." In some cases, however, the articles are imitations. Goods manufactured in the United States meet with a much more ready sale than formerly, and usually at a considerable advance in price, since their great superiority has come to be so generally recognized.

The change in the variety and quantity of goods shipped to the United States is also very marked. It is interesting to note that more than one-third of the firearms imported by the United States from this district are in the shape of gun-barrel tubes, rough bored and forged. Prior to the 1897 tariff law and for a year thereafter, a shipment of gun barrels was a rare occurrence, and when one was made it was of high-grade Damask barrels.

During January, 1900, there were shipped to the United States 18,664 gun-barrel tubes, valued at 83,521.13 francs (\$16,118.59), and for February, 18,519 tubes, at 85,163.34 francs (\$16,436.52), against for January of this year 24,391 tubes at a value of 103,055.96 francs (\$19,889.80) and for February, 27,171 tubes at 112,055.37 francs (\$21,626.69). It will be noted that a year ago the average price for a gun-barrel tube was 86 cents, while this year the average is 80 cents, and the quality of the goods shipped is said to be better.

Had the 37,183 gun-barrel tubes exported during January and February of last year been made into guns and shipped to the United States, as they were prior to 1898, they would have represented a value of at least \$111,549, instead of \$32,555.11, and those for the same time this year, \$154,686, instead of \$41,516.49.

Guns that were shipped to the United States prior to 1897 at from 30 to 33 francs (\$5.79 to \$6.37) are now sold at from 23.50 to 25.40 francs (\$4.54 to \$4.90), and in most cases the quality of the guns is far superior to what it formerly was. About four-fifths of the guns exported to the United States from here are machine made. The parts are interchangeable and are far superior to the hand-made articles sold at the same price. Nearly all the machinery used in the manufacture of these guns is imported from the United States.

Another feature of the gun trade of particular interest is its centralization. At present, 75 per cent. of the guns sent to the United States are shipped by four firms, whereas formerly there were twenty about equally represented.

ALFRED A. WINSLOW, Consul.

LIEGE, March 27, 1901.

### GERMAN ENTERPRISE IN CENTRAL AMERICA.

The Department has received the following translation from the *Berlin South American Outlook*, forwarded by Vice-Consul-General Murphy, of Frankfort, under date of April 6, 1901:

German trade continues to develop rapidly in Central America. Fully \$60,000,000 of German capital is invested in Central American enterprises, and German plantations occupy an area of 740,000 acres. Large German business houses in Nicaragua, Guatemala and Costa Rica control, in addition to the entire traffic between Germany and Central America, almost the entire foreign trade of the five republics with England and California. The shipping trade along the Central American coasts is to a large extent in German hands.

### EDUCATION OF GERMAN CHILDREN IN FOREIGN COUNTRIES.

Consul Hill, of Amsterdam, March 19, 1901, reports that, in a recent German appropriation bill, provision has been made for subventions for 125 schools for the German education of German children in foreign countries. For a school at Constantinople, \$7,140 is allowed; for three schools at Buenos Ayres, \$4,284; for one at Galatz, \$2,665; and \$2,380 for a high burghal school and \$238 for a deacon school at Antwerp. A high school for girls at Brussels also receives \$2,380. Four schools at Bucharest together receive \$2,380. A school at Pretoria is granted \$1,428 and one at Johannesburg, \$2,522.80. There are 29 German schools in Brazil, 12 in China, 12 in the British colonies, 12 in Roumania, 11 in Egypt, etc.

### CEMENT FOR SOUTH AFRICA.

Consul-General Guenther writes from Frankfort, April 15, 1901:

According to official reports, South Africa is a good market for cement. All public buildings, stores and dwellings are coated with cement. There are very few wooden buildings erected. The masons in South Africa are mostly Malays. They are skilled in their trade and do the work very neatly. Cement is also largely used in the construction of aqueducts, wharves, chimneys, walls, etc. While the principal import of cement is from Great Britain, considerable quantities are also imported from Belgium and Germany, the latter on account of its cheapness, increasing. Belgium cement is of good quality and as cheap as the English article. The reports state that American cement could compete well, as transportation from our country is not higher than from Europe. Cement can not be manufactured in South Africa, for lack of raw material.

### TRADE OPENINGS IN BRAZIL.

Consul Girimondi, of Santos, March 13, 1901, says that cash registers and adding machines are practically unknown in that section of Brazil and should meet with a ready sale, if properly introduced by agents speaking the language of the country. The consul also believes there is a good opening for photographic apparatus and supplies, and suggests the introduction of up-to-date postal scales to replace the crude articles in use at the present times. Even Government offices, he thinks, might be persuaded to adopt a novelty in this line. Railway companies should also be approached.

### BUSINESS FIRMS IN SWITZERLAND.

Consul Morgan writes from Aarau, April 10, 1901:

Nearly every mail which comes to this office brings letters from American manufacturers and exporters asking for names and addresses of firms doing business in Switzerland, presumably for the purpose of sending out circulars, etc. While this office is always willing to comply with the request,

it often happens that the firms doing business in the particular line requested are so numerous that it is only possible to give a relatively small number of names. I would suggest that those desiring the information as above set forth should purchase the *Registre du Commerce*, which is published annually and contains the name and address of every business house in Switzerland, and is so arranged in one part of the volume that the different lines of business are grouped under separate headings for ready reference. The cost of the *Registre* is \$2 and it can be obtained from any bookseller in Switzerland.

#### LEAD PENCILS IN GERMANY.

Under date of March 15, 1901, Consul Hughes, of Coburg, writes:

The lead-pencil industry in Germany is at present suffering from American competition. It is alleged that our success in this branch of industry is mostly due to the perfection of the machinery. Another important point is the fact that we have the best cedar wood, which is particularly suitable for the manufacture of lead pencils; while the Germans are compelled to import it and can not get it in such good quality. Numerous trials have been made to find another material which could take the place of wood in the manufacture of lead pencils; metal tubes, coverings made from rolled, compressed paper, etc., have been used, but none has met with success.

#### New Edition of a Useful Book.

The Tinsmith's Helper and Pattern Book, with Useful Rules, Diagrams and Tables, by H. K. Vosburgh.

David Williams Co., 232-238 William Street, New York, have recently published a revised edition of this extremely useful volume written by Mr. Vosburgh, the first edition of which appeared in 1879, and has since had a continual and increasing sale. The author knew from experience the needs of the practical tinner, and prepared a book in which a number of simple patterns were described in the plainest way. These occupy the first 66 pages, and contemplate such work as is likely to come up every day in the tin shop in ordinarily simple work. In preparing the new edition, the cuts have been re-engraved, and the appendix, which is an important part of the volume in question, has been thoroughly revised, bringing the tables therein given up to date, and introducing a number of new ones that have undergone changes since the first edition of the book appeared.

Among the many useful tables incorporated in this portion of the book, which is of a size convenient for carrying in the pocket, may be mentioned the following:

Tables giving the weight of black sheet iron, sheet lead and galvanized iron sheets, with their dimensions; the weight of lead pipe per foot, the weights of tin plates and sheet copper. Several pages are devoted to tables giving the circumference and area of circles, the capacity of cans of different dimensions 1 inch deep and the rule for finding the capacity of cisterns. The last few pages of the book are devoted to a series of practical recipes, including mixtures for solders of different kinds, soldering fluxes and various cements.

#### The Only Time.

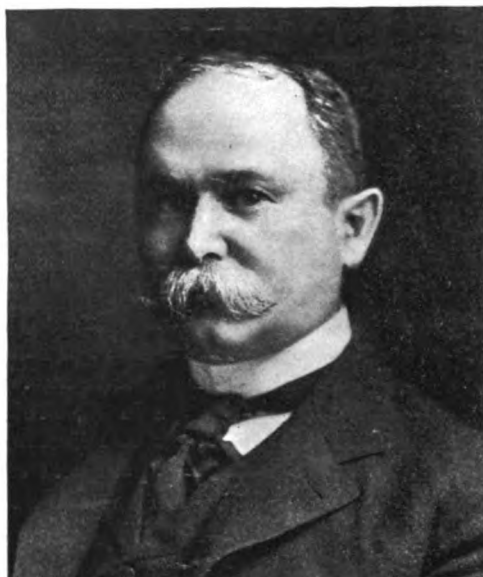
The only time when I would cut off my advertising would be when I had more business than I could possibly attend to, and when I made up my mind that I would not increase my facilities. If I were making all the money that I wanted to make, if my business had reached a proportion which completely satisfied my ambition, I would stop advertising. Even then I would not stop for very long, because if I did, the business would start on the down grade. You have to advertise to make business and to hold it and to increase it.—*Shoe and Leather Facts.*

#### President Fayette R. Plumb.

Fayette R. Plumb was elected president of the Manufacturers' Club of Philadelphia, at the annual meeting, May 20. There was no contest, and seventy-six ballots were cast for him. John Birkinbine, Cyrus Borgner and John Gordon Gray were elected vice-presidents. For directors for the seven places on the board, the following were chosen: William Milnes, J. A. Adamson, Benjamin I. Wagner, James G. Ramsdell, Peter T. Hallahan, William S. P. Shields and Benjamin H. Gaskill.

Fayette R. Plumb, the newly-elected president, was born in Gowanda, Erie County, N. Y., May 2, 1848.

Leaving the school of his native place, Mr. Plumb entered the academy at Fredonia, N. Y., and after studying at Trenton, N. J., finished a thorough academic course at Williston Seminary, East Hampton, Mass., in the Class of 1867.



FAYETTE R. PLUMB.

Immediately upon leaving school Mr. Plumb took up his residence in Philadelphia and entered the employ of the house now known as the Supplee Hardware Co., the firm name then being Lloyd, Supplee & Walton. In 1869 Mr. Plumb entered into copartnership with Jonathan Yerkes under the firm name of Yerkes & Plumb. Mr. Plumb secured entire control in 1886.

Mr. Plumb is a prominent factor in many organizations. He is a member and a former president of the Hardware Merchants' and Manufacturers' Association; the National Association of Manufacturers; a member of the Union League of Philadelphia, and was a director for four years and for two years vice-president. He is also prominently associated with the Trades' League, the Philadelphia Bourse and the Philadelphia Board of Trade. He was also a member of the Executive Committee of the Tennessee Centennial Commission of the city of Philadelphia.

#### American Smokeless Powder Abroad.

Some results of trials with the new American smokeless powder are given in *La Revue Technique*. It seems, from the report contained in that technical review, that experiments were made with two kinds of powder, one for the army, containing not more than 25 per cent. of nitro-glycerine, and the other for the navy, in which nitro-cellulose alone is used. The reason of the difference is that erosion in guns, largely attributable to nitro-glycerine, is far more marked in big weapons than in field artillery. With the latter powder an initial velocity of about 2,850 foot-seconds was realized in a 12-inch gun and upward of 3,000 foot-seconds in smaller pieces, and this without a gas pressure exceeding seventeen tons per square inch and with projectiles of the ordinary weight. The important point is that these results appear to have been attained with a greatly diminished erosive effect. It is told that a 4-inch gun fired 661 rounds and a 5-inch gun 696 rounds without the least deterioration of the barrel.



## THE PAN AMERICAN EXPOSITION, 1901.

### THE FORMAL OPENING OF THE PAN AMERICAN EXPOSITION.

Buffalo had a raw, dark day for the formal opening of the Pan American Exposition. The clouds that shut out the early sunlight hung ominously overhead all day, with only an occasional rift showing a patch of blue. This was Buffalo's greatest day, and fitting preparations had been made for its celebration. All sorts of buildings all over the city had been decorated with flags and streamers, and along the route of the parade there was a profusion of bunting of varied color and significance.

There were two parades, the first representing the serious side of the Exposition, and the second composed of the concessionaries of the Midway. Detachments of United States troops and the National Guard of New York, with a Mexican military band and a company of Rurales gave the spectacular element to the first. Indians of many tribes, bull fighters, cowboys, Japanese with rikshas and all sorts of fantastic floats, even to the perambulating advertisement of the peanut and popcorn man, showed the circus characteristics of the second.

Both parades formed near the City Hall at about 10 o'clock. By that time the streets along the roped-in parade grounds were jammed with sight-seers in the fashion familiar to New Yorkers. The distinguished visitors to the Exposition and the official guests were ranged in carriages for the ride to the grounds.

Representatives of foreign governments and the directors of the Louisiana Purchase Exposition, to be held in St. Louis, filled more than two scores of carriages. Senator Lodge and Senator Hanna were placed near the head of the column. Lieutenant-Governor Woodruff was attended by the Governor's military staff, gorgeous in plumes and gilt braid. When the soldiers were all in place Vice-President Roosevelt drove up in an open carriage with John G. Milburn, the President of the Exposition company.

It was 12 minutes past 10 when the column began to move. As the soldiers marched in review past the Vice-President he stood up in his carriage to acknowledge their salutes, and it was noticeable that he was the only man who uncovered as the colors went by. It took nearly two hours for the parade to reach the Exposition grounds. All along the route the interest of the crowd was centered on the Vice-President. Not even the novelty in military parades contributed by the presence of the Mexican contingent served to deflect the noise and attention of the crowds from him.

As the head of the column got well under way, a prolonged salute of aerial bombs was fired, as if in defiance of the clouds that seemed unable to withstand such a bombardment. But the rain held off and the column got to the Triumphal Causeway almost exactly on schedule time, 12 o'clock. There the official guests and foreign representatives left their carriages and marched between double lines of soldiers into the Esplanade, where they halted while hundreds of homing pigeons were liberated, each bearing a message to his owner that the dedication ceremonies of the Pan American Exposition had had their formal beginning. The pigeons rose in wheeling flocks and filled the air with the noise of flapping wings. Gradually they circled about and caught their bearings and settled into their homeward flight, and in five minutes hardly a bird remained in sight.

Meantime the distinguished party had passed on into the Temple of Music, where the ceremonies were to be held. It was nearly 1 o'clock when, after the playing by the Seventy-

first Regiment Band, President Milburn announced that Bishop Charles H. Fowler of the Methodist Church, would deliver the opening prayer. After that President Milburn read the telegrams received from President McKinley and the Presidents of several other American States, showing the sympathy and interest they have in the success of the Exposition.

President Romana of Peru telegraphed:

"We who are not allowed the happiness of being present, send our hearty greetings, cordially wishing that the great Pan American Exposition may satisfy all expectations and that it will not only be a splendid show of the power and natural resources of two continents and of the ripe and abundant fruits of the work, brains and energy of a new people, but also that it shall be the glorious center whence noble ideas of right, justice, brotherly love and true liberty will be sent broadcast over the earth, to rule the conscience of all nations."

President Guestas of Uruguay expressed the hope that the Exposition might be a means toward the development of commerce between the countries of the Americas and a tie of union and harmony between them all.

President Aceval of Paraguay also telegraphed his hope that the Exposition would prove to be a "new tie of American unity."

President Roca of the Argentine Republic cabled in a similar strain, saying: "I know it will contribute by its beneficial influence to the prosperity of both continents, and that it will be another tie of solidarity among the nations of America."

Telegrams were also received from the Governor-General of Canada, President Marroquin of Colombia, the Governor of Jamaica, President Simon Sam of Hayti, President Jimenez of the Dominican Republic, President Alfaro of Ecuador and President Telaya of Nicaragua.

After a brief address of welcome by Mayor Diehl of Buffalo, Robert Cameron Rodgers read what Vice-President Roosevelt subsequently called a "vigorous, thoughtful" poem. Then, after the singing of Sturm's "Salve Libertos" by the Buffalo Orpheus, Mr. Milburn rose and said simply: "The Vice-President of the United States." Instantly there was a tumult of applause which filled the arched dome with its sound. Three times it died away and as often surged up again. When at last there was quiet and the Vice-President was able to proceed, he delivered a speech that held the closest attention of his cosmopolitan audience from first to last. When he said "I believe with all my heart in the Monroe Doctrine," there was a wild burst of applause and nods of confirmation and approval. Little outbreaks of cheering followed every sentence that bore thus intimately on the relations and interdependencies of the nations of the Western Hemisphere.

At the conclusion of the Vice-President's address, Senator Henry Cabot Lodge followed with an interesting address having special reference to the maintenance of the Monroe Doctrine.

Then followed a poem by Frederick Almy, after which Lieutenant-Governor Woodruff made the closing address. He spoke for New York State, extending in its name a welcome to the participants in its Exposition.

It is fair to say that there was a great crowd inside the Exposition grounds and yet the grounds were not crowded. All Buffalo and many of the neighboring towns made it a

holiday. Most of the business houses closed up and gave their employees tickets to the show. All the railroads centering in Buffalo ran special trains and many thousands of out-of-town people passed through the gates. The managers had set their maximum mark at 200,000 for the attendance of the day, but early in the afternoon the enthusiasts were talking of another 50,000. What it really was probably will not be known, and matters little. The great fact is that the Exposition now is formally open and it is worth going to see. The work of the architects and other artists is all in harmony and presents a perfect and symmetrical whole. The work of exposition making is practically finished; an unusual progress has been achieved in the last two weeks. The installation of exhibits yet lacks much of completion, and this month will not see it in its finished state, but it is moving steadily on and each day marks a visible advancement.—*New York Sun*.

### Special Days at Pan American Exposition.

The following special days at the Pan American Exposition have been definitely fixed:

- May 1.—Opening Day.
- May 20.—Dedication Day.
- June 6.—Hotel Men's Day.
- June 12.—Coal Men's Day.
- June 13.—President's Day.
- June 14.—Flag Day. Daughters of American Revolution Day.
- June 18.—Wells College Day.
- June 19.—A. O. U. W. Day.
- June 20.—Connecticut Day.
- June 1.—Rochester Day.
- June 24-29.—Saengerfest Days.
- June 26.—Odd Fellows' Day.
- June 27.—Odd Fellows' Day.
- June 27.—Volks Fest (evening).
- June 28.—Cincinnati Day.
- June 29.—Philadelphia Day.
- July 2.—Wellesley College Day.
- July 5.—Liederkrantz Day.
- July 10.—Maryland Day.
- July 11.—Commercial Travelers' Day.
- July 16.—Chautauqua Day.
- July 18.—Ohio Day.
- July 23.—C. M. B. A. Day.
- July 24.—Knights of Columbus Day. Utah Day.
- July 25.—Scandinavian Day. Porto Rico Day.
- Aug. 1.—Mystic Shriners' Day.
- Aug. 10.—Missouri Day.
- Aug. 14.—Virginia Day.
- Aug. 15.—Red Men's Day.
- Aug. 21.—Louisiana Day.
- Aug. 21.—Electrical Day.
- Aug. 26.—Municipal Day.
- Sept. 3.—District of Columbia Day.
- Sept. 6.—National Association of Stationary Engineers.
- Sept. 9.—Spanish-American War Veterans' Day.
- Sept. 10.—Rhode Island Day.
- Sept. 12.—Polish Day.
- Sept. 16.—Mexican Day.
- Sept. 17.—G. A. R. Day.
- Sept. 19.—Welsh Day.
- Sept. 20.—St. Catharine's Day.
- Sept. 25.—Oregon Day.
- Oct. 8.—Brooklyn Day.
- Oct. 9.—New York Federation of Women's Clubs.
- Oct. 10.—National Grange Day.

"Well, Jimmie, do you want gran'pa, and pa and ma, and Aunt Carrie to take you to the circus?"

"No, pa; I'd rather go 'th Tommy Dobbs."—*Ex.*

### Commercial Education.

Not long ago the *Commercial* called attention to the growing necessity of a commercial education for the boys and the young men who must conduct the expanded and the expanding business of this country in the next generation. The old order is changing, changing rapidly, and yielding place to the new. The "business college," as it has been understood in the United States during the past forty or fifty years, will still continue to be an important factor in turning out clerks and accountants who are proficient in penmanship, arithmetic, bookkeeping, correspondence, banking details, shorthand and typewriting, but the commercial college must graduate business thinkers—not merely counting-room workers.

Boys must be bred to business. They must at the outset be able to speak fluently and to write correctly not only the English language, but the French, German, Spanish and Italian; and back of these there must be a groundwork of Latin at least—perhaps Greek as well—in order that they may be fully equipped for the fierce international competition that is bound to mark the trade of the next twenty-five or fifty years, and in which a knowledge of the modern languages will be a prime essential. History, algebra, geometry, commercial arithmetic, elementary physics, chemistry, botany, zoology, physical geography, commercial geography, economics and business technique must also be taught; and commercial law, ethics, political government, legislation as it is related to industries, natural science, commercial chemistry and finance should also be included in the business curriculum. The business man of the next generation must be, perforce, an educated man, and the boy who starts in at fourteen or fifteen years of age to equip himself for a business career on the higher plane can hardly lay the foundations of it properly short of a seven or eight years' training.

In some of our cities the high schools are already providing the bases of a technical education in what are known as the "commercial courses," but these do not go far enough. In a few of the American colleges courses in economics, finance and elementary diplomacy are open among the "electives"—but even these do not round up the full requirements of what must eventually be understood as a business education. Speaking on this subject, the *Boston Herald* says:

There still remains to be formulated a complete system of commercial education upon which pupils can enter at the age of 14 or 15 years (the high school entrance age) and pursue systematically for seven or eight years, and which shall give them breadth of training as well as specialization. That such a system will be in active general operation before the close of the present decade, no one can doubt who has witnessed the strong current which has been tending in this direction during the past five years.

One great drawback to its more rapid accomplishment is the lack of suitable text-books. In almost none of the broader lines of study do satisfactory books exist at the present time, and since the best text-books are the product of experience acquired in teaching, it will be necessary to wait for them until practice has shown what is needed.

That the American people will take up with this new educational movement with its wonted enthusiasm is a foregone conclusion, for its practical importance is self-evident.

Such a system cannot be formulated in a day or a decade even—but it is already in process of active and rapid development. This is noted in the shaping of the elementary courses in our best private schools for boys, in the partial provision of college "electives" looking to the same end and in the establishment of commercial "schools" as constituent parts of our American universities upon the same plane of dignity and efficiency that marks their law, medical and theological schools.

In its broadest and best sense the spirit of "commercialism" is moving the American people to great achievements. The next generation will have more technically educated business men—perhaps not so many lawyers and doctors, comparatively, as the present.—*New York Commercial*.

### A Little History.


A writer in a recent number of *Pearson's Magazine*, speaking of the cultivation of rice, silk and indigo in this country, says that the culture of silk has been attempted several times in Carolina. The first Huguenots brought over silkworm eggs that hatched on the voyage, so that the worms perished for want of food. Sir Nathaniel Johnson, however, at his plantation, Silk Hope, was more successful in 1699. While he was governor, a few years later he realized several hundred pounds a year from this industry. But the eggs frequently hatched before the mulberry supplied food, and the experiment failed finally. The cultivation of rice was more successful. Accounts differ as to its introduction. The most interesting is that while Thomas Smith was governor, 1693, a ship captain from Madagascar gave him a bag of rough rice, which he distributed among his friends. The experiment was so successful that to-day rice is one of the staple crops of South Carolina. Indigo had been introduced, but its culture had failed, although wild indigo grew abundantly. A second experiment was made about 1741, by Miss Eliza Lucas, daughter of the governor of Antigua, who was in Carolina on her father's place.


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MONTREAL,

CLEVELAND,  
BOSTON,  
TORONTO,

SAN FRANCISCO,  
KANSAS CITY.

Write 31 Michigan Street, Cleveland for the  
 "B-13" illustrated booklet on our Paints and Methods.

### Specialization One Secret of American Success.

The goal toward which all successful manufacturers work is the maximum of units of product at the minimum of cost per unit. This is attained, in part, by large plants and improved machinery, and, in part, by specialization—concentration upon a single specialty.

For example, in a great shop at Mulhouse, in Alsace, employing 5,000 men, I saw water works and blowing engines, locomotives and other heavy machinery, along with cotton spinning machinery and the lightest articles made in iron. The same range of manufacturing would, in the United States, call for half a dozen separate plants, each concentrating effort on a single product, and selling it at figures for which the Alsatian works could not dream of making it. In Great Britain, to use another illustration, an agricultural implement works makes road engines, threshers, mowers and reapers, cultivators, and a variety of small farm tools. But when they put any one of their machines into the field, they meet a Chicago made article which is laid down on the spot at a less price than that for which the British firm can hope to simply produce it. The Chicago manufacturer builds a vast works to make nothing but mowers and binders. One concern employs thousands of men on threshing machines and road engines to haul them, while still other large factories make the cultivators, drills, etc. Machines turned out by tens of thousands, instead of thousands, can be made in greater perfection and at materially lower cost, even if all other factors are uniform. But if cheaper raw materials, more efficient labor, better management, and more up-to-date works be added, the transatlantic competitor of America is, indeed, facing a difficult proposition.—ARTHUR BROWN, in *Cassier's Magazine* for March.

### Hardware Club of New York.

At a meeting of the Board of Governors of the Hardware Club of New York, held on May 20, the following gentlemen were unanimously elected to membership in the club:

George E. Barton, 3 Park Place, New York.  
 D. J. Carroll, 393 Pearl Street, New York.  
 Thomas B. Clatworthy, 93 Chambers Street, New York.  
 Safford K. Colby, Pittsburgh Reduction Co., New York.  
 Henry Gleason, 258 Broadway, New York.  
 T. H. Gossett, Peck, Stow & Wilcox Co., New York.  
 Howard S. Hart, Hart & Cooley Mfg. Co., New Britain, Conn.  
 Barton E. Kingman, 60 Worth Street, New York.  
 D. H. McConnell, 126 Chambers Street, New York.  
 E. Bertram Pike, Pike Mfg. Co., Pike Station, N. H.  
 James H. Ritter, Biddle Hardware Co., Philadelphia.  
 George S. Terry, 277 Broadway, New York.  
 John Adams Thayer, 17 West Thirteenth Street, New York.  
 Morris S. Thompson, 256 Broadway, New York.  
 Walter L. Tyler, 220 Broadway, New York.  
 T. S. Van Volkenburgh, 62 Worth Street, New York.  
 Alfred Weed, Nicholson File Co., Providence, R. I.  
 Frank F. Weston, 99 Chambers Street, New York.  
 William T. Woodruff, Thomaston, Conn.

### Chances For Young Men.

The chances for young men in the United States were never better, says J. Sterling Morton in his weekly paper, *The Conservative*. All the aged men, all the men in middle life, will soon be marched to their final and everlasting bivouac, and their places occupied by the now young men. Brains, integrity and ambitious industry will put the poorest boy in the land at the head of professional, commercial or financial life as against the intellectual and moral imbecile begotten in wealth.



## RECENT TRADE PUBLICATIONS.

W. H. COMPTON SHEAR Co., Newark, N. J., for whom Underhill, Clinch & Co., 94 Chambers Street, New York, are the sole export agents, issue a very attractive pamphlet catalogue of 24 pages, covering a line of Shears, Scissors, Tinners' Snips, etc., manufactured by them under the trade-mark of "Reliable." The line manufactured covers all the popular styles and sizes necessary to form a complete assortment, including everything from Tailors' Shears of all the various styles and sizes to Barbers' Shears, Tinners' Snips, Dental Snips, etc., and including in the contents the usual line of japanned and nickel-plated straight and bent trimmers adapted for either right or left-hand use, together with Bankers' or Paper Shears. They also manufacture a full and complete line of Pocket, Embroidery and other Scissors for ladies' use, in which line of goods are included Buttonhole, Manicure and Nail Scissors, together with Tailors' Points. The company are the manufacturers of the improved Ball Bearing Shears, which are claimed to be something entirely new, possessing the principle of the frictionless ball bearing mechanically applied to a practical cutting tool, and the use of which obviates the spring or "give" which frequently causes so much dissatisfaction in corresponding goods, referred to as the "chewing" or "doubling up" of material on the points. This would seem to be an article worthy of the closest investigation, being something radically different from the conventional shear which the trade is accustomed to sell.

PARRY MFG. Co., Indianapolis, Ind. Supplementary catalogue of a line of Surreys, Stanhopes and Phaetons, together with Spring Buggies and fancy Road Wagons, which they have added to their assortment since the publication of their previous catalogue. This only represents a few additional pages, and as they themselves suggest on the title page, it would be advisable for the trade handling goods of this description to write for a complete catalogue of 1901, which gives their entire line with full descriptions, showing the goods in great variety.

P. J. CONROY, 75th and Island Road, Philadelphia, Pa. 1901 catalogue of the "Conroy" Automatic Refrigerator Door Fasteners and Locks, Hinges and Refrigerator Trimmings. This well-known concern has manufactured these goods for a number of years, and this catalogue, although limited in dimensions, covers the line in good shape, showing the Fasteners in various styles, as well as a line of ornamental Bronze Refrigerator Hardware sold in connection therewith. Included in its contents are to be found Refrigerator and Cooler Faucets, Ideal Ice-House Levers, cast brass Refrigerator Door Hinges in several varieties, cast brass plain Hinges in several shapes, together with brass Door and Drawer Pulls.

STATE LINE MFG. Co., Chattanooga, Tenn. Envelope size catalogue of 20 pages, showing by the aid of good illustrations the line of Acetylene Gas Burners in a variety of sizes and kinds that are manufactured by this company under D. M. Steward's patents, which are claimed to meet all the requirements and existing conditions for the proper illumination by the aid of calcium carbide, the construction forming a radical departure from all precedent in burner making, working on new and original lines. The burner is claimed to be one that has proven commercially successful, and on account of its originality has attracted widespread attention, yielding, it is claimed, a remarkably high degree of candle power when compared with similar appliances now on the market. The catalogue shows all the various forms in which

a burner of this description needs to be made, from a single flame to a size that is increased in intensity by three or four flames. The assortment includes also one adapted for an Argand burner, giving a round flame and in intensely white light. This will be found a very instructive little pamphlet by those interested in the introduction of acetylene gas for domestic or other purposes.

KINNEAR MFG. Co., Columbus, Ohio. Oblong catalogue of 56 pages, 11x8 inches, embracing in its contents a full description of the Kinnear Steel Rolling Doors and Shutters, which has been a noted specialty of this well-known company for a number of years. This is one of the most thoroughly up-to-date catalogues exploiting goods of this description that has come to our notice. Illustrations are given of the different buildings of every description for which a feature of this kind would be of importance. The illustrations include a view of the Boston Elevated Railroad Co.'s premises; also the Worcester Consolidated Street Railway Co., in which is shown what is claimed to be the largest door of its kind ever constructed, covering as it does an opening of 35 feet 6 inches wide by 20 feet high, the door operating with the greatest possible ease, notwithstanding the weight when ready for installation was approximately 7,000 pounds, but was equally balanced at any position. This class of work is peculiar to this company, their facilities for manufacturing and the construction thereof being unequaled, and covering so many possible requirements. An illustration is given of the ocean pier of the Pennsylvania Railroad Co., at New York; the freight station of the Baltimore & Ohio Railroad Co., at Baltimore; the Baldwin Locomotive Works, Philadelphia; car-house of the Chicago Union Traction Co., and a large number of other structures in which these rolling doors and shutters form important adjuncts. In the present age of steel construction it would seem as though a book of this description would be a very desirable one for the Hardwareman and architect to be familiar with. It certainly has had a great deal of attention given to its compilation and expense in its publishing.

SIMMONS HARDWARE Co., St. Louis, Mo. Catalogue No. 392 of Bicycles and Bicycle Sundries. This is a pamphlet catalogue of 200 pages covering all the possible varieties of Bicycle Sundries, commencing with Crank Hangers, Crank Hanger Bearings, Head Cups and Cones, Hubs, etc., all the way through the entire line, concluding with a number of such desirable goods as could be included in the sales of a bicycle dealer, such as Pliers, Cutting Nippers, etc. This is a catalogue evidently gotten up to facilitate the perfect mail-order system carried on by this well known company, and in connection with their distribution of bicycles, which is claimed to be the largest in the United States of any jobbing house, a catalogue of this description will be found exceedingly useful.

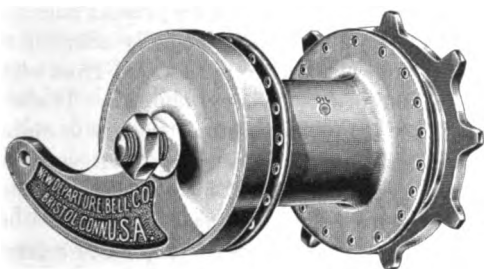
E. W. BLISS Co., Brooklyn, N. Y. Twenty-four page pamphlet catalogue, printed on coated paper and handsomely illustrated, a feature of the catalogues issued by this old-established company, who are noted for turning out catalogues worthy of preservation. The one under review gives an illustration of the extensive works now occupied by this company, and shows on its pages the variety of "Stiles" Power Punching Presses, of which full descriptions are given as to the advantages to be obtained in their use, the admirable features that are noted in connection therewith, together with a number of other articles in the line of heavy presses worthy of the consideration of those handling this description of goods.

## NEW GOODS AND SPECIALTIES.

### The New Departure Coaster Brake.

The illustrations accompanying show the latest model of the New Departure Coaster Brake. The new construction embodies all the principles of the older patterns, but the arrangement of parts and application of mechanical principles have been revised on lines suggested by the practical results obtained by experience in manufacture and use.

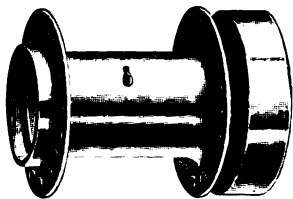
The new form can be taken apart and put together by any one, without the aid of tools and requiring scarcely more time than with the ordinary solid hub. No attention is required, beyond oiling, and both coasting and driving bearings are adjusted by the cone at sprocket side.



EXTERIOR VIEW.

This illustration shows the hub fully assembled ready for lacing into wheel of bicycle. It will be noted that the general outline is symmetrical and when laced into wheel the design is particularly pleasing, there being nothing in its appearance to indicate a change from the ordinary hub, except the brake on left hand side.

The illustrations of parts show the extreme simplicity and strength.



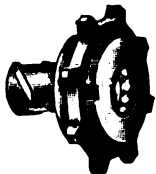
THE HUB BARREL

is provided with a ball cup in each end and a brake drum, all formed in one solid piece of steel. There are no parts to be screwed in, all slipping together by hand and securely fastened by the small adjusting cone shown on axle.



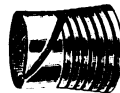
THE AXLE

is of the usual construction used with solid hubs. Simply a straight rod with screw threads at each end.



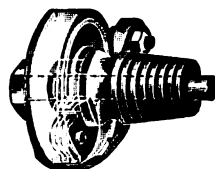
THE SPROCKET AND DRIVER.

The part to which sprocket is attached projects within the hub and operates the clutching device. When coasting and holding the feet stationary, this part through its engagement with the part shown below, clutches the brake and a slight backward movement expands the brake ring into drum of hub and retards the wheel in exact proportion to the backward pressure exerted.



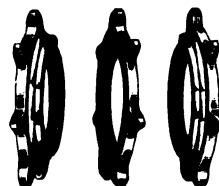
THE CLUTCH

in operation with part shown above is provided with an internal clutching surface which engages with the brake shown below upon a backward movement of the pedals, upon forward movement the outer clutching surface engages the hub barrel and propels the wheel.



THE BRAKE AND ITS ACTUATOR

is operated by the clutch shown above. The brake is composed of a split steel ring which is expanded into frictional contact with the brake drum shown on hub barrel. The parts are hardened steel and of a strength rendering them practically indestructible. No fibre, leather or any material softer than steel is used.

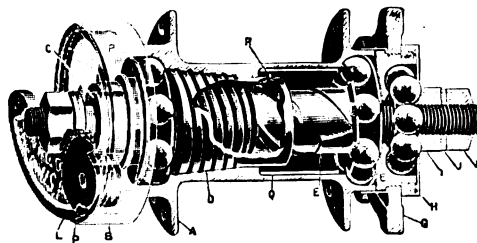


DETACHABLE SPROCKETS

provide for the fitting of hub with any size, thickness or pitch of sprocket and also allows for  $1\frac{1}{2}$ ,  $1\frac{5}{8}$  or  $1\frac{3}{4}$ " chain line, all on the same hub.

In the illustration above the No. 2 sprocket in center provides for  $1\frac{5}{8}$ " chain line. The No. 1 for  $1\frac{1}{2}$ " chain line and the number 3 which is the No. 1 reversed, for  $1\frac{3}{4}$ " chain line.

It will be observed that the dealer provides for all possible requirements by keeping in stock an assortment of sprockets which can be returned at any time at full price, or exchanged, and a comparatively small number of hubs.



SECTIONAL VIEW

The part E which is rigidly connected to sprocket G, is connected by spiral keys with the clutch sleeve D. The forward motion of sprocket clutches the hub, the backward motion the brake. The balls are  $\frac{3}{8}$ " in size and all are mounted in containers to facilitate handling. All bearings are absolutely free and all are adjusted by cone I.

They are guaranteed by the makers for one year and all repairs will be made free of charge.

Patents have been taken out in all of the principal countries.

The New Departure Bell Co., Bristol, Conn., and P. & F. Corbin, of New Britain, Conn., are the makers.

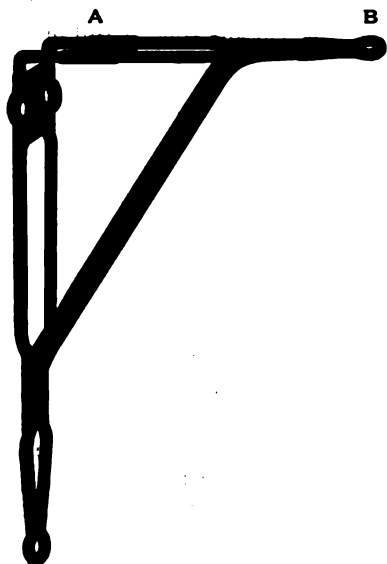
### Bradley Steel Shelf Bracket.

Atlas Mfg. Co., New Haven, Conn., who are the manufacturers of the Bradley Steel Wire Shelf Bracket now so popular with the trade, are not content to consider their bracket so perfect that no improvement will be entertained. We present herewith illustrations which show that after having been steadily working to improve these goods for the past six or seven years, in response to the suggestions of the trade, they have made three distinct changes in the bracket since it was first brought out. The first was the changing of the screw holes which were originally placed one over the other and not side by side as at present. When it was discovered that the original position brought the screw holes in line with the grain of the wood, producing a result quite frequently that the wood split when the screws were driven in, the matter was at once attended to, and the change was made which is embodied in their present construction. This added considerable to the factory cost of the bracket as it was necessary to make the several offsets in the wire by new and improved machinery, but the improvement was too evident, and was immediately attended to upon attention being called to this defect. This was followed by the change in the size of the wire used in the bracket, some dealers having deemed it somewhat too light to be of the general utility that it is at present. The change of the gauge involved making new sets of dies all through, but with the desire to produce a bracket that would stand any adverse criticism when compared with similar brackets, actuated the manufacturers in making this improvement at once. It was later pointed out that occasionally the lock which they were using for fastening the ends of the wire together, failed to grip them securely, and the inventive ability of the manufacturers was brought to the test, and very recently they have devised a new method of locking the wires which gives a result that produces as perfect a bracket as it is possible to make.

As first made the ends of the wire were brought together under the metal clasp near the angle on top. In a few instances, when subjected to severe strain, the lock did not hold and the wires pulled apart. This lock was made thus:



As now made the wires are brought together at the extreme end on top of the bracket. This secures *two solid wires* through the whole length of the bracket, eliminating entirely the only difficulty that has ever shown itself. Considerably



PAT. APR. 5, 1899.  
NOV. 8, 1899.  
APR. 4, 1900.

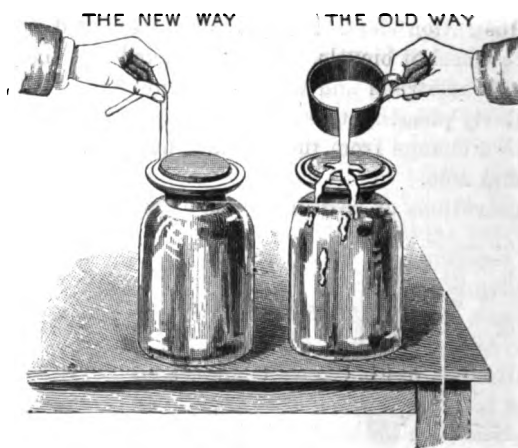
BRADLEY STEEL BRACKET.

heavier wire is used than formerly and the strength of bracket is ample. The "best types" of flat steel all have the

folded brace; that is U shaped in cross section. The manufacturers claim that a brace consisting of a simple piece of flat steel, though corrugated, has very little lateral resistance, and frequently "buckles" under a relatively light load, even though the wall plates are amply strong. We are glad to call attention to these several features constituting as they do improvements in every respect, because when an article of this universal utility is sold largely to the trade, and criticism is made of the character above referred to, it is too often the case that the manufacturer lets the product be distributed without the desire to make such improvements as would place it beyond competition. With the Atlas Mfg. Co. it is very evident this is not the case, and they state they will never fail to improve their goods in any particular when their attention is once brought to the desirability of doing so.

### Improved Self-Melting Wax Strings.

C. C. Fouts, Middletown, Ohio, has been made the sole agent for the United States and Canada for the Improved Self-Melting Wax Strings, the utility of which may be judged from the engravings which we present herewith. The strings are referred to as being especially adapted to use on fruit cans and jars whether manufactured from stone, glass or tin, and are claimed to be very adhesive. If the instructions are followed in regard to their use, it is claimed that no failure will ever result in keeping fruit successfully in this manner. Fruit prepared by the use of these Wax Strings has been successfully shipped in glass jars over 2,000 miles. Among the many points of excellence referred to by the manufacturer may be enumerated that the strings are



economical, reliable, durable, convenient and non-poisonous; that once sealed tight the cans will remain in that condition for years; that the strings will not come loose from the heat or cold, and will stand freezing; that contraction or expansion has no effect upon them, and there is no trouble at any time in opening a can or jar sealed by this improved method. These goods are put up in pasteboard packages, containing 100 strings, ten packages forming a carton, and five cartons in a case. They are made in three sizes: 8-inch strings for glass jars; 12-inch strings for tin cans and 14-inch strings for large jars. It would seem that there was sufficient merit underlying a specialty of such universal application to warrant its being kept by every Hardware store, especially those handling fruit jars or cans.

### "Dandy" Sink Cleaner.

John W. Sudlow, 986 Halsey Street, Brooklyn, N. Y., is the manufacturer of the "Dandy" Sink Cleaner, which has been before the Hardware trade for several years and achieved a popularity for an article of this description that commends it to the stock of all Hardware dealers handling house-furnishing goods, it being a well-known fact that housekeepers generally realize the importance of having an article of this description close at hand, in order to keep their kitchens in



a condition of cleanliness that makes their arduous labors a domestic pleasure. But few specialties seemed to meet all the requirements until the advent of the "Dandy" Sink



"DANDY" SINK CLEANER.

Cleaner. This is constructed of sheet steel, handsomely tinned to prevent rust, and then gold lacquered in order to make it an attractive specialty. The clever adjustment that enables the shovel to be used independently of the cleaner is shown in the illustration herewith, as everything in the way of refuse can be readily removed from the sink and the adjustable cleaner leave it after the operation in a thoroughly clean condition. As it is designed by the manufacturer that it may be marketed at a moderate price, it is easy to account for the popularity it has gained, which we are assured by the manufacturer, increases with each returning season.

#### Krauter's Improved Belt Punch.

Tower & Lyon, 95 Chambers Street, New York, in addition to the large number of labor-saving devices and other specialties which they control, and with the merits of which the trade are thoroughly familiar, have recently added to their line of "Krauter's" Fine Tools, an ingeniously constructed and extremely powerful Belt Punch, which will be known to the trade as No. 211. The mechanical excellence of this desirable article may be understood when the statement is made that it is so strongly constructed that a hole may be punched through the thickest leather belt with no greater



IMPROVED BELT PUNCH.

expenditure of force than the user may easily supply by one hand. It is provided with a good long reach in order that it may be placed far enough in on the belt to meet every possible condition regarding its use. It is extremely simple in its construction, formed of but few pieces, and possesses nothing complicated that would be liable to get out of order. Nothing but the best material has been used in the manufacture of this tool, the manufacturers realizing that for the purposes to which it is applied, great care and consideration should be devoted to its manufacture in order to make it as perfect as possible.

Kitty—You know that nice, middle-aged Mr. Smith that Clara was so crazy about?

Nancy—Yes; what of him?

Kitty—Well, now that their engagement is broken, she speaks of him as "Old Man Smith."—*Indianapolis Journal*.

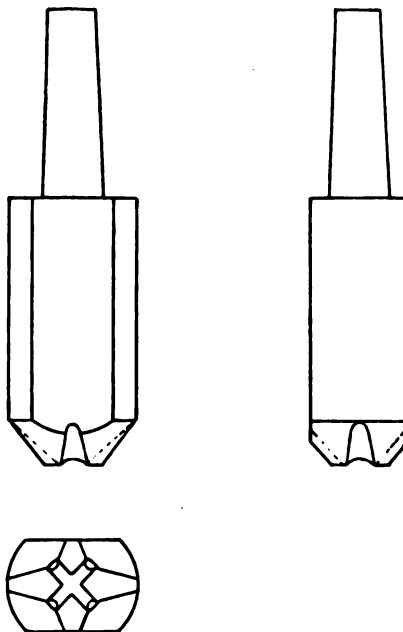
**PATENTS** Preliminary Consultation Free.  
**HENRY J. MILLER,**  
55 Equitable Building, BOSTON.

#### New Riveting Machine.

The accompanying illustration shows a remodeled riveting machine, built by the F. B. Shuster Co., of New Haven, Conn., and is known as the Shuster model.

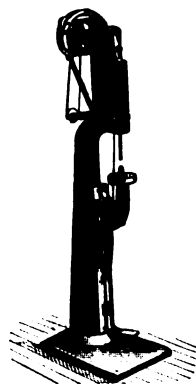
Riveting machines of the Adt model have been built by this company for a long period of years, and this new machine represents the results of long experience in the capability and durability of the elastic rotary blow type of riveter.

One feature immediately noticeable over the old type of machine is the direct and central application of power to the oscillating cylinder containing the hammer rods and compression springs. The cylinder being entirely enclosed by metal forming a large guiding surface moves very freely, and with the combination of the direct drive enables the speed of the machine to be increased materially. The increase of speed varies from 20 per cent. to 35 per cent. in the different sizes of Riveters over the old type of machine. This statement means that a corresponding increase in the num-



ber of blows per minute are obtained, and therefore the time required for heading a rivet is reduced, resulting in an increased output of the machine.

Another important feature which greatly improves the quality of the work done on the machine is the positive rotary motion given to the hammer rod through the medium of a worm and gear. This feature is also embodied in the lower revolving fixture, which is fastened to the circular table, when it is desired to head both ends of a rivet at the same time. The action of the riveting hammer when revolved by this method is to create a regularly applied "breaking down" action, which causes the rivet to spread evenly on all sides, thereby forming an even shaped head on the



rivet. From the small illustration an idea may be gained of the shape of the hammer forming and how the cross-shaped point,

while the hammer is being rotated at the same time, as striking the blow covers in regular rotation every point of the head being formed.

The Riveters of all sizes are built with the long face in front, and are fitted with the circular table as shown in the illustration, or with the flat, vertical faced anvil that was formerly furnished with the style "B" machine of the Adt model. This arrangement enables a purchaser to have a single machine, and with the two styles of tables to handle all variations of work. A uniform equipment of machines can be thus obtained.

The new Riveters are built in the same range of sizes as the old type of machine, viz.: 1-16 inch,  $\frac{1}{8}$  inch, 3-16 inch,  $\frac{1}{4}$  inch,  $\frac{3}{8}$  inch and  $\frac{1}{2}$  inch, with the addition of  $\frac{5}{8}$  inch and  $\frac{3}{4}$  inch sizes. They are essentially a manufacturer's machine, and are desirable in all lines of manufacturing where rivets are used.

Any inquiry or information desired in regard to the new type of Riveting machines will be cheerfully answered by the builders.

#### Fox Machine Co.'s Pan American Exhibit.

Fox Machine Co., Grand Rapids, Mich., have an excellent exhibit of their Wood and Iron Working Machinery, and also of their Steel Sash Pulleys at the Pan American Exposition, in Machinery Building, Block 38. As they are the original manufacturers of Steel Sash Pulleys, the exhibition they make of this perfect product is an object lesson well worthy of giving some consideration to by the visitor who desires to keep well informed of the improved condition of so useful a specialty as the Sash Pulley. As they have an Exposition staff on hand to show the visitor the great improvement already existing in the wood and iron working machinery before mentioned, they will also be pleased to show any of the particular features of excellence of the four styles of these Steel Sash Pulleys, which will include their new No. 10 now on the eve of production, and which we hope to give illustrations of in an early number.

#### An Ohio Trolley Ride.

Branching east along Euclid Avenue and extending twenty miles or so from Cleveland, lies one of the most interesting electric routes of Northern Ohio. It is a most delightful and picturesque ride and passes through the attractive and busy village of Willoughby. So fascinating here are the pictures of village life and its varied scenes of home so content that one is indeed surprised at the activity of so large a manufacturing plant as that of the Willoughby Fork & Mfg. Co., which turns out each day hundreds of highly finished Forks of every conceivable size and shape and for every purpose demanded by the trade.

This Fork factory is the pride of the town and its recently acquired success among the Hardware people of all countries has demonstrated the efficiency of its management and the liberality of its financial supporters. Its officers and directors are men well trained in the steel and iron trade; Thos. H. Jopling, the President, having been fairly raised in this branch of manufacturing, has shown his practical knowledge to a marked degree, while R. M. Bond, the Secretary and Treasurer, has been favored with a most liberal yet systematic training. The Superintendent, C. D. Lansing, has for years had that minute and skillful application that marks his products with the thorough touch of a true and modern mechanic. All their skilled workmen in each particular line have been brought from the factories showing a marked degree of perfection in the points for which that mechanic was employed. Every man employed shows an interest in his work above the ordinary, and the spirit which permeates the entire plant is one of co-operation. The realization of all the employed that the company is entirely independent of any trust or combination, instills within them the possibility of having a just pride

and personality in every Fork they help to make. Under these conditions it is but a natural sequence that the market is supplied with a tool that is the perfection of the twentieth century, and so varied in its styles and sizes that any Fork user can easily be satisfied. Their advertisement on page modestly sets forth their claims for an early inspection of their goods.

#### PATENTS.

The following list of Patents, Trade Marks and Designs of interest to our patrons are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

#### Patents Issued May 14th, 1901.

- 673,876. CURRYCOMB, Edward G. Kubler, Wurzburg, Germany.
- 673,897. SELF-CLOSING FAUCET, David M. Bredin, Pictou, Canada.
- 673,907. PORTABLE CLOTHES-LINE REEL, Andrew P. Johnson, Minneapolis, Minn.
- 673,932. MEAT-SLICER, Peter S. Transue, Delaware Water Gap, Pa.
- 673,933. SHARPENER FOR SCISSORS OR KNIVES, Chas. C. Wallace, Delhi, N. Y.
- 673,969. TRUSSED LADDER, Wm. J. Rutledge, Otisville, Mich.
- 674,004. VALVE FOR FLUSHING TANKS, Oscar R. Hess, Cincinnati, O.
- 674,038. CURRYCOMB, Charles H. Obey, Galena, Ill., assignor of five-eighths to R. J. Edwards, same place.
- 674,088. BOLT-CUTTER AND NUT-SPLITTER, Abijah Hoak, Sterling, Ill., assignor of one-half to Wm. B. Carolus, same place.
- 298,738. VALVE MECHANISM, David T. Ellis, Bridgeport, Conn., assignor of one-half to the Belknap Mfg. Co., same place.
- 298,745. APPLE PARER, CORER AND SLICER, Wm. H. Griscom, Reading, Pa.
- 298,750. HYDRAULIC COCK OR FILTERING-FAUCET, Albert Hollowell, Lowell, Mass.
- 298,765. COMBINED CANT-HOOK AND LIFTING-JACK, Obed H. Mitchell, Springfield, Mo.
- 298,777. BENCH VISE, Calvin Riggs, Worcester, Mass.
- 298,786. AUGER, Henry L. Shaler, Deep River, Conn.
- 298,787. PNEUMATIC DOOR-CHECK, John A. Sherman, Boston, Mass.
- 298,788. PNEUMATIC DOOR-CHECK, John A. Sherman, Boston, Mass.
- 298,791. BUILDERS' SCAFFOLDING, Daniel W. Spooner, Minneapolis, Minn.
- 298,820. SAW-JOINTER, Barnard S. Bozard, Brooklyn, N. Y.
- 298,829. TABLE-KNIFE, Arthur W. Cox, Newark, N. J.
- 298,839. LATCH, George Fowler, Philmont, N. Y.
- 298,892. INSERTIBLE SAW-TOOTH, Wm. B. Risdon, Trenton, N. J., assignor to the Amer. Saw Co., same place.
- 298,914. STAY-ROLLER FOR SLIDING DOORS, Le Grand Terry, Horseheads, N. Y.
- 298,995. CLAMP FOR FRAME-SAWS, Andrew McNiece, Newark, N. J., assignor of one-half to Rowland Hilton, same place.
- 299,076. COMBINED STREET AND LAWN SPRINKLER, Joseph Jungbluth, Erie, Pa.

The fire loss of the United States and Canada, as compiled by the New York *Journal of Commerce*, shows a total of \$11,352,800, as compared with \$15,036,250 in March of this year, and \$25,727,000 in April, 1900. The total loss for the first four months of 1901 amounts to \$56,956,000, as against \$66,258,500 in the corresponding period of last year. The Jacksonville disaster will, however, about equalize the difference in favor of this year.

## REVIEW OF THE MARKETS.

**Wire Nails:** Nothing specially new in the condition of the Wire Nail market. The mills are gradually catching up on specifications that have been somewhat delayed and dates of delivery are more frequently given. An unusually good demand is still the feature of the business done, the stocks throughout the country being anything but excessive. The market continues firm at former quotations, which are as follows: f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in ten days:

To jobbers in carload lots.....	\$2.30
"    less than carload lots.....	2.35
To retailers in carload lots.....	2.40
"    less than carload lots.....	2.50

**New York prices** are steady at quotations that we give below. The demand continues a steady one without a great amount of eagerness being manifested. Quotations are as follows:

To retailers, carload lots on dock.....	\$2.53
Small lots at store.....	2.60

**Cut Nails:** The current demand for this staple line is in excellent condition. Occasionally some irregular quotations are heard of in which the differences between the quotations for carload lots and smaller quantities are not so rigid, and a slight concession is frequently heard of. The following prices represent the market f. o. b. Pittsburgh, plus the actual freight to point of destination, terms 60 days, or 2 per cent. discount for cash in ten days:

In less than carload lots.....	2.10
Carload lots.....	2.05 to 2.10

**New York prices** indicate no weakness in the market to any great extent except the conditions referred to above in regard to less difference being charged according to the quantities desired. The following quotations represent the market:

To jobbers in carload lots on dock.....	\$2.15
"    less than carload lots on dock.....	2.20
Small lots from store.....	\$2.25 to 2.30

**Barb Wire:** There is still a good demand for Barb Wire from nearly all parts of the country, but the larger orders that have been in the hands of the mills are nearing completion, and supplementary orders do not show up in very large quantity. The mills are still running full time, having enough orders ahead to prevent any surplus stock accumulating. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. discount for cash in ten days:

To jobbers in carload lots, Painted.....	\$2.60
"    Galvanized.....	2.90
"    less than carload lots, Painted.....	2.65
"    Galvanized.....	2.95
To retailers in carload lots, Painted.....	2.70
"    Galvanized.....	3.00
"    less than carload lots, Painted.....	2.85
"    Galvanized.....	3.10

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** There is a much more decided demand for plain wire, the orders for which being more frequent. Complaint is made in all sections of the inability of the mills to deliver promptly, notwithstanding the fact they are running to their fullest capacity, but the continued demand gives no signs of abatement. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. for cash in ten days:

	Base sizes.	
	Plain.	Galv.
To jobbers in carload lots.....	\$2.25	\$2.65
"    less than carload lots.....	2.30	2.70
To retailers in carload lots.....	2.35	2.75
"    less than carload lots.....	2.45	2.85

The above prices are for the base numbers, 6 to 9. The

other numbers of Plain and Galvanized Wire take the advances indicated in the following table:

Plain Fence Wire Advances (Catch Weights).		
Nos.	Base.	Galvanized.
6 to 9.....	Base.....	\$0.40 extra.
10.....	\$0.05 advance over base.....	.40 "
11.....	.10 " " " " " " " " " " " "	.40 "
12 and 12½.....	.15 " " " " " " " " " " " "	.40 "
13.....	.20 " " " " " " " " " " " "	.40 "
14.....	.25 " " " " " " " " " " " "	.40 "
15.....	.30 " " " " " " " " " " " "	.40 "
16.....	.35 " " " " " " " " " " " "	.40 "
17.....	.40 " " " " " " " " " " " "	.40 "
18.....	.45 " " " " " " " " " " " "	.40 "

For even weight bundles, 50 pounds and over, 5 cents per bundle advance on above.

**Plumbers' Brass Goods:** Landers, Frary & Clark, New Britain, Conn., notify the trade under date of May 11th, that all quotations on Plumbers' Brass Faucets, Water Cooler and Can Cocks are withdrawn. New prices will be furnished on applications.

**Alaska Cold Handle Hardware:** Troy Nickel Works, Albany, N. Y., under date of May 18th, give notice of the withdrawal of all former quotations on all goods manufactured by them, to take effect on above date, the statement being made that prices will be advanced.

**Trace Chains:** Standard Chain Co., Pittsburgh, Pa., issue a revised list on Trace Chains, in which the various standards are simplified in order to secure a greater degree of uniformity as between English sizes and what has been known as the Western standard. On Trace Chains both long and half traces the American sizes have been abrogated, which is a desirable change. We give the present Standard list herewith:

List May 1, 1901.		
English size.	Long Traces.—Bright or Black.—Straight Links.	
6½ feet, 8, 3.....	Per pair.....	\$1.07
6½ feet, 10, 3.....	Per pair.....	1.10
6½ feet, 12, 3.....	Per pair.....	1.40
6½ feet, 14, 3.....	Per pair.....	1.70
6½ feet, 16, 3.....	Per pair.....	.90
6½ feet, 8, 2.....	Per pair.....	1.00
6½ feet, 10, 2.....	Per pair.....	1.17
6½ feet, 12, 2.....	Per pair.....	1.36
6½ feet, 14, 2.....	Per pair.....	1.61
6½ feet, 16, 2.....	Per pair.....	2.00
6½ feet, 8, 1.....	Per pair.....	2.50
6½ feet, 10, 1.....	Per pair.....	1.00
6½ feet, 12, 1.....	Per pair.....	1.15
6½ feet, 14, 1.....	Per pair.....	1.31
6½ feet, 16, 1.....	Per pair.....	1.63
6½ feet, 8, 1.....	Per pair.....	1.94
6½ feet, 10, 1.....	Per pair.....	2.33
6½ feet, 12, 1.....	Per pair.....	1.40
6½ feet, 14, 1.....	Per pair.....	1.60
6½ feet, 16, 1.....	Per pair.....	2.00
7 feet, 8, 3.....	Per pair.....	2.10
7 feet, 10, 3.....	Per pair.....	
T Bar, Hooks, or T Hooks, 2 cents net per pair extra. Traces with 5 end links, 3 cents net per pair extra.		
Add 2 cents net per pair for 6 to 12 Twist link.		
Add 4 cents net per pair for 14 to 20 Twist link.		

The quotations on these goods at the present time indicate an advance, the nominal discount being 50 and 10 off.

**Linseed Oil:** Quotations are without change. The Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels.....	62 cents per gallon.
In lots of 5 barrels or more.....	61 cents per gallon.

The five-barrel price applies only to deliveries of that quantity at one time.

Bolled Linseed Oil, 3 cents per gallon higher than Raw.	
Calcutta Oil, 85 cents per gallon.	

### THE PHILADELPHIA TRADE.

May trade has been fully up to the average, and, in fact, ahead, although there is increasing difficulty in getting goods, some lines being four to six weeks behind, while on some others the manufacturers freely confess their inability to supply the demand this season. Even on staple goods the shortage is very great, and in many cases it is impossible to promise prompt shipment.

Prices, under the circumstances, remain remarkably even,



and there have been very few changes of note. The manufacturers generally are pursuing a conservative course, and seem loath to cause fluctuations in prices, although in some lines, they have been obliged to make a small advance to keep pace with the increased cost of material and labor.

It is frequently overlooked how material has been the advance in the price of the last named factor, viz.—labor, which now generally commands an increased rate, while the threatened strike of machinists causes some anxiety as to a still further shortage of goods in the near future.

The outlook for trade, however, continues good, and the market appears likely to hold its own for some time to come, while collections are perhaps better than usual.

BIDDLE HARDWARE CO.

#### THE PITTSBURGH TRADE.

Trade continues good with Hardware jobbers, and May promises to be the record month in amount of sales.

The late opening of Spring weather undoubtedly cut off a large amount of trade, as farmers made old tools answer or did without many they would have bought. Notwithstanding this fact, sales are ahead of the same months of 1900.

We note in trade papers articles on the unsatisfactory profit in Builders' Hardware. This is a matter that should have the attention of the trade. Builders' Hardware is a line requiring expert knowledge, and there are numerous pitfalls where the unwary may make costly mistakes; there are almost always goods returned in unsalable condition after a contract is complete, which must be credited at full rates. It takes time to handle, and there are risks in collection of accounts. When all these matters are considered, the dealer should have 25 per cent. at the least for his margin and then will only make a small net profit.

Competition has cut this margin until much of the business is done at a net loss, and merchants should wake up to the true conditions. In such prosperous years as the present, when there is business for all, would be the time to begin to get a fair return on this class of goods.

LOGAN-GREGG HARDWARE CO.

#### THE CLEVELAND TRADE.

The stock panic came because it was time for it in the minds of the operators of Wall Street. There was no other reason; the investments that were being made were largely legitimate, but Wall Street failed to realize the immense accumulations that the owners wished to invest. The advance in value was perfectly legitimate based upon increased wealth.

A stock paying 6 per cent. dividend is considered a good investment by thousands of people at 150.

A large amount of the purchases up to May 1st were good investments on this basis, and will be wanted before September at the same price. No money panic is possible in our condition. Business is largely done on a cash basis; let a bank be organized with a million dollars capital (a common event) in any of our large cities and five million will be subscribed. If any of the parties to whom the stock is allotted fails to take it others are ready to do so as an investment.

Wall Street operators are surprised at what seemed Western recklessness, but the West will continue to surprise them until they realize the great change that is caused by thousands of borrowers becoming investors and seeking investments.

New York is not the only financial centre, and more and more the influence of the West will be felt. The crops will be moved and railroads be built, financed by Western institutions. The Pacific Coast is rapidly advancing in ability and wealth, and the Central West is ceasing to depend on borrowed capital. The rapidity of the change may well surprise Wall Street and the world; none of us fully realizes its significance.

Trade is still on a high level and collections excellent.

THE LOCKWOOD-TAYLOR HARDWARE CO.



#### THE SAGINAW TRADE.

A wave of prosperity seems to have overrun the United States, and here in Michigan it is still running, and the Hardware business is of such a character and kind that the jobbers and retailers go about with faces expressing satisfaction. As we travel about visiting different localities throughout the State, a close observer cannot help but notice the stir and bustle that denotes business interest of some sort. Hotel lobbies are full of traveling men, well-dressed, prosperous looking fellows that have success written all over their smiling, genial faces. Not only these, but contractors, builders and promoters are in evidence. In fact, everything in and about this grand State of ours shows a great awakening of the different business interests. The Saginaw Valley, with its vast coal fields, its salt industries and many factories, is showing up with the best, and the Hardware business is fast growing. Shovels, spades and wheelbarrows are wanted for excavating; the trowel, stone hammer and plumb for foundation walls; while—to finish—calls for the lock and knob, nail, chisel and hammer; and so that light and air may be had, comes the window with putty and glass. The demand for barb wire, nails, etc., is so great that stocks are depleted and factories, by their policy of supplying the foreign demand at lower prices, are starving the home market. We cry for goods, we beg for goods, only to receive a stone-like answer, that we must wait until our turn comes, when the rush is over; "then we will fill your order, for our friends across the water must be taken care of." But, with all these drawbacks, there is a satisfaction in doing business to-day that is truly pleasing.

MORLEY BROTHERS.

#### THE COLUMBUS TRADE.

The demand for goods is heavy, and every one wants quick shipment, which is an impossibility. Jobbers with demands for their average capacity to handle, can make prompt shipments, but when the demand is in excess of their capacity, some one must wait a day or two. We think no jobber has been able to keep up with his orders so far this year, at any rate, we confess we have not been. It has been an impossibility to get certain goods from manufacturers with any degree of promptness. More than one manufacturer has made repeated promises only to break them, and they always make a plausible excuse. The high water in the Ohio River was a happy relief for many a manufacturer. Their reasons for not making shipments was all owing to the flood. We wrote one manufacturer and asked if they referred to the flood in Noah's time, as they had our order two months before the recent flood. We have had no reply, so can't say whether there are any Methusalehs connected with the firm or not.

The country is looking fine, and the farmers are counting on a heavy crop of wheat and hay. The only danger to the wheat now seems to be the chinch bug. This pest is very disastrous, and after an army has gone through a wheat



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field, it looks very much as though a prairie fire had visited it. We have had several narrow escapes from frost, but so far not much damage has been done. The weather is cool, especially the nights. Overcoats are comfortable almost every evening. The carpenter strike is still on in our city. It is to be hoped that this week will see the end of it, but contractors say they will not and cannot afford to pay 40 cents per hour, and the Carpenters' Union say they will not go to work until their demands are granted; but our opinion is that they are getting tired of being idle and the majority of them know that 40 cents an hour for good, bad and indifferent workmen is too much, but the paid agitators must make a show for their salary or they might lose their soft jobs. Some workmen are cheaper at 40 cents an hour than others would be at 20 cents an hour, but unions demand that all share alike. That is the injustice in labor unions. There is no incentive for a mechanic to become a better workman than his fellow laborer, as those who do the same class of work get the same price per day. Wages should be paid according to a man's worth. A poor mechanic is benefited by Union prices, but a good mechanic can always get good wages, and, as a rule, more than Union prices, therefore he is loser. If he is a philanthropist, all well and good; but if he is working for wages, he is better off to be his own boss and make his own contracts.

THE SMITH BROS. HARDWARE CO.

#### THE CHICAGO TRADE.

Our business for the month of April amounted to more than any other one month's trade in over twenty-two years. The present month's business promises to be as large. Our orders are so urgent and so much larger than common that we are unable to secure goods as fast as we could sell them, especially in the following articles: Mechanics' Tools in various lines, including Stanley and Disston goods, Window Screens and Doors, Wire Cloth, Poultry Netting, Files, Shovels and Spades, Barbed and Plain Fence Wire, Fence Staples, Hatchets and Hammers, Braces and many articles in Malleable Iron goods. There has also been a very urgent demand for Door Locks, especially in Lock Sets. Trade during the present month promises to be fully as large as it was in April. Collections are very good indeed, and altogether trade is in a very satisfactory condition in Chicago.

WELLS & NELLEGAR CO.

#### THE DAVENPORT TRADE.

Your request for a trade letter from us fortunately came at a time when we had in our office an Eastern manufacturer who is accustomed to making visits to the largest trade centers and the leading Hardware houses in the country. We chanced to be talking over trade conditions, and as his ideas

appear to be comprehensive, we take the liberty of reflecting his opinions of the Hardware industry in this section as observed from the manufacturer's point of view.

This Eastern manufacturer reports as follows: "The condition of trade beyond the Mississippi River is by far the best I have ever known. Jobbers agree in this opinion, and the manufacturers whom I have met attest the truth of the statement. The jobbers and retailers are complaining because they are not able to get their orders filled promptly. It is more than evident that the consumers of goods have made their repairs and provided themselves with the actual necessities of life. Their call for other classes of merchandise indicates that they are ready and can offer to indulge themselves in the comforts and luxuries. All this means good pay for labor, plenty of employment and a most enviable state of thrift and living. A future result of these good times is the extension of business of all kinds. Capital is being invested in the manufacturing of various lines, and to an extent which is worthy the attention of Eastern manufacturers. Hardware jobbers have about the same story to tell, viz.: That the season has been backward but active. Tin and terne plates, sheet metals, barb wire, plain wire, woven wire fencing and, in fact, all wire goods, have been insufficiently supplied. Already there is a call for Autumn and Winter goods, some of which, such as skates, sleigh bells, etc., have suffered for several years. In the case of the former, it is fair to say that the retail buying will be very large for the reason that stocks of these goods have been generally sold out.

Take is as a whole, the Hardware trade is not only splendid now, but it bids fair to continue active for an indefinite period."

SICKELS, PRESTON & NUTTING CO.

#### THE MINNEAPOLIS TRADE.

All labor troubles in this territory have been adjusted on a satisfactory basis with the exception of the machinists. That question comes up next week, and we presume some satisfactory adjustment will be made then.

We have just been looking through crop report sheets that are sent out about once a week by one of the largest grain commission houses operating in this section. We must say that looking through their reports from April 20th to date as to seeding, acreage sown, conditions of the ground and weather conditions, that we must agree with them that "all conditions are exceedingly favorable." They report an increased acreage for all grains equal to average of 10 per cent. and every prospect for a large flax acreage in North Dakota and Northern Minnesota, and we feel they are justified in their statement, that "they have never seen so much to encourage farmers and the grain trade of the Northwest."

completion of the harvest, we are rather inclined to think that people will be justified in saying that there was a boom on, but a boom based on very solid foundation. Business generally throughout this entire territory is exceedingly good, with every prospect of a continuation. Weather fine, quite warm for this season of the year, although we had a cold spell a week ago, but did no harm.

W. K. MORISON & Co.

#### Situation Wanted.

**HARDWARE CLERK**—Young man eighteen years old wishes a position in the Hardware business. Two and a half years' experience. Will go out of town. Address J. A. Pool, care **HARDWARE**, 275 Broadway, New York.

### The Value of Technical Education.\*

BY LYMAN HALL, PRESIDENT OF THE GEORGIA SCHOOL OF TECHNOLOGY.

Mental ingenuity, combined with manual skill, commands the wealth of nations and the admiration of mankind. A group of French and Prussian officers were discussing the statement of a French subaltern that France could make something beautiful of anything by the genius of her masters of workmanship and design. "Bah," said a Prussian, plucking a bristle from his grizzled mustache, "make something beautiful of that." In a few days the bristle was returned in the presence of a distinguished company; but how changed! A snow-white, elastic arc, terminated at the ends with two spheres of gold most delicately wrought, the one Alsace, the other Lorraine; while at the center flashed a diamond beneath which, in startling characters was the inscription: "You hold them but by a hair." Thus was embodied the ingenuity of idea and the genius of constructive skill.

To-day, as yesterday, France, on whose soil have been enacted scenes sufficiently horrible and defeats sufficiently ignominious to dismantle and destroy the greatest of the world's empires, France is still a great power, leading the world in skill, in ingenuity and in design.

The technical schools of the south have been handicapped to a great extent by having to overcome a sentiment which has existed in our section from time immemorial that the workshop is not a fit place for a gentleman.

Oil and dust have been considered by our young men the barrier to polite society and to the associations of our most refined circles. But the young American whose sole physical skill consists in leading Germans in superior social circles will find that they will be led by Germans in the manufacturing world.

Only a short time ago I received a letter from a lady in Tennessee saying that her son was an utter failure in his books, and that she wished to place him in a school where he could be kept busy at manual labor. My reply told her that a diploma from a technical school required more mental than physical effort, and she was advised to keep the young man at home. She wanted a reformatory and not a school. The technical school should not become a work house in its generic sense nor should work be made a punishment for idleness, except for criminals.

This is not an unusual case. In the School of Technology in Georgia, especially in the beginning of its career (I am glad people have learned more about us now), there were some applicants who were almost wanting in mental capacity, and some of whom enjoyed local reputations for laziness and general worthlessness. Their coming was a failure, their progress was nothing and their stay was limited.

The brightest minds should be sent to technical schools, especially those whose natural bent is towards mechanical pursuits. By a proper mental training let us give our youths the desire for manual labor. When the mind is trained to

\*Extracts from address delivered at the Southern Industrial Convention, New Orleans.

create an original design and a hand to fasten an improvement to any existing mechanism for the manufacture of some new staple of commerce, and to transfer the mental photograph with skillful fingers to the drawing board, then the labor of construction becomes a craze, a delight and not a drudgery. This mental skill is the charm which keeps men like Fritz, Sutre, Ferris, Tesla and Edison in their shops and in their laboratories while other men sleep, reaping the thanks and gratitude of civilization and the rewards of genius and fame.

That country which is superior in technical schools will be superior in her manufactures, in her ability to take advantage of her natural resources. Her prosperity will be greater than that of her neighbors and her civilization will be higher. England, France, Germany, Russia and Austria are ahead of our country in this particular. Their schools of technology are older, have more money, and are given more support by the State. In many products they are ahead of us in manufactures.

There is no State whose legislature will refuse to make appropriations for practical education when the subject is properly presented before them. In June, 1897, in the State of Georgia, it was my privilege to advocate the establishment of a department of textiles in the State School of Technology. I did not hesitate to say that when our boys and girls should be instructed in the manipulation of cotton into fabrics of the finest texture and design, that the South would again be in conflict with the North, not in a conflict with arms, but in a struggle for commercial supremacy; that the war would be one, not of secession, but of aggression, and that our own victories, assured us by every environment of forest and field and stream, would mean the emancipation, not of the negro, but of the white race; emancipation from poverty, from ignorance, from the dependence upon other sections for the very necessities of civilization.

As stated, that measure was brought before the people in June, 1897, in a commencement address. In June, 1899, the first textile building in America was ready, equipped and in operation with a cotton manufacturing plant which is said to be superior in variety and excellence to any in the world.

There is some phase of technical education which deserves the especial attention of every city and of every technical school, namely, the training of boys in the trades. Trade schools have been given no attention; and yet they would reach a class of boys who pass through the grammar school, who are forced into business by circumstances beyond their control, and who are barred by every circumstance from colleges and schools of technology.

Courses in wood shop, machine shop, foundry and smith shops, including plumbing, drawing, etc., adapted particularly to the daily demands of commerce and business, would prepare these boys for skilled employment and advanced wages at the age of 17 or 18. At one time in Atlanta the names of over a hundred young men were on the lists of one street car company as supernumeraries; waiting for the opportunity, with no certainty in view, of securing even temporary employment at 12 cents an hour as motormen and conductors.

Four hundred young men have been on the supernumerary list of the police force at one time, and that kind of employment is not noted for being lucrative or pleasant. If the men had had the advantages of trade schools in earlier life, their proficiency as skilled laborers would have commanded three times the wages they were expecting. With such an opportunity in his grasp of becoming a skilled workman, the boy without the means of obtaining higher education would become a competent breadwinner for his family at the age of 17, when his more fortunate companions are going to college and beginning to enjoy the privileges which to him are denied.



Alongside our buildings for testing laboratories and advanced engineering, for the fortunate young gentleman of golden opportunities, let us build the trade school for the boy who must become the early support of his widowed mother and the breadwinner for the brothers and sisters who look to him to drive the wolf from the door. The benefits of such a system require no demonstration, they would reach a greater number than the advantages of high school and college, and their most eloquent advocates may be found in every family when death, disaster or financial reverses have left their legacies of widowhood, suffering and poverty.

### United States Trade in Syria.

Owing to the financial crisis which Beirut is at present experiencing, there has been a considerable decrease in the business of commission houses, and they are the agencies which in this country conduct nearly all the trade with foreign lands. The most extensive importers inform me that their dealings with local merchants have been reduced materially. The gathering of the silk and grain harvests in May and June is likely to afford some relief.

Although there has been a lull in actual business transactions, nothing has been able to check the voluminous correspondence which for the last year or two has been carried on between Syrian mercantile houses and American exporters. The *Trade Index*, *Peck's Buyers' Index*, and *American Exporter* have proved a great help to this consulate in promoting trade, and it is suggested that more copies of these valuable publications might be advantageously distributed in Beirut and other Syrian towns (Damascus, Tripoli, Haifa, Sidon and Latakia) where attempts are being made to open a way for American products and manufacturers.

A recent resurvey of the local field has proved very gratifying, not so much on account of the increased volume of business done with the United States as on account of the general interest manifested by commission firms and merchants here in regard to American products. It should be borne in mind that, except sewing machines, practically no American goods reached this market until within the last two or three years, and the trade is therefore yet in its infancy.

Pharaon, Issa, Schoucair & Co. have lately become interested in American paints, Hardware, iron and steel, coal, cotton goods, etc. They are the largest importers of coal in this country.

B. Audi & Co. have imported over 200 Columbia phonographs, and recently opened a parlor for the exhibition of American phonographs and such electric novelties and appliances as the Ottoman government will admit. Some four weeks ago, they ordered from New York an electric phonograph, which is expected to add new life to the sale of these instruments. Audi & Co. hope soon to light their phonograph parlor by electricity. The best customers for phonographs are the Moslems of Beirut and Damascus, who buy

them for their harems. B. Audi & Co. are daily expecting a \$350 windmill from Illinois, which will be erected in the Bekaa plain (Coele-Syria). They are confident of a future trade in windmills, and believe that these territories will before long require a great quantity and variety of irrigation machinery. They informed me the other day that they had a customer for a 17-horse-power windmill for flour-grinding purposes (estimated value, \$2,000), which also was to be erected in the interior.

Aug. Duplan & Co., as well as the house of Khacho & Co., are looking into the question of American coal. In view of the fact that coal-dust briquettes are now being successfully manufactured in the United States, the American article should be introduced here in the near future. Duplan & Co. have recently bought some \$12,000 worth of American wire nails. They are endeavoring to establish a useful agency for the Barber Line (direct steamers from New York) at Beirut.


American wire nails have been sold by Turkel & Co. during the last year as follows: For Beirut, \$529; Damascus, \$1,173; Cyprus, \$665; Tripoli, \$810. They have also sold wire nails for Yafa and Mersine. Turkel & Co. are especially interested in Hardware, and have made arrangements with a New York house to handle this branch. They assure me that a good opening exists here for American iron in bars and for steel beams, but they have not the capital to enter into this business. It will be taken up by Pharaon, Issa, Schoucair & Co. and others. A Chicago firm is sending Turkel & Co. a sample windmill, to be erected at Yafa.

H. Sabbag & fils was the first Syrian house to bring in from America well-drilling machines and windmills. Although the managers have several specimens on hand, they are not pushing the business at present, as they are waiting for the return of a representative who was sent to the United States for the special purpose of studying this and other matters.

Luttiche & Co. (Damascus) are prepared to represent American export houses. They are expecting a sample shipment of our agricultural implements and garden tools.

N. & G. Araman are in correspondence with American exporters of mechanics' tools and Hardware. There is a promising field in Syria for such articles as well as for iron and steel in other forms.

Another encouraging sign is the prospective appearance on the scene of American traveling salesmen, something unknown in the commercial annals of Syria. A representative of the American Steel and Wire Co. has already been here, and I am credibly informed that two other commercial travelers from the United States are bound for this place. As missionaries for trade expansion, catalogues and price lists are good, samples are better, but "drummers" are by far the best. German success in distant markets is largely due to the German traveling salesman. Commercial travelers rep-





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Every fork made from one piece crucible steel, carefully forged, scientifically tempered, artistically finished.



## RESULTS ARE SO SATISFACTORY.

Capewell Horse Nail Co. Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for years to come.

# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

representing various branches of American industry should visit this city once or twice a year, carrying with them full lines of samples. They will be able to get along very well in Beirut, even if they know no other language than English.

G. BIE RAVNDAL, Consul.

BEIRUT, March 23, 1901.

### Trade Opportunities in Mexico.

The following translation from a German paper is sent by Vice-Consul-General Murphy, of Frankfort, April 6, 1901:

The demand for corrugated iron is growing rapidly in Mexico, the amount imported having increased from £85,750 in 1898 to £127,750 (\$417,260 to \$621,632) in 1899. This article is supplied chiefly by Great Britain, the United States and Germany. Competition is sharp, and those firms secure the orders which are able to fill them most promptly and cheaply. The demand is not limited to the City of Mexico, but exists in all parts of the Republic.

There is also an active demand for—

(1) Agricultural machines and implements. These are supplied chiefly by the United States at present. In making deliveries, it is advisable to furnish duplicates of breakable parts.

(2) Machines and tools for mines. There is a good opening for the sale of these articles, although many American agencies have already been established.

(3) Pumps and other appliances for removing water from mines.

(4) Building tools, cutlery, and all sorts of iron and steel wares of good quality; also surgical instruments.

(5) Paints and lacquer.

(6) Glass, porcelain and faience wares; fancy articles of leather—for example, pocketbooks, card cases, etc. These articles must, however, be finished in accordance with the demands of local taste.

### Had Her Foul.

Fogg—I never saw my wife come out second best except once, and that was with a little insignificant looking chap who took pictures.

Bass—And how was that?

Fogg—She pitched into him for not having some proofs ready when he promised. He pleaded the weather and sickness, but it was no use. It only made her bully-rag him the more. Finally a look of desperation came into his face. "Madam," he said, "if you give me any more lip I'll finish up those pictures to look like you."—*Boston Transcript*.

Mr. Skimmerhorn (as the participants in the debate became personal)—I was a thundering fool when I asked you to marry me!

Mrs. Skimmerhorn—Well, you looked it, dear.—*Ex.*

QUALITY IN EVERY WAY THE BEST

DEWITT SOLVAY LAFRANCE ROSE

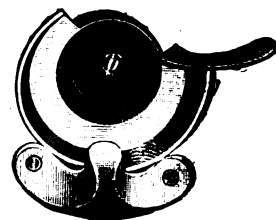
**M.S. BENEDICT MFG CO.**  
FACTORY EAST SYRACUSE, N.Y.  
109 WABASH AVE. CHICAGO ILL. 409 BROADWAY N.Y.  
**SILVER PLATED WARE.**

### EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio.  
[Tools]: During the five years we have had an advertisement in **HARDWARE** we have each year received better results.

## ACME BASEMENT WINDOW HARDWARE,

In Sets Complete, with Butts and Screws.  
**SAVE TIME.**

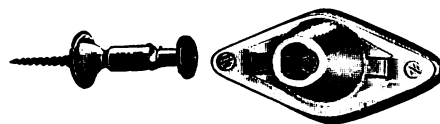


PAT. APPLIED FOR.

A Fastener which binds sash tightly into frame, excludes cold air and prevents rattling.

Write for Circular.

**Caldwell Mfg. Co.,**  
4 JONES ST., ROCHESTER, N.Y.



AN AUTOMATIC CATCH

To hold sash open. Much easier than Hook and Eye.



**THE TORRENT PURIFYING PUMP.**

NOTHING LIKE IT.

## HAVE A DRINK!

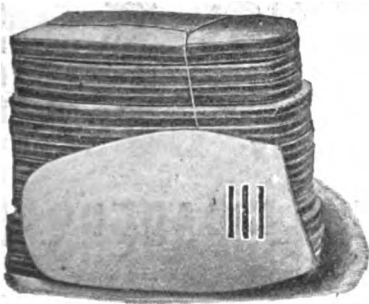
OF COOL, PURE WATER FROM THE  
**TORRENT PURIFYING PUMP.**

If you deal in pumps, why handle the same old-style slow kind that your competitor does? It would pay you to get something up-to-date, which would please your customers and take the business.

Write for particulars.

**THE TORRENT PUMP & FENCE CO.,**  
CLEVELAND, U. S. A.

EXPORT AGENT:—JOSEPH ALLEN, 141 BROADWAY NEW YORK.



THREE-BAR LEATHER  
shoe-soles and top-lifts (for heels) are the best.

Write us; we'll give you points.

Baxter Schenkelberger & Co,

350 Congress street, Boston.

#### American Tools and Machinery.

Speaking of the exhibition of American tools and machinery at the Glasgow Exposition, the *Pall Mall Gazette* notes: "The collection of engineering tools is without doubt the finest that has been seen on this side of the Atlantic, and it illustrates more forcibly the contention, frequently made nowadays, that the old country is dropping behind in the race. It also shows what it is, perhaps a small set-off to this, that the Americans are beating the Germans also. There is a stand held by the Kempsmith Machine Tool Co., of Milwaukee, that is a perfect revelation to the British engineer. Such a collection of lathes, drills and cutting and turning tools of every kind could hardly be produced by any British maker, or of such exquisite finish and durability. It would almost appear, on looking at this magnificent display of transatlantic skilled workmanship, that the steel workers at home had given up the task of trying to beat the American tool makers. As a fact, there is not one maker on this side who is equal to it."

#### Intricate Financiering.

"Juddy and I got into a terrible tangle shopping to-day."

"How?"

"I owed her 10 cents, and borrowed 5 cents and then 50 cents."

"Well?"

"Then I paid 30 cents for something she bought——"

"Yes?"

"And she paid 40 cents for something I bought, and then we treated each other to ice-cream soda."

"Well?"

"She says I still owe her a nickel."—*Detroit Free Press.*

American manufacturers will do well to devote close attention to the growing Egyptian market. Railway and tramway lines are being constructed or extended and important public works are in course of construction. Textiles, metal goods and machinery are the manufactured articles in greatest demand, but there are many other articles in which our manufacturers might easily increase their trade.—*American Trade.*

## THE P. & O. CO. CANTON GARDEN PLOW



Weights less than 20 lbs.  
complete with Plow.

Stirring Shovel, Weeder,  
Rake and Wrench. Adjust-  
able Handles. Can be op-  
erated by a child. A great  
seller to the residents of the  
town and cities.

Ask for prices.

**PARLIN & ORENDORFF CO. CANTON, ILL.**

**Branch Houses:** Kansas City, Mo.—St. Louis, Mo.—Dallas, Tex.—Omaha, Neb.—  
Minneapolis, Minn.—Portland, Ore.—Dubuque, Des Moines and  
Cedar Rapids, Ia.—Columbus and Cincinnati, O.—Madison, Wis.—Decatur, Ill.—  
Indianapolis, Ind.—Salt Lake City, Utah—San Francisco and Los Angeles, Cal.—  
Denver, Colo.—Nashville, Tenn.—Atlanta, Ga.—Spokane, Wash.—Bozeman, Mont.—  
Winnipeg, Manitoba.

## THE BEST SELLING GARDEN PLOW MADE

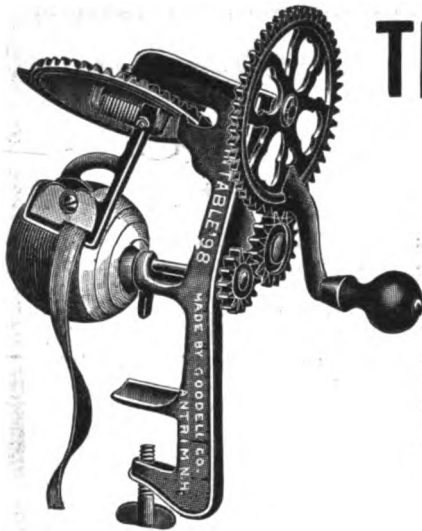
The different attachments  
furnished make this a tool  
which can be used at any  
season of the year in cultivat-  
ing gardens.

**SELL THEM TO THE  
CITY PEOPLE!**

Our prices are such that  
there is a good margin for  
the dealer.

**PARLIN & ORENDORFF CO.  
CANTON, ILL.**





# THERE ARE SOME THINGS

## WE DO NOT KNOW

### BUT ON THE SUBJECT OF APPLE PARERS

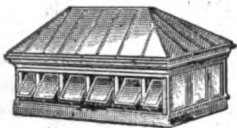
We acknowledge no equal in the world. For nearly a half century we have made a careful study and have **THE LARGEST LINE** of large and small, hand and power parers to be found. Solidity Strength, Durability and Simplicity.

Our catalog makes good reading just at this time, let us send it.

NEW YORK OFFICE:  
10 Warren St.

**GOODELL COMPANY, Antrim, N. H.**

**THE G. DROUVE COMPANY,**  
BRIDGEPORT, CONN.



MANUFACTURERS OF  
**Metal Skylights  
Ventilators,  
Finials,**

**Cornices and Sheet Metal Work**  
of every description. Send for catalogue.

**AMERICAN SUPPLY  
& RAILWAY COMPANY.**  
MANUFACTURERS OF  
**BAGGAGE, HOTEL & TIME CHECKS, METAL  
FIGURES & LETTERS & EVERYTHING IN  
THE LINE OF STAMPED METAL GOODS.**  
24 PARK PLACE, NEW YORK.

The Only First Hand Source of

**GENUINE  
MARTY  
TRAPS**



is with  
**BURDITT & WILLIAMS CO.,**  
BOSTON, MASS.  
Sole Importers.

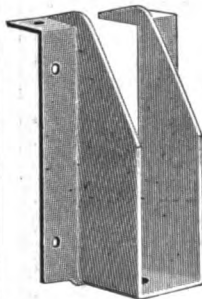


## A Great Labor Saver.

Will pay for itself in a single day. Where **Steel Giant Grubbers** are kept and shown a large trade is soon established. They are a necessity to almost everybody owning land. Moderate price. Large margin of profit to the dealer.

Sample orders solicited and promptly filled.

**New Century Manufacturing Co.,**  
79 East 130th Street, New York.



Patented May, '96

## NATIONAL STEEL JOIST HANGER, FOR WOOD HEADER AND BRICK WALLS.

The best, cheapest, and latest improved  
on the market. Send for Catalogue.

**THE NATIONAL IRON AND WIRE CO.,**

Structural and Builders'  
Iron Work.

Sole Makers,  
**CLEVELAND, OHIO.**

## The Horton Rotary Washer

Has proven to be  
decidedly popular.

### WHY?

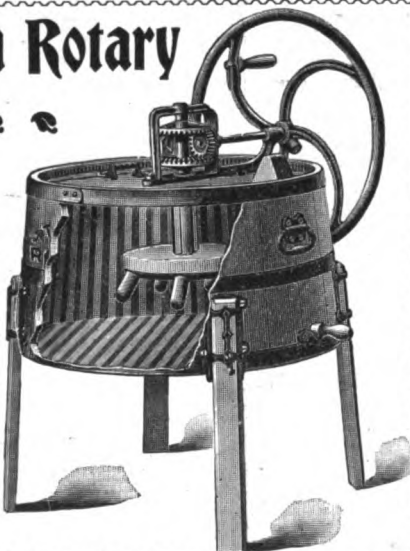
Because it is the up-to-date Washing Machine.

Because it sells readily and stays sold, and makes money and friends for the dealer.

Give it a trial, and we will guarantee the rest.

Catalogue and prices  
on application.

**Horton Mfg. Co.**  
FORT WAYNE, IND.



## "BARON'S B. B." Water Filter

(PATENTED)

Will Fit any Plain or Hose Faucet

Filtering material of charcoal and quartz. Flow of water not decreased by use of Filter. Filtering material easily cleaned and replaced. All parts interchangeable.

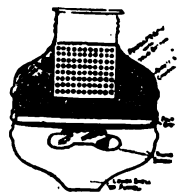
**PRICE 50 CENTS**

Write for Discounts

**A. L. BARON MFG. CO.**  
2-4 Howard Street, NEW YORK



General View



Sectional View

## "GIVE YOU YOUR MONEY'S WORTH."

Coldwell Lawn Mower Co., Newburgh, N. Y. [*Lawn Mowers*]: We think **HARDWARE** is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-get spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us" that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continu. nce.

BENT WOODWORK.

STEEL ATTACHMENTS.

RIBBON STAND.

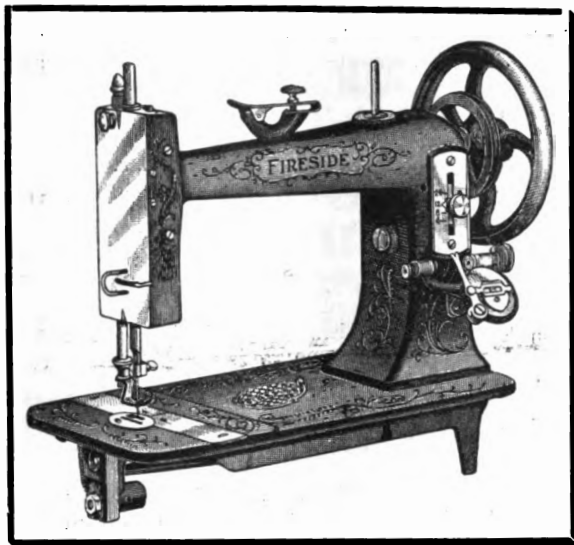
DO

you employ traveling salesmen? If you do why not add a good sewing machine to your line?



SEE

us before placing your orders for sewing machines. We can please you.



YOU

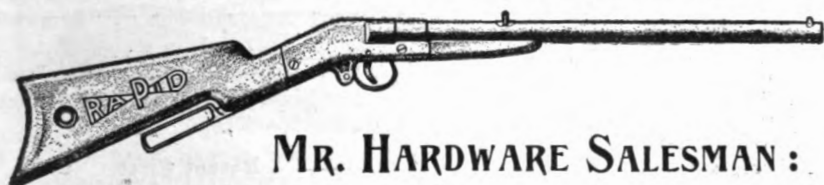
can sell the FIRESIDE from the store. It is an up-to-date machine that can be sold at a medium price.



THIS

machine is adapted to family sewing, simple, easy, light running, durable and of pleasing appearance.

NEW  
DOMESTIC SEWING MACHINE CO.,  
16 EXCHANGE PLACE,  
NEW YORK.



MR. HARDWARE SALESMAN:

We want your name. We want to interest you in handling this RAPID AIR RIFLE. We want you to carry it in stock, as a side line, or any other old way that will sell a million or two for us. If you know how to sell specialties, YOU'RE THE FELLOW WE'RE AFTER. We've got some vest pocket Side Lines that sell.

Yours truly,

**RAPID RIFLE COMPANY, L'td,**

In the old Clipper Plant.

GRAND RAPIDS, MICH.

Patee Crest Bicycles and Motor Cycles.



Prices  
\$25 00  
40 00  
AND  
200 00

The Patee Motor Cycle is the only thoroughly high grade Motor Cycle ever built in America. In fact the only one that is constructed for a motor cycle throughout. No bicycle parts are used. It is fully guaranteed, and money will be refunded if not found as represented. The leading dealer in every town should have our agency.

Prices and terms free. Write to-day.

**PATEE BICYCLE CO.,**  
Indianapolis, Ind., U. S. A.

ASSORTMENT No. 932.  
List \$2.25 per dozen.

ALWAYS GET THE BEST, 'TIS CHEAPEST IN THE END  
**NAIL FILES**

GUARANTEED FORGED STEEL OF SUPERIOR QUALITY



NO TALK TO SELL 'EM.

A Card of the best selling and most practical

**Nail and Manicure Files.**

Each File in a Leather Case.

ONE DOZEN ON DISPLAY CARD.

If you want good files and the right styles, ask your jobber for

**F. B. NAIL FILES.**

Send for Catalogue to

**EMIL FORQUIGNON MFG. CO.,** 835 BROADWAY, NEW YORK.

Benefits Greater Than Ever Before.

Nicholson File Co., Providence, R. I., [Files]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are greater than ever before.

## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### Incorporations, New Stores, etc.

Chelan, Wash.—The Chelan Hardware Co. has been incorporated. Capital, \$10,000.

Cleveland, O.—The Schorndorfer Hardware Co. capital stock \$25,000, has been incorporated by George S. Solders, George W. Stevenson, Frank W. Lewis, Charles L. Schorndorfer and Charles A. Klump.

Detroit, Mich.—Articles of association have been filed by The Hart Co., which has been organized for the purpose of carrying on a Hardware business. The incorporators are Richard P. Joy, Robert W. and Henry P. Hart, Detroit, and Sidney A. King, Kingsville, Ont.

Elyria, O.—W. F. Bell, George E. Bell, Richard Bell, J. L. Reed and R. H. Sprague have incorporated the Bell Hardware Co. Capital stock, \$10,000.

Florence, S. C.—A commission has been issued to the C. L. Boinest Hardware Co., which is to deal in Hardware, buggies, etc., on a capital stock of \$15,000. The corporators are John L. Barringer and C. L. Boinest, of Florence.

Ferguson, Mo.—Ferguson Hardware and Lumber Co. has been incorporated; capital stock, \$2,000; incorporators, R. T. Blow, N. C. Blow and J. M. Christine.

Guthrie, Okla.—Henricks & Peterson, 111 E. Oklahoma Street.

Harts Grove, O.—Frank Parker.

Hector, Minn.—The Johnson-Peterson Hardware and Furniture Co. has been incorporated with a capital stock of \$24,000.

Hightstown, N. J.—Forman Hardware Co. has been incorporated to take over the business conducted by Spafford G. Forman. The capital stock is \$20,000. The incorporators are: R. G. Forman, Hightstown; John S. Silvers, Cranbury, and Anna P. Silvers, Cranbury.

Ironton, O.—East End Hardware Co. has been incorporated with a capital stock of \$10,000.

Madison, Me.—H. R. Teague has recently opened a Hardware store in the Wentworth Block, on Madison Street.

Minneapolis, Minn.—The Warner Hardware Co. have filed articles of incorporation with the Secretary of State. The company will have a capital stock of \$50,000. The officers of the company are as follows: President, L. C. Warner; vice-president, S. E. Kink; secretary and treasurer, R. L. Warner.

Potsdam, O.—Amos Hall.

Rockland, Me.—The Rockland Hardware Co. has been organized under the general laws of Maine. The capital stock is \$10,000. The parties interested in the company are Albert P. Blaisdell, John A. Johnston and Harry E. Brown. The concern is to do a wholesale and retail hardware business.

Reedsville, Pa.—Hope Bros.

Washburn, Me.—Washburn Hardware Co.

### Changes and Improvements.

Bristol, Vt.—The firm of E. S. and S. D. Farr, Hardware, has dissolved. S. D. Farr will continue the business.

Biloxi, Miss.—The Biloxi Hardware Co. have leased the new store on Howard Avenue, which has just been vacated by L. Lopez & Co., and in a short time will have their business moved to that point.

Columbus Grove, O.—F. E. Palmer has purchased the interest of C. M. Lippincott in the Hardware firm of Lippincott & Morris.

Everest, Kan.—H. A. Price & Co. are erecting a substantial brick store building 22x120 feet, and will occupy it for Hardware and agricultural implements.

Ellensburg, Wash.—J. W. Thomas has sold his interest in the Hardware store to Burt Lambson. The firm name is now Lambson & Son.

Geneva, O.—A deal has been closed whereby C. E. Barnum has disposed of some of his interests in the Hardware business to the Barnum Hardware Co.

Glen Cove, N. Y.—Samuel J. Seaman and his brother, William H. Seaman, have dissolved partnership. They were associated in the Hardware and tin business on Glen Street for nine years. Samuel J. Seaman will continue the business.

Huntsville, Ala.—Nolen & Jones, the Hardware merchants, have sold their business to M. A. Collins, a prominent business man of Frankfort, Ky. An inventory is being taken of the stock, and as soon as this is finished, Mr. Collins will take charge of the business.

Mandan, N. D.—W. B. Haight has sold his Hardware store to R. G. Valency, who travels for Farwell, Ozmun, Kirk & Co., wholesale Hardware dealers. Mr. Valency will place the store in charge of his brother who is an experienced man in the business.

Minneapolis, Minn.—Dr. Frank Miller and Dr. E. O. Miller have purchased the interest of W. G. Wells, in the Wells & McCaughey Hardware store, and the business will be conducted under the name of the McCaughey Hardware Co.

No. Topeka, Kan.—H. M. Cline and Son have sold out their Hardware business to Wolf Brothers, who have already taken possession.

North Creek, N. Y.—W. J. Sullivan is building a new Hardware store in the north part of the village.

San Diego, Cal.—The Hawley Hardware Co. has made a sale to McKenzie, Flint & Winsby of its heavy Hardware.

Stafford Springs, Conn.—H. O. Butterfield has sold his Hardware business to Hannibal Alden.

So. St. Joseph, Mo.—Lewis Keiser has bought the Hagin Hardware stock, and will continue to keep the store open for business at the old place.

Sistersville, W. Va.—The Sistersville Hardware Co. have changed the style of their corporation, and increased the capital

stock from ten thousand to twenty thousand dollars. The new name of the corporation is the Berry Hardware Co. They have opened a store in Clarksburg, W. Va., which will be under the management of F. M. Berry and A. L. Roberts. The Sistersville store will be in charge of F. J. Colbert.

Turin, N. Y.—L. T. Strong is selling out his stock of Hardware.

Tioga, Pa.—William Kimball has sold his interest in the Hardware business of Inscho & Kimball to W. W. Inscho, of Canoe Camp. The firm name is now Inscho & Inscho.

Tokepa, Kan.—T. J. Coughlin has about completed the invoice of his Hardware stock, preparatory to selling a half interest to Ed. Martin. The style of the new firm will be the Coughlin-Martin Hardware Co.

Williamsfield, Ill.—Frank Shaffer has been having his store building, which he lately purchased from T. B. Shaffer, renovated, preparatory to moving his Hardware stock from the bank building.

Wauseon, O.—J. Q. Riddle, of Cleveland, has bought his son's interest in the Hardware store known as Blizzard & Co.

Wilmerding, Pa.—T. B. Thompson has sold his Hardware store to W. B. Brush.

West Union, Ia.—W. W. Wright, of the Hardware firm of Hoyt & Wright, has transferred his interests to Eugene Lawyer, a former employe. The new firm will be known as Hoyt & Lawyer.

Wyman, Ia.—H. G. Dutton has closed out his Hardware and implement business to Larkin & Henderson.

### Recent Fires.

Baldwinsville, N. Y.—John S. Voorhees. Loss, \$10,000; insurance, \$5,000.

Gladstone, Mich.—A. Nicholas. Loss, \$3,000; insurance, \$500.

Jacksonville, Fla.—Florida Hardware Co. Loss, \$5,000.

Kalida, O.—Jos. Neianberg.

Kendall, N. Y.—E. J. Fuller. Loss, \$5,000; partially insured.

Lufkin, Tex.—W. M. Glenn & Co. Loss, \$4,000.

Loudonville, O.—F. P. Young.

Marion, Ind.—Arthur Wright. Insured.

Peck, Idaho—Skey Bros. Hardware

store. Loss, \$3,000; no insurance.

Plainview, Neb.—Frank Baxter.

Shenandoah, Pa.—D. & J. Seigle.

Roscommon, Mich.—W. B. Orcutt. Loss, \$6,000.

Union Mills, Ind.—Loomis' Hardware

store.

### Burglaries in Hardware Stores.

Ashtabula, O.—Union Hardware Store.

Hannibal, Mo.—Hixson Hardware Co. Revolvers.

Oshkosh, Wis.—Tank & Tiemann. Loss, \$30.

Sharpsburg, Pa.—Vaught, Phillips & Co.

Tools.





# WHEN YOU SEE VARNISHES

BEARING THIS LABEL

**You may be sure**

**they are the best made.**

**CARRIAGE VARNISHES,  
RAILWAY VARNISHES,  
PIANO VARNISHES,  
WOOD FINISHES**

VARNISHES AND JAPANS OF ALL GRADES, AND FOR EVERY USE KNOWN.

**BERRY BROTHERS LTD.**

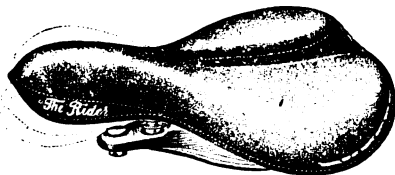
NEW YORK, 252 PEARL ST., BOSTON, 520 ATLANTIC AVE., BALTIMORE, 22 E. LOMBARD ST.,  
PHILADELPHIA, 26 & 28 N. FOURTH ST., CHICAGO, 15 & 17 LAKE ST., CINCINNATI, 304 MAIN ST.,  
ST. LOUIS, 112 FOURTH ST., SAN FRANCISCO, 12 FRONT ST.

**FACTORY & MAIN OFFICE, DETROIT.**

**IF YOU HANDLE VARNISH IT WILL PAY YOU TO DROP US A LINE.**

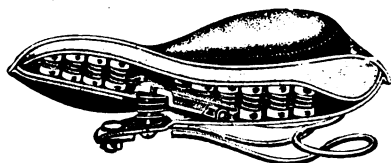


## "THE RIDER"



The Only Bicycle Seat made that is Absolutely Comfortable and Durable.

In the "Rider" Saddle we have all the objectionable features eliminated. Its unique features are its *upholstered seat* and *adjustable nose*.



"Its Nose is Adjustable, Soft and Flexible,"  
Hence impossible to hurt or injure.

**THE PRICE WILL SURPRISE YOU.**  
Ask about it.

—MADE BY—

**RIDER SADDLE CO.**  
194 Grand River Ave.,  
Detroit, Mich., U. S. A.



Indoor.

## THE NULITE

750 Candle Power

### ARC ILLUMINATORS

Produce the Finest Artificial Light in the World.

**Superior to Electricity or Gas. Cheaper than Kerosene Oil.**

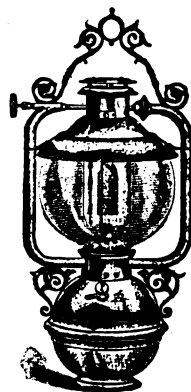
**NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.**

*They are Portable. Place them anywhere.*

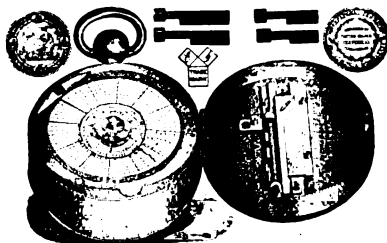
**Table Lamps, Pendants, Wall Lamps, Chandeliers, Street Lamps, etc.**

They sell at sight. Big discounts to Hardware men.  
Write for Catalog and Prices.

**CHICAGO SOLAR LIGHT CO. 81 Fifth Ave., CHICAGO.**



Outdoor.



**STANDARD OF THE WORLD.** —Awarded 12 Medals for PORTABILITY, SECURITY and GENERAL ADAPTATION for purposes intended.

Endorsed by fire underwriters everywhere. Reduces rate of insurance

Used exclusively U. S. Life Saving Service, Railroads, Mines, Hospitals, Institutions, Banks, Breweries, Express Companies, Refineries, Hotels, Residences, Factories, Stores, etc. Compels the watchman to make systematic visits to every part of your property, and records his exact whereabouts during the entire night.

Write for Catalogue and Special Prices to Dept. C.

**E. IMHAUSER & CO., 206 Broadway, New York.**



99 Orange Street, NEW HAVEN, CONN.  
March 12th, 1900.

I have used the Miller ladders and find them the best ladder on the market.

JOHN H. PLATT,  
Interior Decorator.

For Catalogue and Description, Write to

**MILLER LADDER CO.**  
204 Orleans St., Chicago, Ill.

The "Miller" is a radical departure from the conventional style of step ladder. It has an individuality entirely its own which has won for it recognition as the standard ladder in the decorating trades.



### The Best Water Purifier

Is undoubtedly the New Process Sanitary  
**EAGLE WATER STILL.**

Simple to operate. Converts the foulest water into water of crystal purity, revitalized, delicious and palatable to the taste. A child can operate it. No household complete without it. No expenser.

Special discount prices to the trade.

For particulars address

**Health & Comfort Supply Mfg. Co.,**  
Dept. G,  
CINCINNATI, O.

## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Incorporations, Etc.

East Randolph, N. Y.—A stock company has been formed here and incorporated as the Champlin Mfg. Co., to engage in the manufacture of cutlery.

Grand Rapids, Mich.—The Michigan Hdw. Mfg. Co. has been incorporated with a capital stock of \$15,000.

Indianapolis, Ind.—The Wagner Plow Co. have filed articles of incorporation with a capital stock of \$75,000. The company is organized for the purpose of manufacturing plows and plow extras, wagons and other vehicles, farm and other machinery and implements, and also for conducting a general foundry and machine shop and the selling of the products to individuals and the trade. The board of directors is composed of Everett Wagner, John W. Holtzman, Henry Schnull, Chapin Wagner, Irby S. Wagner, William W. Buchanan and Edward K. Chapman.

New York, N. Y.—Treadkill Mfg. Co. has been incorporated to manufacture pneumatic tools. Capital, \$5,000, and directors: J. H. Killinger, of Lebanon, Pa., and M. H. Treadwell and H. N. Dougherty, of New York City.

Richmond, Ind.—The Richmond Shovel and Tool Co. has been organized in this city with a capital stock of \$100,000, all paid in. The officers of the new concern are: President, Edgar G. Hibber; vice-president, Henry A. Urban; secretary and treasurer, Samuel W. Gaar.

St. Louis, Mo.—The Carr-McGrew Scale Co. have filed articles of incorporation with the Recorder of Deeds. The capital stock is \$25,000. Incorporators, Clarence Y. Carr, Jacob Gross, Alfred Carr and Arthur M. Blackwell.

Toledo, O.—The Shifley & Burdick Co. has been incorporated to manufacture and deal in Hardware. The capital stock is \$15,000 and the incorporators are J. J. Shifley, L. F. Burdick, C. A. Peckham, Marguerite T. Shifley and Joe Richmond Burdick. The company has been carrying on business at 2011 Adams Street.

Worcester, Mass.—The Worcester Mfg. Co., which will make the Burnham window shutter, has organized under the laws of Maine and elected the following officers: President, Jerome Marble; vice-president, John W. Knibbs; treasurer, George M. Rice; secretary, William Lancaster; board of directors, these officers and Frank E. Powers, Phineas L. Rider and Clarence L. Burgess; general manager, John W. Knibbs; executive committee, John W. Knibbs, Jerome Marble and George M. Rice. The capital stock of the company is \$150,000.

### Changes and Improvements.

Avondale, N. J.—The Imperial Cutlery Co., which recently purchased the Castle Silk Mill property, has broken ground for an addition 190 feet long and 40 feet wide, one story high, and so arranged that additional stories can be added when required. The work will be pushed as rapidly as possible.

Adrian, Mich.—The Economy Stove Co. of Somerset Center has decided to locate in Adrian. The plant will be in operation in about sixty days.

Ellwood City, Pa.—The Hartman Mfg. Co. is arranging to erect a rod mill adjacent to its present plant within the coming Summer. The rod mill plant will provide more material than the present works can draw into the wire needed for wire fencing and specialties made, and the over-production will be converted into wire nails.

Fulton, N. Y.—The Hunter Arms Co. anticipates the extension of its manufacturing interests and has acquired the property north of the company's buildings from Thomas D. Lewis, and as soon as arrangements can be made the plant will be extended. It is stated that the extension which will be made to the plant will almost double its capacity, and will add greatly to the number of hands employed by the concern.

Hartford, Conn.—The Capewell Horse Nail Co. will at once build a brick addition to its present plant on Charter Oak Avenue. The new building will be of brick, 139x42 feet in size, one story high, and will be used for storage purposes. It will be built south from the east wing of the present factory on Charter Oak Avenue.

Joplin, Mo.—Excavating has been commenced for the building of the Renfrow Paint Co. on East Fourth Street and will be hurried to completion.

Little Falls, N. Y.—A brick addition is being built to the Cheney Hammer Factory on Mill Street, which will be used as a grinding room and storehouse. It is being erected over the raceway, heavy steel girders being laid across it for the structure's support. When completed, the grinding capacity will be double its present capacity.

Minneapolis, Minn.—The American Radiator Co. has decided upon a location for the big warehouse which it is going to erect in this city, and has had the ground surveyed for a building 100x220 feet at the corner of Eighteenth Avenue and Second Street, N.

Newark, N. J.—The New York Knife and Razor Co., incorporated under the laws of the State of New York, have had recorded in the register's office a deed of the property of the Electric Cutlery Co., which had been sold April 1 to the New York concern.

New Haven, Conn.—The National Wire Co., whose plant in Fair Haven was destroyed by fire last Winter, has placed a

force of about 75 men at work clearing away the debris of the burned factory and making preparations to begin work on a new and large establishment.

Owatonna, Minn.—The Washington Tool Co. has reorganized and increased its capital stock from \$20,000 to \$50,000.

### Recent Embarrassments.

Cleveland, Ohio.—The Horix Mfg. Co., manufacturers of Hardware specialties, and capitalized at \$50,000, has been placed in the hands of a receiver on the application of a local foundry.

### Recent Fires.

Cleveland, O.—The tinning house and pickling department of the Avery Stamping Co. were destroyed by fire on the 30th ult. The company advise us that there will be little, if any, delay in the prompt shipment of their goods, as they have built temporary structures, and both departments are again in operation.

Dallas, Tex.—The establishment of the Southern Rock Island Plow Co., in this city, a six-story structure about 100x100 feet in size, has been burned. The loss is roughly estimated at \$250,000. Fire Chief Swingley estimated the damage to the stock at \$50,000 and to the building at \$20,000.

Lowell, Mass.—The Fifield Tool Co.'s plant has been burned. Loss will probably exceed \$200,000.

### Miscellaneous.

St. Johnsbury, Vt.—At the annual meeting of the stockholders of E. & T. Fairbanks & Co., the scale makers, the following directors were elected: Samuel N. Brown, of Boston; Henry Fairbanks, of St. Johnsbury; William Storrs Wells, of New York; Charles H. Morse, of Chicago; Hiram N. Turner, John C. Clark, Frank H. Brooks, all of St. Johnsbury. The directors organized by electing Mr. Brown, president; Mr. Fairbanks, vice-president; Mr. Clark, secretary and treasurer; Mr. Turner, manager. The directors and officers are the same as last year.

Williamsport, Pa.—At the annual meeting of the Williamsport Iron and Nail Co. the following officers were re-elected: President, C. La Rue Munson; secretary, John R. Scheyer; John M. Young, treasurer.

# PATENTS

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ATTORNEYS-AT-LAW,  
WASHINGTON, D. C.  
St. Paul Building, NEW YORK.

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Acorn, and  
Advance  
STONE  
WATER  
PURIFIERS.**

Cleaned in a few  
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taking apart. . . .

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Is conceded the best Filter made to screw  
on a faucet.

A constant new surface is produced on  
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for every filtration.

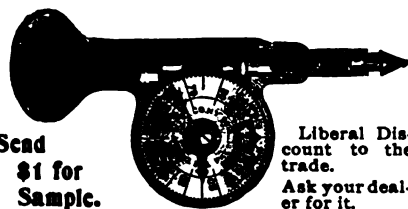
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PATENTEES AND MFRS.,

**T. LINKE & CO.,**  
1559 BROADWAY,  
NEW YORK.

## TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in  
shaft and then for your watch while  
balancing on a ladder. . . . .



Send  
\$1 for  
Sample.

Liberal Dis-  
count to the  
trade.  
Ask your deal-  
er for it.

**The Tabor Revolution Counter,**  
Elizabeth, N. J.

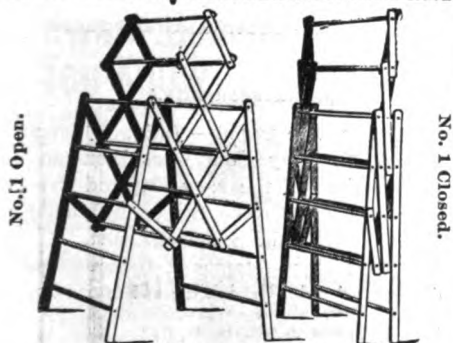
**SOMETHING NEW  
"STANDARD" BALL-BEARING  
PHILADELPHIA CASTERS.**

Samples and Catalogue free.

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## Rogers' Patent Adjustable Extension Clothes Rack.



## A QUICK SELLER.

Made of hard or soft wood, with or without oil finish, as  
desired. Hanging surface 50 feet. Write for our Cata-  
logue of Household Specialties. Established 1880.

**ROGERS & SON,** Kendallville, INDIANA.

## Builders need hardware



Montfort Design.  
Sargent's  
Artistic Hardware.

Please builders in your vicinity by selling them  
Sargent's Easy Spring Locks and Artistic Hardware,  
the kind that always gives satisfaction, the kind that  
people are calling for because we advertise it and  
thus create a demand for the better grades of goods.  
And please yourself by supplying this demand  
for goods that are wanted, that satisfy those who  
use them and that are profitable to handle. The  
season is about to begin and now is the time to  
prepare for it.

**SARGENT & COMPANY,**

Manufacturers,

New Haven, Conn. New York. Philadelphia. Boston.



DO YOU SEE THAT EDGE?  
IT'S SINOUS.  
IT'S BEVELED.  
IT'S SHARP.



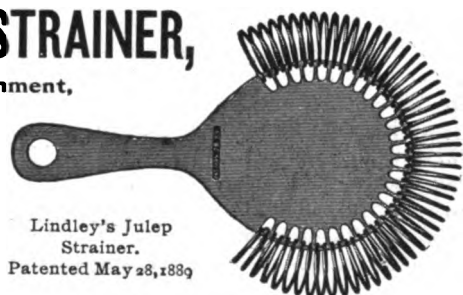
FOR CORN, TOBACCO, HEDGES, Etc.

**The Iowa Farming Tool Co.,** . . . MAKERS . . .  
FORT MADISON, IOWA.

## LINDLEY'S JULEP STRAINER,

Adjustable Wire Attachment,

Prevents all foreign matters from passing  
into the glass. Fits any glass. Easily  
cleaned. Nickel silver, special quality sil-  
ver plate. No place, where drinks are  
served, is complete without one. . . . .  
Send for price list. . . . .



Lindley's Julep  
Strainer.  
Patented May 28, 1889

Sample Prepaid, 50 Cents.

**The Holmes & Edwards Silver Co.,** BRIDGEPORT,  
CONN.

**THE WALLACE BARNES CO.,**  
BRISTOL, CONN., U. S. A.

Manufacturers of

**SMALL SPRINGS**

of every description;

and dealers in

**WIRE and COLD ROLLED  
STEEL.**

ESTABLISHED 1857.



## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Akron, N. Y.—E. F. Stimson.  
 Bay City, Mich.—Thorp & Carey.  
 Brockton, Mass.—Pickard Bros.  
 Barton, Vt.—Richard Bement, repair shop.  
 Buffalo, N. Y.—Kuck & Bryant, 45 Niagara Street.  
 Buffalo, N. Y.—Pan-American Bicycle Livery Co. has been incorporated; capital, \$1,000. Directors: V. E. Ripper, William Breckenridge and Charles Kuhn, Buffalo.  
 Central Islip, N. Y.—Joseph Downs.  
 Chicago, Ill.—Latimer Tire and Rubber Mfg. Co. has been incorporated; capital, \$25,000; manufacturing articles from rubber; incorporators, E. J. Newberger, L. M. Ritterband, M. D. Evers.  
 Cornwall, N. Y.—Walter Weeks, repair shop.  
 Duluth, Minn.—Charles S. Reeves.  
 Duluth, Minn.—S. Rose.  
 Duluth, Minn.—Wieland & Wade, new downtown store.  
 Dover, Del.—There have been taken out articles of incorporation by the firm of MacAdoo & MacAdoo, of New York, for The Garland Automatic Gun Co., with an authorized capital of \$5,000,000. The incorporators are F. M. Garland, William MacAdoo, and a number of other capitalists.  
 East Granby, Conn.—Harlow Drew has re-opened his repair shop.  
 Elmira, N. Y.—R. M. Frisbie, 414 E. Water Street.  
 Fishkill Landing, N. Y.—Orville R. Conkling.  
 Fultonville.—Henry Kling, repair shop.  
 Florence, Mass.—Smith Bros., repair shop, on Main Street.  
 Glens Falls, N. Y.—Dennis Kennedy.  
 Gillman, Ill.—C. F. Townsend.  
 Hicksville, N. Y.—George Quaritius.  
 Ithaca, N. Y.—Rouse & Dickerson, State and Geneva Streets.  
 Lee, Mass.—Harvey W. Fenn, corner Main and Franklin Streets.  
 Lewiston, Me.—Percy Shaw.  
 Long Branch, N. J.—Harry Gross.  
 Lewiston, Me.—C. H. Day, Ash Street.  
 Maywood, Ill.—William Mertens.  
 Manchester, N. H.—J. F. Paquette, repair shop.  
 Mexico, N. Y.—Orin Severance.  
 Mars Hill, Me.—W. H. Lincoln.  
 Marysville, O.—Frank L. Denman, repair shop.  
 Milton, Vt.—Charles Depatie.  
 Minneapolis, Minn.—N. G. Johnson.  
 Newmarket, N. J.—Frank Marsh.  
 Newark, N. J.—Certificate of the incorporation of the Spink Mfg. Co. has been filed at the office of the county clerk. The concern is formed for the purpose of engaging in the manufacture of rubber goods

and athletic specialties. Its office is at 73 North Maple Avenue, East Orange. The authorized capital stock is \$100,000, and the incorporators are as follows: Walter F. Johnson, Frank E. Spink, Edward J. Thobaben. All the incorporators are of Cleveland, O.

Owego, N. Y.—M. H. Gaskill, 67 North Avenue.

Oregon, Ill.—Mark R. Rummary.  
 Pelham, Ont.—P. G. Knoll.  
 Princeton, Ind.—Dr. Gulmore.  
 Port Huron, Mich.—Alfred Fair.  
 Poultney, Vt.—Frank Jones, Bessey Building, Main Street.

Pascoag, R. I.—Fred Marsden.  
 Pittsford, Mass.—S. S. Wheeler.  
 Peterborough, Ont.—F. W. Vanderwater, 339 George Street.

Raceville, N. Y.—Frank Jones...  
 Rockland, Mass.—J. B. Crowell, Hartsuff Street.

Sandy Hill, N. Y.—L. E. Sexton.  
 Southampton, N. Y.—J. S. Allen.  
 Slattenville Springs, N. Y.—B. N. Midlaugh.

South Manchester, Conn.—Maurice Madden, repair shop.

Spirit Lake, Ia.—Henry Yeager.  
 Springfield, Ill.—J. A. Morton.  
 Scipio, N. Y.—Wesley George and Austin Comstock, repair shop.

Stevensville, Ont.—Glenny & Storm.  
 St. Albans, Vt.—Mayhew & Wild Co.  
 Superior, Wis.—Hunter & Marticot, 294 West Fifth Street, repairing.

South Lawrence, Mass.—Edgar Leake, Boxford Street, reopening.

Traverse City, Mich.—F. E. Lang.  
 Two Harbors, Minn.—L. D. Rose.  
 Union, Ia.—H. C. Chapin.

Vancouver, B. C.—J. W. Thornton.  
 Valley Stream, N. Y.—Chas. Schneider.  
 Vineland, N. J.—Joseph Comins, Seventh and Peach Streets, repairing.

Wakefield, Mass.—Morrison Merrill, repair shop at 92 Albion Street.

Wellston, O.—Jesse Morrison.  
 Whittenton, Mass.—Copeland & Dreg-horn.

Woodhull, N. Y.—Lynn Park, West Main Street.

Wyoming, Ill.—W. H. Bartram.

West Haven, Conn.—Dunsing & Newcomb, repair shop, on Union Street.

Waterbury, Vt.—W. H. Carroll.

W. Suffield, Mass.—John F. Barnett, Jr.

### Changes and Improvements.

Dundee, N. Y.—Claude Miller, removed to Tyrone, where he will continue his repair business.

Highwood, Ill.—Mr. Denman sold his interest in Webster & Denman.

Holly Springs, Miss.—Booker & Brown succeed E. B. Booker.

Holland, Ia.—H. H. Fredricks & Co. succeed F. Strube.

Jersey City, N. J.—Hudson County Bicycle and Automobile Co., Boulevard, near Duncan Avenue, succeed William V. Garri-son.

Lebanon, Ind.—Jones & Adney succeed M. D. Jones.

Lancaster, O.—George Lutz has sold his repair shop on South Broad Street to Geo. Brooks.

Lemore, Cal.—Clark Henry sold out to George Ritchie, proprietor of the California Cyclery, at Hanford, who has placed Albert Utterback in charge.

Montpelier, Vt.—Holmes & Ordway, dissolved; Ordway will continue.

Muncie, Ind.—C. F. Hamlin sold out to C. J. Platt.

McGregor, Tex.—J. P. Cunningham Co. succeed J. P. Cunningham.

Marlow, Ind. Ter.—Gilkey Bros. & Jar-bow succeed Gilkey Bros.

Marblehead, Mass.—William B. Laskey, School Street, discontinued his business.

Nashua, N. H.—N. W. Tarbell Bicycle Co. removed to 241 Main Street.

Ord, Neb.—Russell & Sorenson succeed Ord Hardware Co.

Provo, Utah—The firm of Done & Archibold has been dissolved. George H. Done having sold out his interest to Henry A. Saunders. The firm will hereafter be known and styled as Saunders & Archibold and continue to carry on business of bicycle repairers and machinists at their new building on Center Street, between H and I.

Panora, Ia.—H. C. Ballard succeeds Zager & Denton.

Palmyra, Pa.—Ginrich & Lauck succeed J. M. Ginrich.

Pittsfield, Mass.—The contract for the addition to the Westfield plant of the American Bicycle Co. has been awarded to R. L. Fosburg & Co., at approximately \$20,000. The building is to be 210x51 feet, three stories high, with basement, and contain 30,000 square feet of floor space. It will, save in size, be nearly a fac-simile of the present main building of the plant. Work is to begin at once, and by the terms of the contract, the building will be in readiness for occupancy in 65 days.

Stamford, N. Y.—Fred More, of Hobart, sold out to F. H. Marshall.

Scottsdale, Pa.—Eicher & Graft succeed Bryan Bros.

### Embarrassments.

New Haven, Conn.—Judge James Bishop, of the City Court, has been appointed receiver of the New England Tricycle Co., of 120 Crown Street, by Judge Ralph Wheeler in the Superior Court.

Worcester, Mass.—James J. Casey, bicycle dealer and rider. Liabilities, \$1,693; assets, \$250.

### Recent Fires.

Fairmont, Neb.—R. G. Hill's entire stock destroyed.

**MORROW**

COASTER AND BRAKE.

Over **100,000** Sold  
Last Year.Everyone Giving Satisfactory  
Service.Make Your Cycle Saleable and  
Desirable by Fitting it with  
the **MORROW**.**ECLIPSE MFG. CO., ELMIRA, N. Y.**NEW YORK BRANCH:  
105-107 Chambers Street.Don't  
**MUTILATE**  
your papers  
with pins  
or fasten-  
ers but use  
the...**"GEM"**  
PAPER CLIP.Only satisfactory device for the temporary at-  
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and removed. Adopted by leading corporations  
as being without an equal. Samples free.

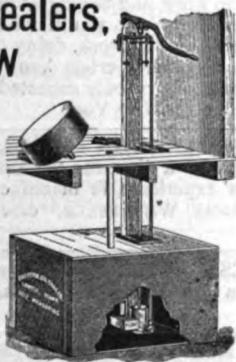
Price, 15 cents per box of 100.

**CUSHMAN & DENISON, Mfrs., 240-2 W. 23d St., N.Y.****THE CHAMPION SASH LOCKS**ARE  
**UNEQUALLED**  
IN  
MERIT,  
QUALITY OF**MATERIAL, AND FINISH.**Made in three sizes and  
all finishes.

Catalogue on Application.

**The Champion Safety Lock Co.,**  
CLEVELAND, OHIO.**Hardware Dealers,  
Do You Know**That if you are in need  
of a Self measuring Oil  
Tank, you will save big  
money by purchasing  
the Best, Simplest  
and Cheapest,**"The Eastern."**Send for catalogue,  
containing price and  
points of merit.All Outfits War-  
ranted.**Eastern Oil-Tank Co.**

146 Fletcher St., Lowell, Mass.

**"LAWRENCE" and "SENECA" FRAME STOVES and HOT PLATES**You should know about these good  
and have our quotations  
before buying.

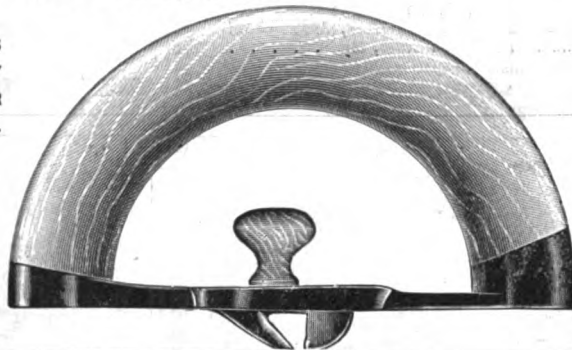
Catalog "H."

**LAWRENCE STOVE MFG. CO., BUFFALO, N. Y.****Columbian 1000-Shot Air Rifle.**Patented  
Oct.  
24, 1893.**CHAMPION  
MODEL.**This Air Rifle possesses advantages over all the Air Rifles now  
on the market. The materials used in its construction are  
the best. The appearance and workmanship is far ahead of  
any other Air Rifle made. It has an adjustable sight it shoots stronger  
and more accurate, less liable than any other to get out of order, all  
parts are interchangeable. We think we have the right to claim this as  
the "Champion" of all Air Rifles. List, per doz., Enameled, \$30.00; Full Nickel, \$42.00.

—Write for Discounts to Trade.—

**WM. G. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.****THE FANNER MFG. CO.,**

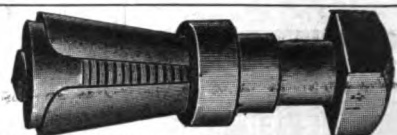
CLEVELAND, OHIO.

MADE OF FIRST-CLASS  
MATERIAL AND NICELY  
FINISHED. — EITHER  
TINNED OR JAPANNED.ASK FOR OUR  
CATALOGUE OF  
HARDWARE SPECIALTIES,  
ARCTIC STOVE  
TRIMMINGS, ETC.**"DIAMOND" Potato Scoop Forks.**Oval tines, flattened points, made from one solid piece  
of steel of best quality. "Hangs just right."Ask for catalogue and prices of full line of  
**FORKS, HOES AND RAKES.****ASHTABULA TOOL CO., - - Ashtabula, O.****SOMETHING NEW IN KNIVES.**Smith's Pat. Blade is made of german silver when  
plated wears indefinitely and the thin strip ofinserted **Steel** is **ALWAYS SHARP.**Send 32 two-cent stamps to **E. H. H. SMITH, 9, 11, 13, Maiden Lane, N.Y.,** for a Beautiful Sample Knife.**Daus' "Tip Top" Duplicator**100 copies duplicated in black ink from pen.  
50 copies from Typewriter.  
**PRICE COMPLETE \$7.50**To introduce we will allow our discount to the trade 33 1/3  
per cent. for payment within five days after receipt of goods.**SENT SUBJECT TO  
TEN DAYS TRIAL.****SOLE MANUFACTURERS,  
THE FELIX F. DAUS DUPLICATOR CO.,**  
5 Hanover St., NEW YORK.

GOOD AGENTS WANTED TO SELL



RIVETS and WIRE NAILS.

C. C. & E. P. TOWNSEND,  
New Brighton, Penn.The POSITIVE EXPANSION BOLT.  
D. C. SEAMAN & CO.,  
1688 Hutchinson Street, Philadelphia, Pa.For Sale by  
NEAL & BRINKER, 18 Warren St., N. Y.  
JOHN SIMMONS CO., 110 Centre St., N. Y.  
SOMERS, FITLER & CLARKE, 323 Water St., Pittsburgh, Pa.  
— SEND FOR PRICE LIST. —

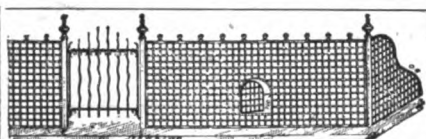
Prison, House and Stable Work;

JOIST  
HANGERS;  
LAWN  
FURNITURE;  
FENCING, ETC.VAN DORN IRON WORKS CO.,  
CLEVELAND, OHIO.The Bridgeport Mfg. Co.,  
Admiral Street, Bridgeport, Conn.HAYES FILE CO. Established 1870,  
DETROIT, MICH.Now in our new plant with greatly in-  
creased capacity.  
We manufacture everything in Files.

ROBERT MURRAY.

24 Duane St.,  
New York City.

General Hardware

Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.J. E. BOLLES IRON AND WIRE WORKS  
DETROIT, MICH.Bank Railings, Elevator Enclosures and Cars,  
Grills, Electro Bronze Work, Architectural  
and Builders' Iron Work, etc. . . . .

Send for Catalogue and mention this paper.

ADAM'S STEEL &amp; WIRE WORKS,

Wire Fencing,  
Ornamental Steel  
Fencing,  
Window Guards,  
Wire Signs,  
Jail Work, etc.

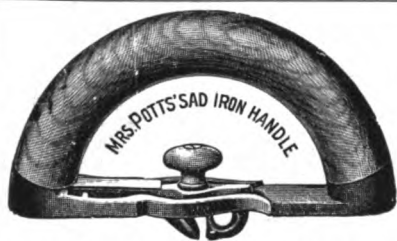
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W. J. ADAM, JOLIET, ILLINOIS.

Write us for prices on —

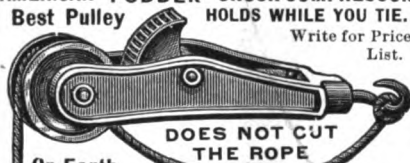
Roofing Cement,  
Roofing Paint, &c.

J. L. PERKINS &amp; CO.,

239 Lake Street,  
CHICAGO.

J. A. COCHRANE, CLEVELAND, O.

AMERICAN CORN AND FODDER SHOCK COMPRESSOR



J. B. HUGHES, GREENSBURG, IND.

Decided improvement. Less friction. Can be  
changed from a roller to a three-wheel cutter.  
Extra wheels in the handle. Send for catalog.  
TRIMONT MFG. CO., Roxbury, Mass., U.S.A.

## Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will  
be inserted in this column free of charge. Should not exceed  
Four Lines.**ALL OTHER NOTICES**, twenty-five cents per line.

## Situations Wanted.

**A FIRST-CLASS ACCOUNTANT**, book-keeper and cashier, under-  
standing matters of finance and office work in every particular,  
desires to connect himself with some prominent house, or corporation,  
where integrity and strict attention to business would meet with fair  
compensation. Address R. D. FIELD, care **HARDWARE**, 275 Broadway,  
New York. 142**BLACKSMITHING**.—Young man, 19, would like to learn black-  
smithing. Address James White, 159 Chrystie Street, New York. 217**BOOKKEEPING AND GENERAL OFFICE WORK**.—Young  
man, with a thorough knowledge of French and German,  
and English as well, thoroughly acquainted with foreign trade,  
bookkeeping and general office work, six years' experience in  
machinery and Hardware business in France and Germany,  
desires position. Address M. E. S., care **HARDWARE**, 275 Broad-  
way, New York. 218**BOOKKEEPER AND SIGN WRITER**—Man, 32 years of age,  
with nine years' practical experience in retail Hardware as clerk  
and buyer, At double entry bookkeeper and sign writer, wants like  
position. First class reference. Address S., care **HARDWARE**, 275  
Broadway, New York. 197

## Situations Wanted.

**BUYER, MANAGER OR SALESMAN**.—A gentleman of 38 with  
a creditable business career of 20 years in Hardware, House Fur-  
nishing, Paints, etc., seeks position. Address S. F., care **HARDWARE**,  
275 Broadway, New York. 165**ENGINEERING SALESMAN** wants to make connection with Ar-  
house, and travel in New York City and State; has good circle of  
acquaintances and will work for reasonable terms while developing busi-  
ness; good references. Address E. L. I., care **HARDWARE**, 275 Broad-  
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knowledge of general office work; also Hardware and Gas business.  
Address **BOOKKEEPER**, 55 Dupont Place, Johnstown, Pa. 190**EXPERIENCED ENGINEER** and estimator in machinery, steam  
heating and general iron work, and having acquaintance with archi-  
tects and builders of Greater New York, would like to take position with  
concern doing structural steel building work, doing outside work, solicit-  
ing, superintending, etc., to get more perfect knowledge of estimating,  
etc. Good references. Small salary only expected at start. Address  
D. EDWARDS, 441 W. 51st Street, New York. 189**EXPERIENCED HARDWAREMAN** is desirous of finding a con-  
cern willing to pay \$2000 a year for the services of a man 35  
years of age with 13 years' experience in manufacturing and jobbing  
Hardware business. Address **WHOLESALE**, care **HARDWARE**, 275  
Broadway, New York. 141**EXPERIENCED SALESMAN** desires position with retail Hardware  
or implement firm. Can furnish good references. Address Box 355,  
Forest, Ohio. 88**EXPERIENCED TINSMITH**—Tinsmith of 20 years' experience  
desires a steady position. Can do furnace and range work, roofing  
and all inside work of every description; also corrugated iron work.  
Address B. A. BROOKS, 171 E. 108th Street, New York. 176



## Situations Wanted.

**EXPERT ACCOUNTANT.**—An accountant of 20 years' experience in the Hardware business as bookkeeper, cashier, office manager and proprietor desires a position with a large firm or company whose integrity and ability would be fairly remunerated; All references given. Address G. H. B., care HARDWARE, 275 Broadway, New York. 170

**FOREMAN OR TIMEKEEPER.**—Situation wanted by a man (32) as foreman or timekeeper. A hustler; can handle any kind of help; thoroughly posted on piece work system; 12 years' reference from last place. Address J. H. L., care HARDWARE, 275 Broadway, New York. 200

**HARDWARE AND IMPLEMENT CLERK.**—Position as clerk in Hardware and Implement Store in some Northwestern or Coats State. Would invest some capital in the business if agreeable. Address P. O. Box 142, Madison Square Branch, New York City. 135

**HARDWARE CLERK.**—A position by a thoroughly experienced Hardwareman as clerk in a retail Hardware or general store in a good live town. Is desirous of locating permanently if satisfactory. Western town preferred; best of references; twelve years' experience. Address F. H. SICKELS, 15 N. 6th Street, Minneapolis, Minn. 151

**HARDWARE CLERK.**—Situation in retail Hardware store by young married man of 24. Have had seven years' experience, wholesale and retail. Have no bad habits. Am willing to make myself useful anywhere. Can come immediately. Address C. C. C., 1133 Third Street, Fort Madison, Iowa. 157

**HARDWARE CLERK OR SALESMAN.**—Situation wanted in retail Hardware store. An all-around man; ten years' experience. Address C. E. F., care HARDWARE, 275 Broadway, New York. 191

**HARDWARE SALESMAN OR BUYER.**—Young man desires position as salesman or buyer. Seven years' experience in importing and jobbing Hardware house. First-class reference furnished. Address Y, care HARDWARE, 275 Broadway, New York. 211

**HARDWARE SALESMAN** of 14 years' successful experience, as direct representative for leading manufacturer to jobbers throughout the country, will be open for engagement after June 1. Highest references. Address SALARY, care HARDWARE, 275 Broadway, New York. 199

**HARDWARE SALESMAN.**—Young man, age twenty-three with four years' experience in retail Hardware store, desires situation. Good salesman honest, reliable. Willing to work at anything. Address Fred. F. Fritts, Painted Post, N. Y. 215

**HARDWARE SALESMAN.**—German, to visit the retail trade in city and nearby towns. Commission or salary and commission. Address George Burckner, 227 E. 87th Street, New York. 216

**HARDWARE TRAVELER.**—Competent Hardwareman with sixteen years' experience as a retail merchant, desires to travel for a good Hardware or Stove house. Pacific Coast preferred. Address O. H., care HARDWARE, 275 Broadway, New York. 149

**MACHINERY SALESMAN.**—Experienced man wants to represent special or general machinery and supplies, to establish New York office, or travel and install. Address EDWARDS, care H. Mfg. Co., 121 Front Street, New York. 193

**MANAGER OR SALESMAN.**—Position as manager or salesman of Hardware store by man of 31 years, having had thorough experience. Address EXPERIENCE, care HARDWARE, 275 Broadway, New York. 202

**PAINT AND WALL PAPER SALESMAN.**—Situation wanted by a young married man, perfectly familiar with the details of the paint and wall paper trade. Address or call CHARLES P. LUNDQUIST, 83 Third Street, Brooklyn, N. Y. 208

**PLUMBER, STEAM AND GAS FITTER.**—Plumber, steam and gas fitter desires work in city or country; first class in all its branches, estimating, etc. Neat mechanic; sober, honest; references. Twenty years' experience. Address JAMES E. USHER, 475 E. 115th Street, New York. 184

**SHIPPING CLERK.**—Assistant shipping and stock clerk desires position. Salary \$7 per week. Two years' experience with New York Hardware manufacturer. Honest and reliable. Age 20. Address TOWNE, care HARDWARE, 275 Broadway, New York. 185

**SHIPPING CLERK.**—Young man desires position as shipping and receiving clerk. Four years' experience in shipping general Hardware and machinery. Can furnish All references. Address W. E. B., care HARDWARE, 275 Broadway, New York. 192

**TRAVELING SALESMAN.**—Experienced salesman, who has sold in Virginia, Maryland, and Washington, D. C., over 18 years, is open for a good line on commission. Address BUCHTA, 1427 East Monument Street, Baltimore, Md. 164

## Situations Wanted.

**TRAVELING SALESMAN.**—A young man, hustler, sober and reliable, would like to represent some manufacturer or well known jobber of cutlery in the States of North and South Carolina and Georgia. Salary no object. Very best of references. Address ROBERT, P. O. Box 262, Raleigh, N. C. 206

## Side Line Offered.

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address ARGAND VAPOR LAMP Co., Detroit, Mich. 152

**HARDWARE SALESMEN.**—Salesmen traveling through Eastern territory, visiting the Hardware trade to carry as a side line Clark's Gem Flue Stops. The samples are very small and the stops are the best on the market. Good commissions will be paid. Address J. L. CLARK MFG. Co., Rockford, Ill. 207

**HARDWARE SALESMEN.**—Good chance for hustling Hardware salesmen to sell our lamps on commission. Address PRORIA VAPOR LIGHT Co., 413 Washington St., Peoria, Ill. 171

**HARDWARE SALESMEN.**—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. Co., Cleveland, Ohio. a

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER MFG. Co., Davenport, Iowa. 145

**TRAVELING SALESMEN.**—Traveling Hardware salesmen to sell as a side line our Rapid Air Rifle and Vest Pocket Hardware Specialties. Address RAPID RIFLE Co., Ltd., Grand Rapids, Mich. 180

**TRAVELING SALESMEN** to sell, as a side line, on commission the American Corn and Fodder Shock Compressor. A good seller. Address J. B. HUGHES, Greensburg, Ind. 174

**TRAVELING SALESMEN**, to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

## For Sale.

**A STOCK OF HARDWARE.** Will average about \$5,000. Building, 30 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

**AN UNUSUAL OPPORTUNITY.**—Wholesale, retail stock of Hardware, good will business, located enterprising city, New York State. \$12,000 to \$14,000 consisting Builders' Hardware, Paints, Oils, Glass, Stoves, Ranges, Furnaces. Will be sold at bargain if bought immediately to close out partnership. Address G. M. S., care HARDWARE, 275 Broadway, New York. 172

**MANUFACTURING.** Small Hardware, one-half interest, and full management. Established 35 years. Net Assets \$50,000. No liabilities. Eastern city. Principals only. Manager out of health. For full particulars and interview, address Genuine, care HARDWARE, 275 Broadway, New York. 214

## Agency Offered.

**LIVE HARDWAREMEN**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

## Agency Wanted.

**NEW YORK AND VICINITY.**—A gentleman now representing a first-class line of Hardware sold by the largest jobbers, would like to add one or more lines of importance for New York and vicinity. Best of references as to experience and ability. Address B. H., care HARDWARE, 275 Broadway, New York. 219

## Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT Co., Garden City Block, Chicago, Ill. 116

WRITE FOR QUOTATIONS

**FANCY BOX CATCHES.**  
**BRASS GOODS MANFG. CO.**  
 102 Third St., BROOKLYN, N. Y.  
 —MANUFACTURERS OF—  
 METAL GOODS IN BRASS, BRONZE AND TIN  
 LOCK MAKERS' FURNITURE AND HOUSE TRIMMINGS.  
 SPECIAL GOODS MADE TO ORDER.  
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

**TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852**  
**Tools, Cutlery and Springs.**



SCREWDRIVERS OF ALL KINDS

SEND FOR CATALOGUE.

**F.B. THE NEATEST**  
**and BEST SELLING**  
**No. 11 NAIL FILE**

One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co.,  
 Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider  
 HARDWARE one of the best mediums  
 known.

## Polygon Conductor Pipes Won't Burst.

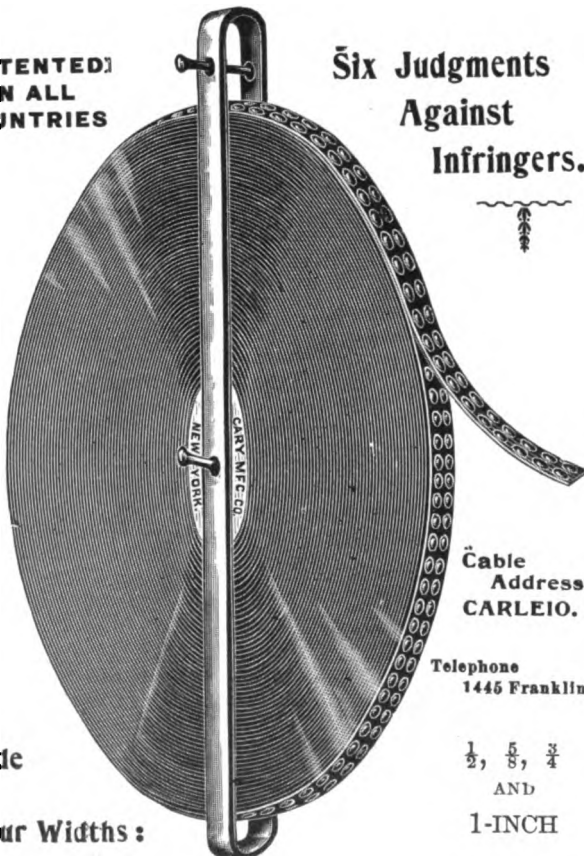
The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.  
 Catalogue and information free.

Address Dept. H,  
 THE  
**AMERICAN STEEL ROOFING CO.**  
 Middletown, O.

## CARY'S UNIVERSAL BOX STRAP.

PATENTED  
 IN ALL  
 COUNTRIES

Six Judgments  
 Against  
 Infringers.



Made  
 in  
 Four Widths:

Cable  
 Address,  
 CARLEIO.

Telephone  
 1446 Franklin.

$\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
 AND  
 1-INCH

**CARY MANUFACTURING CO.,**

19 and 21 Roosevelt St., New York.



**WE WANT DEALERS**  
 TO HANDLE OUR  
**Iron Fence and Lawn Furniture.**

Send for Catalogue "85 B."

**THE STEWART IRON WORKS, Cincinnati, O.**

## The "Stay in" Flue Stopper

Guaranteed Absolutely Soot Proof.

Can't be PULLED, JARRED OR BLOWN OUT  
 after it is once fastened in,  
 unless unfastened.

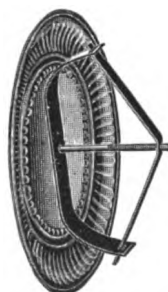
BRASS FINISHED.

NICELY DECORATED.

SELLS ON SIGHT.

Ask about our Asbestos Mats, Flour Sifters,  
 Peoria Fruit Presses and full line of pieced tinware.

— Sold by Jobbers. —



**STUBER & KUCK,**

Peoria, Ill.

## PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

## Adzes—

House Carpenters, Ogden's .....	50%
Ship Carpenters " .....	50%
Railroad " .....	50%

## Ammunition—

## CAPS, PERCUSSION—\$ 1000—

U. M. C. Co., trimmed edge .....	40c
U. M. C. Co., ground edge, heavy .....	50c
Musket, Waterproof, 1-10's .....	60c
G. D. .....	85c

## CARTRIDGES—

Rim Fire Cartridges .....	50%
Rim Fire Military .....	15%
Cent. Fire, Pistol and Rifle .....	25&5%
Cent. Fire, Military and Sport- ing .....	15&5%
Blank Cartridges, 22 cal. ....	10&5%
Blank Cartridges, 32 cal. ....	10&5%
Primed Shells and Bullets .....	15&5%
B. B. Caps, Round Ball .....	25&10%
B. B. Caps, Con. Ball, Swgd .....	net

## PRIMERS—

Berdan Primers .....	5%
B. L. Caps (for Starvant Shells) .....	5%
All other Primers .....	10%

## SHELLS—

First quality, 4, 8, 10 and 12 gauge .....	25%
First quality, 14, 16 and 20 gauge, \$7.50 .....	90%
New Club, New Rival and Climax brands, 10 and 12 gauge .....	85&4%
Primrose Club .....	15%
Nitro .....	15%
High Ball .....	15%
Smokeless .....	85&4&10%
Acme .....	85&4&10%
Brass Shot Shells, 1st quality .....	60%
Brass Shot Shells, Club, Rival and Climax .....	65%

## SHELLS, LOADED—

"New Club," Black Powder .....	40&5%
"New Rival," Black Powder .....	40&5%
"Smokeless," Nitro Powder, 40&10&10&5%	
"Acme," Dense Nitro Powder, 40&10&10&5%	
"Trap," Nitro Powder .....	40&10&10&5%

## GUN WADS—\$ 1000—

B. E., 11 up .....	\$ .60
B. E., 9 & 10 .....	.70
B. E., 8 .....	.80
B. E., 7 .....	.80
P. E., 11 up .....	1.00
P. E., 9 & 10 .....	1.25
P. E., 8 .....	1.50
P. E., 7 .....	1.50

## SHOT—

Tatham Bros., List June 11, 1900: \$ bag	
Drop Shot, sizes smaller than B, 25-lb bags .....	\$1.35
Drop Shot, sizes smaller than B, 5-lb bags .....	.35
Drop Shot, B and larger sizes, 25-lb bags .....	1.60
Drop Shot, B and larger sizes, 5-lb bags .....	.40
Back Shot, 25-lb bags .....	1.60
Back Shot, 5-lb bags .....	.40
Chilled Shot, 25-lb bags .....	1.60
Chilled Shot, 5-lb bags .....	.40
Dust Shot, 25-lb bags .....	2.10
Dust Shot, 5-lb bags .....	.50

## CANISTER POWDER—

E. I. Du Pont De Nemours & Co.: In cases of 25 each .....	Each
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb .....	\$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb .....	.45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1/2 lb .....	.30
Eagle Rifle and Superfine Sport- ing, in canisters of 1 lb .....	.45
Du Pont Rifle, Fg, Ffg and FFFg, in canisters of 1 lb .....	.25
Du Pont Rifle, Fg, Ffg and FFFg, in canisters of 1/2 lb .....	.15
Du Pont Rifle, Fg, Ffg and FFFg, in canisters of 1/4 lb .....	.12

## KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 25 lb .....	\$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 12 1/2 lb .....	4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 6 1/4 lb .....	2.25
Du Pont Rifle, FFFg, Ffg, and "Sea Shooting" Fg, in kegs, 25 lb .....	\$4.00

Du Pont Rifle, FFFg, Ffg, and "Sea Shooting" Fg, in kegs, 12 1/2 lb .....	2.25
Du Pont Rifle, FFFg, Ffg, and "Sea Shooting" Fg, in kegs, 6 1/4 lb .....	1.25
"V. G. P." for Trap Shooting, in kegs, 25 lb .....	4.00
"V. G. P." for Trap Shooting in kegs, 12 1/2 lb .....	2.25
"V. G. P." for Trap Shooting, in kegs, 6 1/4 lb .....	1.25
Choke Bore, Nos. 5 and 7, in kegs, 25 lb .....	5.00
Choke Bore, Nos. 5 and 7, in kegs, 12 1/2 lb .....	2.75
Choke Bore, Nos. 5 and 7, in kegs, 6 1/4 lb .....	1.50
Mealed Powder, in kegs, 25 lb .....	4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in kegs, 25 lb .....	2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in kegs, 25 lb .....	2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in kegs, 25 lb .....	1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:	
Du Pont Smokeless Shotgun Powder:	
Kege, equal in bulk to 25 lb Black Powder .....	\$2.00
Half kege, equal in bulk to 12 1/2 lb Black Powder .....	11.25
Quarter kege, equal in bulk to 6 1/4 lb Black Powder .....	5.75
Canisters, equal in bulk to 1 lb Black Powder .....	1.00
Du Pont Smokeless Rifle Powder No. 1, equal in bulk to 1 lb Black Powder .....	1.04
Du Pont Smokeless Rifle Powder No. 2, equal in bulk to 1 lb Black Powder .....	1.00
Du Pont U. S. 30 Calibre Smokeless Rifle Powder, per lb .....	1.25
Discounts on application.	

## Animal Pokes—

Iowa Farming Tool Co.: \$ doz.	
Hawkeye .....	\$3.25
Western .....	3.75

## Anti-Rattlers—

Fernald, Wire .....	50&10%
Burton's .....	50&10%
Gem .....	.60%
Steel Drive .....	.40%
Kohler's: \$ gro.	
Invisible, No. 8 .....	\$6.00
Perfect, No. 2 .....	7.00
Bolt Holder, No. 1 .....	9.00

## Anvils—

American "Horse-Shoe" .....	94c
Armitage's Mouse Hole .....	94c
Cincinnati .....	25&10%
Eagle Anvil, 1/2 lb .....	15&15&5%
Hay Budden, Wrought .....	84c
Peter Wright's .....	94c@104c
Samson .....	40&10%
Trenton .....	.6c

## ANVIL AND VISE COMBINED—

Cheney Anvil and Vise .....	.40%
Holt's .....	40&40&10%
Millers Falls (with drill), \$18.00 .....	15%

## Augers and Bits—

Boring Machine .....	70%
Com. Auger Bits .....	60&10&10&70%
Foretner Pat. Bits .....	25%
C. E. Jennings & Co.: Double Spur pattern car, No. 80 .....	.60%
Nobles Double Spur, No. 32 .....	50&10%
No. 10 Extension Lip .....	.40%
No. 10 Extension Lip Car Bit .....	.40%
Car Bits, No. 10 .....	.40%
Car Bits, No. 80 .....	.50%
Ring Augers .....	.70%
Jennings' Pattern .....	50&10%
Snell's Auger and Car Bits .....	.60%
Swan's: Jennings' Pattern Auger Bits, 50&50&10%	
Jennings' Pattern Car .....	.4%
Jennings' Pattern Machine .....	.25%
Russell Jennings' Augers and Bits .....	25&10&24%

## HOLLOW AUGERS—

Amer .....	25&10%
Bonney's Adjustable, No. 4, \$34.00 .....	25&10%
Cincinnati Nos. 1, 2 and 3 .....	25&10%
Douglass .....	25&10%

Ives .....	25&10%
Millers Falls, Goodell .....	15&7 1/2%
Swan's .....	.10%
Universal, each \$4.50 .....	.20%

## EXPANSIVE BITS—

C. E. Jennings & Co. ....	33 1/2%
Clark's small, \$18 .....	50&10%
Clark's large, \$26 .....	50&10%
Ives' Model, \$ doz. \$60 .....	.50%
Swan's .....	50&10%

## DOUBLE CUT GIMLET BITS—

Common .....	40&10&50%
Mayhew's Diamond \$ doz. \$1.25 .....	.40%
Swan's .....	.40%
C. E. Jennings & Co. ....	45%
Ladd's .....	60&10%
Mayhew's .....	40&10%
Snell's .....	40&10%
Snell's Bell Hangers .....	.50%

## BIT STOCK DRILLS—

Cincinnati Tool Co., for wood, 40&10%	
for metal, 60%	
Cleveland Wood Bits for Brace .....	50&10%
Detroit .....	.60%
K. & F. ....	60&10%
Morse .....	50&10%
Swan's, for wood .....	40&10%
Syracuse, for wood .....	.40%

## TWIST DRILLS—

Cleveland .....	60&10%
K. & F. Straight Shank .....	60&10%
Morse Straight Shank .....	50&10%
New Process .....	60&10%
Standard .....	60&10%
Standard Oil Tube Drills .....	.15%
Syracuse .....	60&10%
W. & B. Diamnd .....	60&5&60&10%
W. & B. Universal Self-Oiling .....	.10%

## SHIP AUGERS AND BITS—

L'Hommiedien's .....	15&15&10%
Snell's .....	3&10%
Watrous .....	33 1/2%

## Awl and Auger Handles—

## See Handles

## Awls—

Handled Brad .....	40&10%
Handled Scratch .....	40&10%
Patent Peg .....	.50%
Sewing, Com. ....	85c@1.00
Shouldered Peg .....	.50%
Shouldered Brad .....	.50%
Socket Scratch & Lev. ....	\$1.00
Stanley Rule & Lev. ....	.80&10%
Handled Brad .....	30&10%
Patent Pegging .....	50&50&10%

## Awl and Tool Sets—

Aiken's Awls and Tools:	
No. 10, \$ doz. \$7.50; No. 20, \$ doz. \$10 .....	.60%
Brad Sets:	
No. 44, \$10.50; No. 45, \$12.50 .....	.70%
Fray's Adj. Tool Hds., Nos. 1, \$18; 2, \$18; 3, \$12; 4, \$9; 5, \$ .....	.50%
Id. w. w. ....	.55%
Millers Fall Adj. Tool Holders:	
No. 1, \$12; 2, \$12; 4, \$12; 5, \$18. 15&15&10%	
C. E. Jennings & Co.'s Adjustable Tool Handles .....	33 1/2%
Stanley's Excelsior, No. 1, \$7.50; No. 2, \$4.00; No. 3, \$5.50 .....	30&10%

## Axes—

First quality, best brands .....	\$6.50@7.00
First quality, other brands .....	6.00@6.50
Beveled, add 25c. \$ doz.	

## HATCHETS—

Hunt's, Underhill's or Blood's .....	40&10%
Peck's:	
Champion Blade .....	.45%
Empire Brand .....	50&10%
D. Simmons & Co.: Broad .....	} 50&5%
Shingling and Claw .....	
Lath, Hunters', etc. ....	
M. C. Ogden's: Broad .....	} 40&10%
Shingling, Claw, etc. ....	
Handled Axes .....	
Boys .....	.5%

## Axle Grease—

Dixons' "Everlasting": 1-lb box .....	.15
2-lb box .....	.25
10-lb pail .....	\$1.20
25-lb keg .....	2.75
50-lb keg .....	5.00

## Balances—

Chatillon's: Light, Class A .....	40&10%
Circular Balances, Class C .....	.50%
Ice Balances, Class B .....	.50%
Straight Balances, Class A1 and A2 .....	.40%
Large Dial, Class D .....	.30%

## Balances, Sash—

Pullman's .....	50&10&60%
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## Barn Door Hangers—

## See Hangers.

## Barrel Drainers—

National .....	.80%
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## Beef Shavers—

Enterprise:	
Japanned, each, \$7.50 .....	25&80%
Tinned, each, \$9.00 .....	25&80%

## Bells—

## HAND—

Extra Heavy Brass .....	60&60&10%
Light Brass .....	60&10%
Pure Bell Metal .....	.55%
Globe (Cone's Patent) .....	.35%
Silver Chime .....	.35%
White Metal .....	.55&5%

## DOOR—

Trip, Gem .....	40%
Alarm, Abbe's .....	40%
Alarm, Yankee .....	50%
Gong, Abbe's .....	40%
Gong, Yankee .....	50%
Lever, R. & E. Mfg. Co.'s .....	50&10%
Multi-Stroke .....	.40%
New Departure .....	45&50%

## COW—

Common Wrought .....	.75%
Kentucky .....	70&70&10%
Kentucky, Sargent's List .....	.70%
Texas Star .....	.50%
Western, Sargent's List .....	.70%

## Bells—

Blacksmiths' .....	60&10&70%
Hand .....	25&10%
Moulders' .....	25&10%

## Belting, Rubber—

Poston Belting Co.: "Boston" .....	50%
"Imperial," seamless, stitched .....	40%
Cleveland Rubber Co.: Buckeye .....	60&10%
Shield High Grade .....	50&10%
War. 2 XL .....	.40%
Common Standard .....	.75&10%
Extra .....	60&10&5%
N. J. Car Spring & Rubber Co.: Extra Para .....	40&10%
Reliable .....	50&10%
Staple .....	60&10%
Standard .....	70&10%

## Belting, Stitched Cotton—

Sphinx Brand .....	.60%
Competition Brand .....	.70%

## Belts—

## HANDLE &amp; THRESHER—

Four Ply, 6-in. ret. ....	\$ foot 12c
Four Ply, 7 in. net .....	\$ foot 14c
Four Ply, 8 in. net .....	\$ foot 16c

## Bench Stops—

Cincinnati .....	25&10%
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00 .....	40&10%
Seymour Smith & Sons .....	25&10%
Terrill's Nos. 1 and 2, \$3.00; No. 3, \$3.00 \$ doz. ....	.25%
Miller's Falls .....	15&10%
Weston's .....	40%

## Bicycle Material—

## The Beckley-Ralston Co., Chicago, Ill.:

BELLS—	Price \$ Doz.
The Electro, 1½ inch, Electric Stroke.....	\$1.25
The Allen Rotary Tire.....	3.75
The Moseberg No. 1 Chime-Tire Bell.....	6.00
The Moseberg No. 2 Chime-Tire Bell.....	4.00
The Moseberg No. 10 Cuckoo Bell, 2½ inch.....	3.25
The Moseberg No. 12 Electric Stroke, 2½ inch.....	5.25
No. 211, Bristol, 1½ inch.....	1.50
No. 212, Bristol, 2 inch.....	1.75
No. 111, Bristol, 1½ inch.....	1.35
No. 112, Bristol, 2 inch.....	1.60
No. E 3, New Departure, 2½ inch, Electric Stroke.....	5.00
No. E 5, New Departure, 2½ inch, Electric Stroke.....	4.50
No. E 7, New Departure, 2 inch, Electric Stroke.....	3.00
No. E 9, New Departure, 1½ inch, Electric Stroke.....	2.50
No. 1017, New Departure, Flag Top, 2 inch, Electric Stroke.....	3.75
No. E 7½, New Departure, 2 inch, Electric Stroke.....	2.65
No. E 9½, New Departure, 1½ inch, Electric Stroke.....	2.30
No. 1015, New Departure, Flag Top, 2 inch, Electric stroke.....	5.00
No. R 5, New Departure, 2½ inch, Electric Stroke.....	5.25
No. T 9 New Departure Chime-Tire Bell.....	4.30
No. 415, New Departure Push Button Bell, 2 inch.....	4.00
No. 311 P, New Departure Push Bell, 1½ inch.....	2.00
No. 1046, New Departure, 2 inch, Electric Stroke.....	3.75
Handsome Emerald Jewel in Center. No. 1076, New Departure, 2 inch, Electric Stroke. Ruby Jeweled Turtle and Embossed Serpent design.....	8.75
No. 1136, New Departure, 2 inch, Electric Stroke. Golf and Thistle design, embossed and enameled.....	3.50



Price Each.	
Blow Torches. The Imperial	\$2.25
Gasoline. The Queen	2.25
Blow Torches. The Queen	2.25
Gasoline. The Queen	2.25
Brazing Brushes; best steel wire	Price ½ lb.
Brazing Compound—Superior	\$.28
Brazing Compound—Fluxine	.28

BICYCLE STANDS AND HOLDERS—	
Price ½ Doz.	
Diamond Folding	\$2.75
Haubs' Wire	2.50
Price Each.	
Eurekas for 5 machines with out signboard	\$1.25
Eurekas for 7 machines, with out signboard	1.50
Extra for signboard	.60
Price Each.	
No. 5. Extension, with casters	\$.50
Price ½ doz.	
Model D Wall Rack, japanned	\$1.60
Model B Wall Rack, japanned	2.70

BUFFERS—HANDLE BAR—	
Price ½ Doz.	
No. 1, Style M. & W.	\$.50
No. 2, Style M. & W.	.55
Breast Drills, Goodell's, No. 6.	2.75

CALIPERS—	
Stevens', inside or outside:	Price Each.
3 inch length	\$.55
4 inch length	.45
5 inch length	.50
6 inch length	.60

CARRIAGE—	
Price ½ Can.	
For all Gas Lamps; best quality only, in 2 lb cans	\$.17

CEMENT—	
Price ½ lb.	
Eclipse, hard, 1 lb cakes	\$.17
Eclipse, 1/2x2 1/2 tubes, rim or rub.	.15
Eclipse, 3/4x3 1/2 tubes, rim or rub.	.20
Eclipse, 1x4 tubes, rim or rub.	.25
Eclipse, 1x4 tubes, rim or rub.	.35
Eclipse, 1x6 tubes, rim or rub.	.45
Eclipse, 1 pt. cans, rim or rub.	1.90

Each.	
Eclipse, 1 qt. cans, rim or rub.	\$.35
Eclipse, 1 gal. cans, rim or rub	1.00

Price ½ Doz.	
Morgan & Wright small tubes	\$.30
Wood rim or rubber.	

CARRIERS—	
Price ½ Doz.	
Lamson No. 1	\$4.50
Lamson No. 4 S	7.75
Lamson No. 4 D	9.50
Kalamazoo No. 10	4.75
Dexter No. 1	4.50

CHAINS—	
Price Each.	
Baldwin, Pattern A, 3-16 or 1/4 inch, 5 ft. long	\$.60
Baldwin, Pattern P, 3-16 or 1/4 inch, 5 ft. long	1.25
Morse Roller, 3-16 or 1/4 inch, 5 ft. long	2.00
Crown Regular, No. 7, 3-16 or 1/4 inch, 5 ft. long	.40
Watch Fobs, made of Bicycle Chain	.15

CHAIN LUBRICANT—	
Price ½ Doz.	
Holdfast in tin cans	\$.30
Pacemaker, brush top	.30
Dixon's No. 691	.25
M. & W. Slippery Stuff	.45

CONES—	
Price ½ Doz.	
Hub Cones, ass'd sizes & threads	\$.75
B. & R. Adjustable Cones, all threads in stock	1.00
Nelson Adjustable Cones, all threads in stock	2.40

CRANKS—	
Price ½ Pair.	
Round, Nickel Plated, 6, 6 1/2, 7 in.	.25c

CUPS FOR BEARINGS—	
For Hangers	Price each. \$.10
For Hubs	Price each. .05

CYCLOMETERS—	
Price ½ Doz.	
Veeder, 28 in. regular	\$6.75
New Departure, for front hub	5.75
20th Century, regulars	5.50

CHAM KEYS—	
Price ½ Pair.	
5-16, 11-32 and 3/8 in. sizes slabb'd	.5c

ENAMEL—	
Price ½ Doz.	
1/4 pt. cans, air drying, all colors	.75c

ENAMEL BRUSHES FLAT	
CAMELS HAIR—	
Price ½ Doz.	
3/4 inch wide	\$.85
1/2 inch wide	1.00
3/8 inch wide	1.15
1/4 inch wide	1.35

FRAME CLAMPS—	
For attaching saddle to top bar of frame	Price Each.
Sidway, 1 1/2 and 1 3/4 inch	\$.25
Chalfont, 1 1/2 and 1 3/4 inch	.30
GRIPS—	
Price ½ Pair.	
Nickel-Tip Corkaline, 7/8, 13-16 and 3/4	\$.06
Composition-Tip Corkaline, all sizes and colors	.07
Wood-Tip Leather, all regular sizes	.08
Nickel-Tip Leather, all regular sizes	.12

GUARDS & GUARD FITTINGS—	
Price Each.	
Regular 36 inch rear wheel guard, natural or stained, drilled and cycled	\$.15
Regular chain guards to match above	.10
Complete sets of fittings for attaching above	Price ½ set .20

HANDLE BARS—	
Price Each.	
Regular Drop or Upcurveless Grips	\$.40
Perfection Adjustable, with expander	.60
Perfection Adjustable Extension, with expander	.85
Sanger Adjustable, with expander	.75
Kelly Adjustable, with expander	1.15
Kelly Adjustable, plain stem	1.05
Hussey Adjustable, plain or expander stem	1.25

HEAD CUPS AND CONES, N. P.	
Price ½ Set.	
C. & M., stamped with clamp, 1 3/8 and 1 1/4 heads	\$.30
W. & E., turned, with clamp, 1 3/8 and 1 1/4 heads	.55

HUBS—	
Price ½ Pair.	
1901 Crown, all size sprockets	\$1.25
1901 Harris, all size sprockets	1.00
1901 W. & E. Racing	3.00
Thor Standard	2.00
Thor Special	2.65

New Departure Coaster Hub	
Price Each.	\$4.00
Morrow Coaster Hub	
Price Each.	4.00

IRON PUTTY—	
For filling all cracks, bakes like a rock	Price ½ lb. .25

LAMPS, GAS—	
Price Each.	
The 1901 Eclipse, our leader, none better at any price	\$1.00
The 1901 Solar, is always reliable	1.85
The 1901 20th Century	1.85

LAMPS, OIL—	
Price Each.	
Lightweight	\$.60
Searchlight	1.75
20th Century	1.55

LAMP PARTS—	
For all Gas Lamps. We carry a full line of repairs at less than factory prices.	

LAMP BRACKETS—	
Price ½ Doz.	
Axle Pattern	\$.15
Fork Pattern	.65
Head Pattern, all sizes	.65

NIPPLE GRIPS—	
Perfect, oldest and best. Price each for small size	\$.30
Victor, oldest and best. Price per doz. on display card	1.00

OIL—	
Price ½ Doz.	
Penno, solid lubricant, 1/4 lb cans	\$.50
Penno Oil, 2 oz. bottles	.35
Three In One Oil, 8 oz. bottles	1.25

OIL CANS—	
Price ½ Doz.	
No. 1, for tool bag use	\$.35
Shop, with long spout	1.00
N. P. NUTS—	
Price ½ Doz.	
All sizes for Hubs and Saddles	\$.25

PATCHING RUBBER—	
Price ½ roll.	
Vim, in 1/4 lb roll	\$.35

PEDALS—	
Price ½ Pair.	
Syracuse Rat Trap	\$.55
Syracuse Rubber	.65
Bridgeport Rat Trap	.45
Niagara Rat Trap	.40
Record No. 5 Rat Trap	.55
Genesee Rat Trap	.45
Add 10c. ½ pair when rubbers are wanted on Rat Trap pedals	

Binder Twine—	
White Sisal, 500 ft. to lb.	8c
Standard, 500 ft. to lb.	8c
Manila, 600 ft. to lb.	10c
Pure Manila, 650 ft. to lb.	11c

Bit Holders—	
Angular	45c
Extension	
Barber's, ½ doz. \$15.00	45c 50c
Ives' ½ doz. \$20.00	60c 10c

Bit Stock Drills—	
See Augers and Bits.	

Blind Adjusters—	
Domestic, ½ doz. \$3.00	33 1/2c
Excelsior, ½ doz. \$10.00	50c 10c 2c
North's	10c
Zimmerman's	50c

Blind Fastenings and Tenons—	
Austin & Eddy ½ gro. sets	\$5.50
Forhan's Improved Star Tenon ½ gro. \$1.00	.25c
Holt's Tenons	.70c
Merriman's Brass Lever ½ gr.	\$15.00
Merriman's Iron Lever ½ gr.	9.00
Millers Falls ½ set \$1.00	15c 10c
Security Gravity ½ gr.	\$9.00
Washburne's Plate ½ gr.	9.00
Zimmerman's	50c

Blind Hinges—	
See Hinges.	

Blocks—	
Chisholm & Moore Crane Load Blocks 15c	
Cleveland Block Co. Steel	60c 10c 70c
Eddy's	60c 10c 70c
Hariz' Steel	50c 50c 10c
Iron Strapped	70c
Rope Strapped	60c 10c
L. V. Sheaves	60c

Lanes:	
Junior, Self Sustaining	30c
Pat. Automatic	30c
Perfect Safety	30c
Stowell, Novelty Block	50c 10c
Regular Iron Strapped Blocks	60c 10c 10c 70c

Bolts—	
DOOR AND SHUTTER—	
Cast Iron Barrel, Square, &c.	50c 10c
Cast Iron Chain	50c 10c
Cast Iron Shutter Bolts	45c 10c
Ives' Patent Door Bolts	60c
Wrought Barrel	60c 10c 15c
Wrought Square	60c 10c 15c
Wrought Shutter, Standard list	40c 10c
Wrt Sunk Flush, Sargent's list	50c 50c 10c
Wrt Sunk Flush, Stanley's list	45c 45c 10c
Wrt B. K. Flush, Com'n, Stanley's list	50c 50c 15c
Wrought Spring, Sargent's	75c

CARRIAGE, MACHINE, &c.—	
Bolt Ends	70c 70c 7 1/2c
Machine	70c 70c 7 1/2c
Carrriage, Common	65c 10c
Norway Iron, list Oct. '84	80c
Phila., Eagle, list June 1, '99	80c
Sleigh Shoe	85c

TIRE—	
American Screw Co.:	
Bay State, Plain, list Dec. 28, '99	77 1/2c
Bay State, Pinned	77 1/2c
Eagle Phila., list Feb. 26, '96	85c
Norway, Phila., list Feb. 26, '96	82 1/2c
Common, list Dec. 28, '99	75c
Norway, Phila.	82 1/2c
Portchester, Norway	75c

STOVE AND PLOW—	
Plow	60c 10c
Stove, list Dec. 28, '99	75c

MISCELLANEOUS—	
Sink	75c

Bone Mills.	
Enterprise	25c 30c
Stearns	40c

Borers, Bung.	
Enterprise	25c 30c
Each	\$1.25, \$1.55, \$2.50
No. 1	2 8

C. E. Jennings & Co.:	
No. 6	40c
No. 10	25c

Borers, Tap—	
Common Ring	20c 10c
Enterprise	25c 30c
Ives	25c 10c

Boring Machines—	
WITHOUT AUGERS—	
Upright.	
Douglass'	\$2.75
Jennings'	3.00
Millers Falls	7.50 15c
Snell's, Rice's Pat.	2.75

Bow Pins—	
Hotchkiss	60c 10c

Boxes, Mail.	
Heller's	40c 5c

Box/Strapping—	
Cary's "Universal," in case lots	20c 10c 30c 10c 10c

Braces—	
Barbers'	50c 10c 60c 10c
Barbers' Ratchet	60c 60c 10c
Common Ball American	60c 60c 10c
Ives'	
Barbers'	60c 5c
Barbers' Ratchet	60c 60c 10c
New Haven Novelty	70c
New Haven Ratchet	60c 10c
Spofford	60c 5c

C. E. Jennings & Co.:	
No. 10 1/2 11 1/2	50c 10c
No. 20 1/2 21 1/2	50c 10c
Lancaster Mach. & Knife Works	40c
Peck's (P. S. & W. Co.)	50c 10c 60c
Gen. Spofford's	50c 10c 60c

Brackets—	
Door Screen	60c 10c
Shelf, Bradley's Patent	75c
Shelf, Plain, Regular list	60c 5c
Shelf, Fancy, Sargent's list	40c 10c
Window Screen Corner	60c 10c
Reading, Roquette	60c

Bracket Saw Frames—	
Millers Falls Co.	25c

Bracket Sets—	
Millers Falls Co.	33 1/2c

Box Hooks, Openers and Scrapers—	
Humason & Beckley's	60c 60c 10c

Bright Wire Goods—	
Standard. New list	80c

Bull Rings—	
Humason, Beckley & Co.'s	80c
Peck, Stow & Wilcox Co.'s	60c
Sargent's	80c
Seymour Smith & Sons	60c

Bull Punches—	
Humason & Beckley's	25c

Bush Hooks—	
See Hooks.	

Butchers' Cleavers—	
Bradley's .....	25¢@30%
Beatty's .....	40%
Foster Bros. Flat Hds .....	30%
Foster Bros. Round Hds .....	40%
Lancaster Mach. & Knife Wks 33 1/2¢@40%	
& I. J. White .....	25%
New Haven Edge Tool Co.'s .....	40%
P. S. & W .....	33 1/2¢@5%

**Cattle Leaders—**

Humason, Beckley & Co.'s.....	70&10%
Peck, Stow & W. Co.....	66%
Sargent's.....	70&10%
Weltons.....	70&10%

**Chain—**

Aluminum Coil and Halter.....	50&5%
American Halter Chain.....	50&50&5%
American Proof Coil, Cask lots, Per lb.	
3-16.....	\$7.45
1/2.....	5.55
1/4.....	4.55
3/8.....	3.70
7-16.....	3.55
1/2.....	3.45
3/4.....	3.40
1.....	3.40
1 1/2.....	3.35
2.....	3.35
3.....	3.35
4.....	3.35
Less than 1000 lb of each size, add 25c.	
100 lbs.	

**Bridgeport Chain Co.:**

Brown, Coll.....	60%
Brown, Halter.....	60%
Competition Sash.....	50&10%
Monarch, Sash.....	40&10%
Triumph, Coll.....	55%
Triumph, Halter.....	55%

Covert Mfg. Co., Breast Chain.....	
Covert Mfg. Co., Halter Chain.....	
Covert Mfg. Co., Heel Chain.....	35%
Covert Mfg. Co., Rein Chain.....	
Covert Mfg. Co., Stallion Chain.....	
Galvanized Pump Chain.....	50&5%
German Coll, list July 24, '97.....	60&30&10%
German Halter Chain, list July 24, '97.....	

Jack Chain, Iron.....	60&60&10%
Jack Chain, Brass.....	60&60&10%
Onaida:	
Niagara.....	60%
Eureka.....	60%
Trace, Wagon and Fancy Chains, New List.....	50&10&60%

**COW TIES—**

American.....	50&50&10%
Niagara.....	45&50%
Covert Mfg. Co.:	
Cotton.....	45%
Hemp.....	45%
Jute.....	35%
Sisal.....	20%

**Chain Guards—**

Aluminum S. & N. Co.....	50
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**Chain Hoists—**

Moore's "Anti-Friction".....	30%
Moore's "Direct".....	50%

**Cherry Stoners—**

Enterprise.....	25&30%
Family.....	net 1/2 doz. \$4.00

**Chisel and File Handles—**  
See Handles.**Chisels—****SOCKET FRAMING AND FIRMER—**

Buck Bros.....	30%
Charles Buck.....	30%
Douglas.....	
Mix.....	
Ohio Tool Co.....	70%
P. S. & W.....	
Swan.....	
Witherby.....	
C. E. Jennings & Co., No. 70.....	20%
Jennings & Griffin Mfg. Co.....	70%

**TANGED AND MISCELLANEOUS—**

Box.....	60&10%
Buck Bros.....	60&10%
Butchers'.....	\$4.75 to \$5.00 to E
C. E. Jennings & Co.....	30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Goggles.....	40%
Spear & Jackson's.....	\$5.00 to E
Tanged Firmers'.....	40&40&10%

**COLD CHISELS—**

Good quality, 1/2 lb.....	18c to 20c
Snell's Best C. S.....	50%

**Chucks—**

Beach Patent, each, \$8.00.....	20%
Cushman's:	
Combination.....	40%
Independent.....	50%
Morse's Adjustable, each, \$7.00.....	25%
Syracuse, Balz Patent.....	30%
Union Mfg. Co.:	
Combination.....	40%
Independent.....	40%
Universal.....	40%
Victor, No. 1, \$8.50; No. 2, \$12.50.....	25%

**Clamps—**

Adjustable, Cincinnati.....	25&10%
Adjustable, Hammers.....	20%
Adjustable, Stearns.....	30%
Malleable, Stearns.....	75%
Cabinet Makers or Quilt Frame, Sargent's.....	50%
Carpenter's, Cincinnati.....	25&10%
Carriage Makers', Sargent's.....	50&50&10%
Carriage Makers', Stearns.....	50&50&10%
Carriage Makers', P. S. & W. Co.....	40&10%
Smith's:	
Eccentric.....	25%
Splicing.....	25%
Splicing Tools.....	25%
Warner's.....	40&10%

**Cleaners, Sidewalk—**

Challenge Shank.....	\$8.25
Star Shank.....	4.00
Star Socket.....	4.25

**Clippers—****HORSE—**

Chicago Flexible Shaft Co.'s:	
Chicago Belt Clipping Machine, Each \$15.00 net	
New '98, Chicago.....	Each 8.75 net

**TOILET**

Chicago Flexible Shaft Co.'s:	1/2 doz.
Mascot.....	\$8.40 net
Monitor.....	9.00 net
Stewart Pat.....	10.00 net

**Clips—**

Norway Axle.....	60&10&10%
Norway Spring Bar Clips.....	60&10&10%
Superior Axle Clips.....	60&10&10%

**Coffee Mills—**

Box and Side.....	50&10&60%
Enterprise Mfg. Co.....	25&30
Logan & Strobbridge Co.....	net prices
National Specialty Mfg. Co.....	30%
The Swift, Lane Bros. Co.....	30%
Waddell's New Box Mills.....	10%
Ideal Brand, New List.....	60&60&10%

**Coil Chain—**

See Chain.

**Compasses, Dividers, &c.—**

Athol Callipers and Dividers.....	40%
Bemis & Call Co.'s:	
Compasses.....	50&5%
Dividers.....	65%
Compasses, Callipers, Dividers.....	70&70&10%
Copeland's Extension.....	40%
Stevens' "Ideal".....	25&10%
Stevens' "Leader".....	25&10%
Starrett's Fay's Patent Spring Calipers and Div.....	25&10%
Wright's.....	35%

**Coopers' Tools—**

Bradley's.....	20%
Barton's.....	20&20&5%
Beatty's.....	35%
L. & I. J. White.....	20&20&5%
Sandusky Tool Co.....	25&10&30&10%
Shaves, Cincinnati Tool Co.....	15&15&10%

**Corkscrews—**

Detroit Cork-Screw Co.....	35%
Howe Bros. & Hulbert.....	40%
Humason & Beckley Mfg. Co.....	40&10%
Samson.....	1/2 doz \$10.00
Williamson's.....	40%

**Corn and Fodder Compressor—**

J. B. Hughes', 1/2 dozen net.....	\$8.00
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**Corn Hooks—**

Kretzinger Cut-Easy.....	\$3.00 net
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**Corn Knives and Cutters—**

Bradley's.....	net
Wadsworth's.....	net

**Counter-Sinks—**

Mayhew's Diamond.....	40%
Smith's.....	25%
Snell's.....	50%
Wheeler's Patent.....	50&10%

**Crayons—**

Sargent's List.....	20%
Dixons.....	1/2 gro.
Eclipse.....	\$3.75
Emerald.....	5.00
Orion.....	5.00
Rainbow.....	2.81
Solid.....	7.50

**Curry Combs—**

Fitch's List.....	net prices
Kohler's.....	30&35%
New York Stamping Co. List, Sept. 17, '97.....	40%
Perfect.....	40%
Rubber, 1/2 doz. \$7.50.....	20&10%
Southington Cutlery Co.'s.....	25&10%

**Cycle Hangers—**

Lane's.....	33 1/2&5%
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**Diggers—**

See Post Hole, etc.

**Dividers—**

See Compasses, Dividers, etc.

**Dog Collars—**

Chapman Mfg. Co.'s New List:	
Chain (full assortment).....	40%
Leather (full assortment).....	40&10%
Pope & Stevens:	
Brass.....	40%
Embossed.....	30&10%
Leather.....	40%
Union Hardware Co. New List.....	50&50&10%

**Door Bolts—**

See Bolts, Door.

**Door Checks—**

Bardsley's.....	33 1/2&40%
Columbia.....	50&10%
Colipsc.....	50&10%
Home.....	45&10&15&10&10%
Norton's.....	50&50&10%
Ogden's.....	33 1/2&40%

**Door Holders—**

Empire.....	50%
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**Door Springs—**

Champion (Coil).....	50%
Gem (Coil), list Oct. '95.....	20%
Rubber, complete, 1/2 doz. \$5.50.....	45&50%
Star (Coil), list Oct. '95.....	30%
Torrey's Rod, 39 in., 1/2 gro.....	\$15.00
Torrey's Rod, 49 in., 1/2 gro.....	42.00
Victor, Coil.....	50&10&10%

**Drain Cleaners—**

Iwan's Adjustable.....	55%
Iwan's Stationary.....	45%

**Drawer Pulls—**

Sargent's List.....	60%
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**Drawing Knives—**

Adjustable Handle.....	25&25&10%
Bradley's.....	35%
Douglas.....	70&10%
Jennings & Griffin.....	60%
Mix.....	70&10%
Ohio Tool Co.....	70&10%
P. S. & W.....	70&10%
Witherby.....	70&10%
Watrous.....	30&10%
L. & I. J. White.....	20&5&25%

**Drills and Drill Stocks—**

Automatic Boring Tools.....	50%
Bench, Mannes.....	60%
Blacksmiths'.....	60%
Breast, Bartholomew's.....	25&10%
Breast, Goodell's.....	25&30%
Breast, Millers Falls, each \$8.00.....	15&10%
Clamp.....	20%
Ratchet, Billings' Double Acting.....	33 1/2%
Ratchet, Ingersoll's.....	25%
Ratchet, Merrill's.....	20&20&5%
Ratchet, Moore's Triple Act.....	25&30%
Ratchet, Fletcher's.....	40%
Ratchet, Whitney's.....	50%
Ratchet, Weston's.....	20&25%
Stearns' Bench.....	30%
Upright, B. & P.....	50%
Hand, Goodell's.....	30&10%
Whitney's Hand Drill, No. 1, \$10 00.....	
Adjustable No. 10, \$12.00.....	33 1/2%
Wilson's Drill Stocks.....	10%

**TWIST DRILLS—**

See Augers and Bits.

**BLACKSMITHS'**

Coe's.....	60%
Prentice.....	60%

**Drug Mills—**

National Specialty Mfg. Co.....	30%
Enterprise Mfg. Co.....	25&30%

**Easy Lawn Swings—**

Ulrich Mfg. Co.....	\$85.00
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**Egg Beaters—**

Dover Stamping Co.:	
New Dover, 1/2 doz. 75 cts., 1/2 gro.....	\$7.50
Extra Family Size.....	1/2 doz. 2.00
Keystone.....	33 1/2%
Spiral.....	1/2 gro. \$4.25 to \$4.50
Standard Co.:	1/2 gro.
Dover, No. 5.....	7.00
Dover, No. 10.....	7.00
Dover, Steel Handle, No. 10.....	7.00
Dover, Extra Heavy, No. 15.....	12.00
Rival.....	9.00

**Emery—**

Genuine Turkish Walpole Mills.....	10c
No. 6 to 46, 1/2 lb.....	10c
No. 54 to 150, 1/2 lb.....	10c
Flour, 1/2 lb.....	8c

**Enameline—**

No. 4.....	\$4.50
No. 6.....	7.20

**Escutcheons—**

Wood.....	25%
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**Expansive Bits—**

See Augers and Bits.

**Farriers' Knives—**

"Challenge".....	\$3.00
Popes.....	3.00
Wilkinson's.....	\$3.00 net
Wootenholm's.....	\$3.25 10%

**Faucets—**

Brass Globe Cocks.....	65&85&5%
Brass Racking.....	65&85&5%
Compression Bibbs.....	70&70&5%
Red Cedar.....	40&40&10%
Red Cedar, bbl. lots.....	5%
Frary's Iron Petroleum.....	65&85&5%
John Sommer's "Peerless," Tin Key.....	40%
John Sommer's "Boss," Tin Key.....	70%
John Sommer's "Victor," Metal Key.....	50&10%
John Sommer's "Duplex," Metal Key.....	60%
John Sommer's "Buckeye," Metal Key.....	40%
John Sommer's "Rochester," Metal Key.....	50%
John Sommer's "Rival," Metal Key.....	50%
John Sommer's "Crescent," Metal Key.....	50&10%

John Sommer's "Diamond," Lock.....	40%
John Sommer's "Eclipse," Lock.....	40&10%
John Sommer's "Union," Lock.....	50%
John Sommer's "I. X. L.," Cork Lined.....	50%
John Sommer's "Reliable," Cork Lined.....	50&10%
John Sommer's "Common," Cork Lined.....	70%
John Sommer's "O. K.," Cork Lined.....	50%
John Sommer's "Chicago," Cork Lined.....	60%
John Sommer's "Perfection," Cedar.....	40%
John Sommer's "No Brand," Cedar.....	50&10%
Star.....	60&60&5%

**SELF MEASURING—**

Enterprise 1/2 doz. \$36.00.....	40%
Lane's 1/2 doz. \$36.00.....	40&50&40&10%
National Specialty Mfg. Co.....	33 1/2%

**Files—****DOMESTIC—**

New List, Nov. 1, 1899.....	70&10%
American.....	70%
Arcade.....	70%
Derby.....	75&10%
Dixson's.....	70%
Dixson's Superfine.....	25&30%
Eagle.....	70%
Economy.....	75&10%
Great Western.....	70&10%
Kearney & Foot.....	70&10%
Nicholson.....	70%
Nicholson's X. F. Files.....	30&25&10%
Royal.....	75
Second Quality Files.....	80&10%
Tiger.....	75%
Victor.....	75&10%

**IMPORTED—**

Stube.....	Stubs' list, 30&33 1/2%
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**Filters—**

Acorn.....	50%
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**Fish Hooks—**

Amer. Fish Hook Co. list.....	60&60&10%
Kirby & Limerick, low list (50c case).....	10%

**Gauges—**

Bemis & Call's Steel.....	50%
Boss, Screw Pitch.....	33 1/4%
Clapboard.....	25 & 10%
Marking, Mortise, etc.....	55 & 10%
Stanley's.....	60 & 10%
Stanley's Chisel.....	30 & 10%
Starrett's Surface, Center and Scratch.....	25 & 10%
Copeland Champion Bit, $\frac{1}{2}$ doz.	\$2.00 net
Stubs' Wire and Drill.....	30%
Wire, Morse's.....	25%
Wire, P. S. & W., low list.....	10 & 10%
Wire, Wheeler, Madden & Co.....	10%

**Gimlets—**

"Diamond" Gimlets, $\frac{1}{8}$ gr. \$4.00 @ \$1.25	
Double Cut.....	40 & 10%
Metal Head.....	50 & 10%
Wood Head.....	50%
Swan's, German Pattern.....	40 & 10%

**Gimlet Bits—**

See Augers and Bits.

**Glass Cutters—**

"Woodward".....	net prices
"Red Devil".....	net prices

**Globe and Racking Cocks—**

See Faucets.

**Glue—**

Dodd's Liquid Glue.....	25 & 25 & 10%
Le Pages Liquid.....	25 & 25 & 10%
Mystic.....	40%
Martins.....	40%

**Glue Pots—**

Enamelled.....	40 & 0 & 50%
Tinned.....	40 & 40 & 5%

**Graters—**

Enterprise.....	25 & 30%
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**Griddles—**

Cronk's.....	70%
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**Grindstone Fixtures—**

P. S. & W. Co.....	50 & 50 & 10%
Sargent's Patent.....	60 & 10 & 10%
Stowell.....	50%

**Gunpowder—**

See Ammunition.

**Gun Wad—**

See Ammunition.

**Hafts—**

Britton's.....	$\frac{1}{2}$ doz. \$6.50
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**Halters—**

Covert Mfg. Co.: Jute Rope Halters.....	35%
Sisal Rope.....	20%
Web Halters.....	45%

**Halter Chain—**

See Chain.

**Hammers—****HANDLED HAMMERS—**

Humason & Beckley.....	40 & 10%
Magnetic Hatch, Nos. 1, 2, 3 \$1.25.	
\$1.50 & \$1.75.....	40 & 10%
H. & B. Tack.....	50 & 10%
Maydole's.....	33 1/4 & 50 & 10%
Peck, Stow & Wilcox.....	40 & 40 & 10%
A. E. Nail.....	46 & 10%
Engineers and B. S. Hand.....	40 & 10%
Sargent's New List.....	45 & 45 & 10%
Verree.....	50 & 10%
Warner & Noble's New List.....	25%

**HEAVY HAMMERS AND SLEDGES—**

Under 3 lb.....	$\frac{1}{2}$ lb 40c
3 to 5 lb.....	$\frac{1}{2}$ lb 80c
Over 5 lb.....	$\frac{1}{2}$ lb 30c
Wilkinson's Smiths.....	9 1/4 c @ 10c $\frac{1}{2}$ lb

**Hammock Ropes—**

Covert Mfg. Co.: Jute.....	35%
Sisal.....	20%

**Hand Cultivators—**

Ulrich Mfg. Co.: Osborne's.....	$\frac{1}{2}$ doz., \$15.00
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**Handles—****IRON, WROUGHT OR CAST—**

Chest Handles, Sargent's.....	50 & 10%
Chest Handles, Stearns' No. 1, Door or Thumb.....	80c. 70%
Nos. 0 1 2 3 4	
$\frac{1}{2}$ doz. \$ .90 \$1.00 \$1.08 \$1.35 \$1.50	
50 & 10%	
Drawer Handles.....	60%
Ring Handles.....	70%
Rozgin's Latches.....	35 & 35 & 10%
Shelf Box Handles.....	65%
Trunk Handles.....	60%
Tub Handles.....	60 & 10%

**STORE DOOR HANDLES—**

Bronzed, with Cylinder Lock.....	50%
Bronzed.....	50 & 50 & 10%
Japanned, with Nuts.....	45 & 10%
Japanned, with Plate.....	45 & 10%
Japanned, without Plate.....	45 & 10%

**DOOR PULL—**

Bar.....	60 & 60 & 10%
Barn Door.....	50 & 10%
Chest and Lifting.....	60 & 60 & 10%
Drawer Pulls.....	50 & 10 & 60%
Plain B. M.....	60 & 60 & 10%
Push Plates, Sargent's List.....	60 & 60 & 10%
Sash Pull Plates.....	70 & 10%
Sash Pulls.....	60 & 10 & 10%
Window Pulls.....	60 & 10%

**WOOD—**

Auger, assorted.....	$\frac{1}{2}$ gr. \$2.25 @ 2.50
Auger, large.....	$\frac{1}{2}$ gr. 3.00 @ 3.25
Auger, Douglass' Pat., $\frac{1}{2}$ set, No. 1.	
\$1.0 : No. 2, \$1.40 60 & 10%	
Auger, Ives' Pat., No. 1.....	60 & 10%
No. 2 to 32 1/4.....	40%
Auger, Swan's Pat., $\frac{1}{2}$ set, No. 3.	
\$1.00; No. 4, \$1.25.....	25 & 10%
Brad Aul.....	$\frac{1}{2}$ gr. \$1.75 @ \$2.00
Chisel, Worcester, Leather Cap'd.....	1.50
Disston's Crosscut.....	50%
File, assorted.....	$\frac{1}{2}$ gr. \$1.25 @ 1.40
Firmer Chisel, Apple, assorted, $\frac{1}{2}$ gr.	
\$2.25 @ 2.50.....	

Hammer, Hatchet, Axe, Sledge, etc.....	50 & 2%
Hoe, Rake and Fork.....	60 & 10 & 60 & 10 & 5%
Saw and Plane.....	40 & 10 & 50%
Shovel and Spade, Wood D. Handl'd.	
50 @ 50 & 10%	

**CROSS-CUT SAW HANDLES—**

Atkins.....	40%
Champion.....	45 & 45 & 10%

**Hangers—**

American Trackless.....	18 1/4 & 20%
Barn Door, old pattern.....	60 & 10%
Barn Door, New England.....	60 & 10%
Barry, \$6.00.....	50 & 10%
Best Anti-Friction.....	60 & 10%
Challenge Barn Door.....	50%
Cronk's Roller Bearing.....	
No. 0.....	\$4.50 net per dozen.
No. 4.....	5.50
No. 5.....	6.50

Cronk's Steel, cov'd, Loose Axle.....	60 & 10 & 5%
Coburn.....	40%
Davis Parlor Door.....	50 & 50 & 5%
Duplex (Wood Track).....	60 & 10 & 5%
Kidder's.....	50 & 50 & 10%
Lane's Barn Door:	
Barn Door, Standard.....	60 & 10%
Covered.....	50 & 10 & 10 & 5%
Special.....	60 & 10%
No. 50.....	50 & 10%

Parlor:	
Standard.....	$\frac{1}{2}$ set, net, \$3.25 @
Ball Bearing.....	4.00 @
New Model.....	2.75 @
New Champion.....	2.40 @
Manhattan.....	60%
McKinney's "None Better," No. 2.	
\$18.00; No. 1 Special, \$18.00.....	
dozen pairs.....	60 & 10%
Richards' Single Track, Steel.....	40 & 10%
Richards' Anti-Friction.....	50%
Victor, No. 1, \$15.00; No. 2, \$20.00.	
No. 3, \$25.00; No. 4, \$35.00.....	60 & 10 & 2 1/2%
Warner's Patent.....	20 & 10 & 10%
Wilcox's New Century.....	50 & 10 & 10%

**Harness Snaps—**

See Snaps.

**Hasps and Staples—**

McKinney's "Perfect," \$1.10 $\frac{1}{2}$ doz.	
40 & 10%	
Wrought.....	80 & 10 & 85%
Wrought, Stanley.....	80%

**Hatchets—**

See Axes.

**Hay Hooks—**

Humason & Beckley.....	60 & 10%
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**Hay Racks—**

Baxter Wrought Iron, No. 1, \$1.00,	
net; No. 2, \$1.50, net.	

**Hay and Straw Knives—**

Auburn Hay, Com. and Spear Point.....	50%
Iwan's Hay, Sickle Edge, $\frac{1}{2}$ doz. net \$10	
Iwan's Hay, Imp. Serrated $\frac{1}{2}$ doz.	
net.....	\$10.50
Auburn Straw.....	40%
Lighting, from jobbers.....	60 & 5%
Wadsworth's.....	40%

**Hinges—****WROUGHT IRON HINGES—**

Rolled Blind Hinges, Nos. 82 and 84.	
50 & 10%	
Rolled Plate.....	
Rolled Raised.....	70%
6 to 12 in., $\frac{1}{2}$ lb.	
3 & 3 1/4 c.	
Screw Hook.....	
and Strap, 14 to 20 in., $\frac{1}{2}$ lb.	
2 1/4 @ 3 1/4 c.	
22 to 36 in., $\frac{1}{2}$ lb.	
2 1/4 @ 3 c.	

**STRAP AND T HINGES.**

New List, March 15, 1901.	
Light Strap.....	75%
Heavy Strap.....	80%
Light T.....	70%
Heavy T.....	65 & 10%
Extra Heavy T.....	75 & 10%
Long Chest.....	60%
Hinge Hasps and Staples.....	60%
Crate Hinges.....	75%
Crate Hasps.....	60%
Corrugated Heavy Strap.....	80%
Corrugated Extra Heavy T.....	75 & 10%

Japanned Light Strap.....	60%
Japanned Heavy Strap.....	50 & 10 & 5%
Japanned Light T.....	60%
Japanned Heavy T.....	50 & 10 & 5%
Japanned Extra Heavy T.....	55%
Japanned Hinge Hasps.....	50%
Japanned Long Chest.....	60%
Japanned Crate Hinges.....	60%
Galvanized Hinges with Iron Pins.	
65 & 10%	
Galvanized Hinges with Brass Pins.	
60 & 10%	

**SPRING HINGES—**

Bommer's.....	33 1/4%
Bardley's Patent Checking.....	15%
Chicago.....	20%
Sargent's List, 1894:	
Bronze Metal.....	70 & 10 & 10%
Japanned Surface, Single.....	70 & 10%
Japanned Surface, Double.....	60 & 10%
Mortise.....	70 & 10%
Model.....	70 & 10 & 10%
Tuscan Surface, Single.....	70%
Tuscan Surface, Double.....	60 & 10%
Vigilant.....	60%
Union Spring Hinge Co.'s List.	
March, 1894.....	20%
Union Mfg. Co.....	25%
Wiles', No. 1, $\frac{1}{2}$ gr., \$16.00; No. 2,	
\$18.00.....	

**GATE HINGES—**

Clark's, Nos. 1, 2, 3.....	50 & 10 & 60 & 10%
N. E., $\frac{1}{2}$ doz. \$7.80.....	60%
N. E. Reversible, $\frac{1}{2}$ doz. \$5.60.....	60%
N. Y. State, $\frac{1}{2}$ doz. \$4.90.....	60%
Shepard's, Nos. 1, 2, 3.....	60 & 10%
Western, $\frac{1}{2}$ doz. \$4.30.....	60%

**BLIND HINGES—**

Clark's:	
Lull & Porter, Nos. 0, 1, 1 1/2, 2, 2 1/2.	
3.....	70 & 10%
Mortise Gravity.....	50%
Nos. 1, 3, 5.....	70 & 10%
Nos. 40 and 50.....	70%
Parker.....	70 & 10%
Sargent's, Nos. 1, 3, 5, 11, 13.....	70 & 10%
W. H. Co.'s No. 2 Mortise Gravity.....	60%
Stanley's Steel Gravity Blind Hinges.	
with Screws, \$1.80 $\frac{1}{2}$ doz. sets.....	80 & 10%

**Hitching Cords—**

Covert Mfg. Co.....	45%
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**Hoes—**

Steel Goods Association List, Aug. 1,	
1899.	
Asphalt Hoes.....	65%
Cotton Hoes.....	70 & 10 & 10 & 5%
Cotton Chopper Hoes.....	75 & 10 & 7 1/2%
Garden Hoes.....	75 & 5%
Harper's No. 7 Mortar Hoes.....	65%
Jersey Hoes.....	65%
Kretzinger, Cut-Ezy.....	75 & 5%
Ladies' Cotton Hoes.....	75 & 10 & 7 1/2%
Laid Steel Edge Hoes.....	25 & 5 & 25%
Meadow and Rhode Island Hoes.....	75 & 5%
Mortar and Street Hoes.....	75 & 7 1/2 & 5%
Planter Hoes, Regular Pattern.....	70 & 20%
Rough Finish Shank Cotton Hoes.....	75 & 12 1/2%
Special Hoes.....	75 & 10 & 25%
Special Mortar Hoes.....	40 & 10 & 2 1/2%
Sunhem Meadow Hoes.....	75 & 5 & 2 1/2%
Tobacco Hoes.....	75 & 20%
Toy Ladies' and Boys' Hoes.....	70 & 10 & 10%
Truck Hoes.....	50 & 10 & 25%
Warren Hoes.....	60%
Weeding Hoes and Rakes.....	75%

**Hollow Augers—**

See Augers and Bits.

**Hollow Ware—****ENAMELED—**

Agate Nickel Steel Ware, list July,	
1899.....	35%
Granite Ware, list Jan. 1, 1894, revised	
Jan. 2, 1895.....	40 & 10%
Second Quality, Agate Nickel Steel.....	65%
Second Quality, Granite.....	70 & 10 & 70 & 10 & 10%

Iron Clad:	
Peppered Ware, high list.....	70%
Mottled Ware, high list.....	75%
Never Break Enamelled.....	50 & 5 & 50 & 10%

**STOVE HOLLOW-WARE—**

Ground.....	60 & 10%
Unground.....	70%

**WHITE ENAMELED-WARE—**

Boilers and Saucepans.....	50 & 50 & 10%
Maslin Kettles.....	70 & 10 & 75 & 5%
Tinned Boilers and Saucepans.....	60 & 50 & 10%

**SILVER PLATED—**

4 mo. or 5 1/2 cash in 30 days.	
Hartford Silver-Plate Co.....	40 & 5%
Holmes & Edwards Silver Co.....	40 & 15 & 5%
Meriden Britannia Co.....	40 & 5%
Reed & Barton.....	40 & 5%
Rogers & Brother.....	40 & 5%
Simpson, Hall, Miller & Co.....	40 & 5%
William Rogers Mfg. Co.....	40 & 10%

**Hooks—****AGRICULTURAL—**

Potato, all kinds.....	70%
Manure.....	70%
Iowa F. T. Co.'s Clam.....	60 & 10 & 2 1/2%

**RUSH—**

Jennings & Griffin's.....	33 1/4 & 5%
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**CORN—**

Kretzinger Cut-Ezy.....	$\frac{1}{2}$ doz. \$3 net
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**CAST IRON—**

Bird Cage, Sargent's list.....	60 & 10 & 10%
Bird Cage, Reading.....	60 @ 60 & 10%
Bird Cage, Williamson.....	50%
Ceiling, Sargent's list.....	50 & 10%
Chaneller.....	70%
Clothes Line, Sargent's list.....	50 & 10%
Coat and Hat, Sargent's list.....	50 & 10%
Coat and Hat, Reading.....	60 & 10%
Coat and Hat, Stowell's.....	70%
Harness, Sargent's list.....	50 @ 50 & 10%
Lamp.....	55%
Picture.....	75%
Screw Hat.....	70%
Wardrobe.....	85%



**Jack Screws—**

See Screws.

**Kettles—**

Spun Brass, Plain.....15@20¢  
 Spun Brass, plated inside with White Metal.....10@15¢

**Knives—**

Ames':  
 Bread Knives,  $\frac{3}{4}$  doz \$1.50.....20¢  
 Butcher Knives.....25¢  
 Shoe Knives.....25¢  
 Cronk's Chopping.....33½¢  
 Danlap Kitchen and Bread Knives.....25¢  
 Foster Bros.' Butcher, &c.....30¢  
 Goodell's:  
 Bread Knives Ass'n list.....net  
 Butcher.....net  
 Shoe Knives.....40¢  
 Hay and Straw, see Hay Knives.  
 Table and Pocket, see Cutlery.  
 Wilson's Butcher Knives.....net

**Knives, Hay and Straw—**  
 See Hay Knives.

**Knobs—**

Bardley's Wood Door, Shutter and Base.....10¢  
 Base, Rubber Tip,  $\frac{3}{4}$  in. Bead,  $\frac{3}{4}$  gr. \$1.50  
 Carriage, Jap..... $\frac{3}{4}$  gr. 80¢. 60¢  
 Door Mineral, R. & E. list.....50¢  
 Door Por. Jap'd.....50¢  
 Door Por. Nickel, ".....50¢  
 Picture, Judd's.....50¢&10¢  
 Picture, Sargent's.....60¢&10¢  
 Yale & Towne Wood.....net

**Latches—**

Cronk's Barn Door..... $\frac{3}{4}$  doz.  
 Lane's Barn Door.....Net, \$2.25  
 40¢@40¢&10¢

**Lawn Mowers—**

Champion.....75¢&10¢  
 Clipper Improved.....50¢&10¢&5¢  
 Continental.....60¢&10¢  
 Enterprise.....40¢&10¢  
 Genuine Philadelphia Mowers:  
 Styles M., S., C., K., T.....70¢&10¢  
 Style A. (all steel).....60¢&10¢  
 Style E., Low Wheel.....60¢&10¢  
 Style E., High Wheel.....70¢&10¢  
 Drexel, low list.....60¢  
 Gold Coin, low list.....60¢  
 Great American.....70¢&10¢  
 Imperial.....60¢&10¢&10¢  
 New Departure, High Wheel.....70¢&10¢  
 New Departure, Low Wheel.....75¢  
 New Easy.....60¢&10¢&60¢&10¢&10¢  
 New York.....60¢&5¢  
 Pastime:  
 12 in. 14 in. 16 in.  
 \$6.00 \$6.25 \$6.50 each net  
 Pennsylvania.....60¢&10¢  
 Racine.....60¢  
 Rapid Transit.....70¢&10¢  
 Standard.....60¢&5¢  
 Sunbeam.....60¢&10¢

**Lawn Sprinklers—**

Enterprise.....25¢@30¢  
 Gibbs' Arc..... $\frac{3}{4}$  doz. \$10.00  
 Gibbs' Hustler..... $\frac{3}{4}$  doz. 5.00  
 Philadelphia Lawn Mower Co.:  
 Philadelphia Lawn Sprinkler:  
 No. 1. No. 2. No. 3.  
 $\frac{3}{4}$  doz. \$12.00 \$15.00 \$24.00.....80¢

**Leaders—**

Covert Mfg. Co. Cattle.....45¢

**Lead Pipe, Etc.**

Lead Pipe, full lengths.....6c  
 Lead Pipe, cut lengths.....6½¢  
 Lead Pipe, Tin Lined.....12½¢  
 Block Tin Pipe.....87½¢  
 Sheet Lead, full rolls.....7c  
 Sheet Lead, cut rolls.....8c  
 Quantity discount, 20%

**Lemon Squeezers—**

Berger Bros.  $\frac{3}{4}$  doz. 8-in. \$1.00; 10-in. \$1.40.....30¢  
 Dean's, Nos. 1,  $\frac{3}{4}$  doz. \$3.50; 2, \$3.35; 3, \$1.65; Queen, \$2.50, net  
 Hotchkies, Straight Flush,  $\frac{3}{4}$  doz. \$9.60  
 Jennings' Star..... $\frac{3}{4}$  doz. \$1.9¢@2.00  
 Little Giant.....50¢@50¢&5¢  
 Porc. Lined, Iron.....\$3.25@3.50  
 Porc. Lined, Wood..... $\frac{3}{4}$  doz. \$6.00  
 80¢&10¢@40¢  
 Wood, Common,  $\frac{3}{4}$  gross, No. 0, \$5.00;  
 No. 1, \$6.50; No. 2, \$10.00

**Letter Box Plates—**

Name Door Plate.....50¢@50¢&10¢  
 Name Plate.....70¢  
 Number Door Plate.....60¢@60¢&10¢  
 Sargent's.....60¢&10¢@70¢

**Levels—**

C. E. Jennings & Co.'s:  
 Hexagon.....2½¢&10¢  
 Iron Bench, new design.....25¢&10¢

**Lifters—**

See Transom Lifters.

**Lines—**

Cotton and Linen Fish, Draper's.....50¢  
 Cotton Chalk, 20 feet.....60¢&10¢  
 Cotton Trot.....33½¢  
 Masons':  
 Colored Cotton.....40¢&10¢  
 Flax.....4¢&10¢  
 No. 0 to 5.....25¢

Samson Cotton, No. 4, \$2.00; No. 4½ \$2.50.....10¢  
 Silver Lake, Braided, No. 0, \$6.00  
 No. 1, \$6.50; No. 2, \$7.00; No. 3, \$7.50  $\frac{3}{4}$  gross.....25¢@30¢  
 Ventilator Cord, Samson Braided,  
 White or Drab Cot.  $\frac{3}{4}$  doz. \$7.50.....20¢  
 Wire Clothes, 100 feet, No. 18, \$2.25;  
 No. 19, \$2.00; No. 20, \$1.75.

**Loaded Shells—**

See Ammunition.

**Locks—**

DOOR LOCKS, LATCHES, &c.

Branford Lock Co.....let prices  
 Champion-Night Latches.....40¢  
 Lockwood Mfg. Co.....50¢  
 Moore's Elevator Door.....40¢  
 Norwalk Lock Co.....40¢  
 Plate.....33½¢  
 R & E Mfg. Co.....45¢&10¢  
 Reading Hardware Co.....40¢  
 Sargent & Co.....40¢@40¢&10¢  
 Yale.....net prices

**CABINET—**

Eagle Lock Co.....33½¢  
 Corbin.....33½¢  
 Yale.....33½¢

**PADLOCKS—**

Acme Bicycle and Satchel,  $\frac{3}{4}$  doz., \$9.00.....40¢  
 Acme Sword Co.....40¢  
 Brown's Brass.....25¢  
 Brown's Chain.....25¢  
 Champion.....40¢  
 Eagle.....40¢  
 Scandinavian.....90¢&25¢  
 McWilliams.....25¢  
 Smith & Egge Bicycle.....50¢  
 Wrought Iron.....75¢&10¢  
 Yale Lock Co.....net prices

**TRUNK—**

Corbin's.....25¢&10¢  
 Eagle.....25¢&10¢

**Machine Bolts—**

See Bolts.

**Mail Boxes—**

See Boxes, Mail.

**Mallets—**

Sargent's List:  
 Hickory.....50¢@50¢&10¢  
 Lignumvite.....50¢@50¢&10¢

**Mattocks—**

Cronk's Garden.....25¢  
 Regular Goods.....60¢&10¢

**Meat Cutters—**

American.....30¢  
 Nos. 1 2 3 4 B 5  
 Each. \$5 \$7 \$10 \$25 \$50 \$60  
 Dixon's..... $\frac{3}{4}$  doz. 33½¢  
 Nos. 1 2 3 4 5  
 \$14 \$17 \$19 \$30  
 Enterprise.....25¢@25¢&7½¢  
 Nos. 5 10 12 20 22 32  
 Each. \$3 \$3 \$3.50 \$5 \$4 \$6  
 Hales Pattern,  $\frac{3}{4}$  doz.....70¢&70¢&5¢  
 Nos. 11 12 13  
 \$27 \$33 \$45  
 Home No. 1,  $\frac{3}{4}$  doz. \$38.....60¢  
 Little Giant.....50¢&10¢  
 Nos. 305 310 312 320 322  
 \$35 \$48 \$44 \$72 \$68  
 Miles' Challenge,  $\frac{3}{4}$  doz.....45¢@45¢&10¢  
 Nos. 1 2 3  
 \$22 \$20 \$40  
 Woodruff's,  $\frac{3}{4}$  doz.....33½¢  
 Nos. 100 150  
 \$15 \$18  
 Beef Shavers (Enterprise).....25¢@30¢  
 Chadborn's Smoked Beef Cutter..... $\frac{3}{4}$  doz. \$60.00

**Meat Juice Extractors—**

Enterprise.....25¢@30¢

**Metals, Anti-Friction—**

Magnolia Metal Co.:  
 Magnolia, Anti-Friction.....25¢  
 No Name.....15¢  
 Mystic.....10¢  
 f. o. b. New York or Chicago.

**Melting Ladles—**

Monroe's Patent..... $\frac{3}{4}$  doz. \$4.00, 40¢  
 P. S. & W.....35¢&10¢@40¢  
 Reading.....50¢&10¢  
 Sargent's.....60¢@60¢&10¢  
 Warner's.....80¢

**Mitre Boxes—**

C. E. Jennings & Co.....40¢  
 Seavey's,  $\frac{3}{4}$  doz. \$30.....40¢

**Mop Wringers—**

Matchless (Canton, O.),  $\frac{3}{4}$  doz.....\$12.00

**Motors—****COFFEE MILL—**

Specialty Novelty Co.....each \$5.00

**Nails—****WIRE AND CUT NAILS—**

See Review of the Markets for quotations.  
 Wire Nails and Brads, Papered, Ass'n list, July, 1899.....8¢@5¢&10¢

**PICTURE—**

Brass Head, Combination list.....70¢  
 Brass Head, Sargent's list.....70¢@70¢&5¢  
 Niles' Patent.....40¢  
 Porcelain Head, Comb'n list.....40¢  
 Porcelain Head, Sargent's list.....50¢

**FURNITURE—**

Antique Bronze.....10¢  
 China.....25¢  
 Fire Gilt.....10¢  
 Plain.....40¢

**Nail Pullers—**

Ajax, 5 lbs..... $\frac{3}{4}$  doz. net \$7.50  
 Black Hawk,  $\frac{3}{4}$  doz.....\$9.00  
 Cyclops.....35¢  
 Eclipse..... $\frac{3}{4}$  doz. 18 00, 25¢&10¢&10¢  
 Eureka, No. 74..... $\frac{3}{4}$  doz. net \$4.10  
 Eureka, No. 75..... $\frac{3}{4}$  doz. net 8.00  
 Giant, No. 1,  $\frac{3}{4}$  doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00.....30¢&5¢  
 Lightning..... $\frac{3}{4}$  doz. \$18.00, 20¢  
 National..... $\frac{3}{4}$  doz. 24.00, 40¢  
 Pelican..... $\frac{3}{4}$  doz. \$9.00, 40¢@40¢&10¢  
 Scranton, No. 2..... $\frac{3}{4}$  doz. \$10.00  
 Scranton, No. 3..... $\frac{3}{4}$  doz. 9.00

**Nail Sets -**

Buck Bros.....27½¢  
 Cannon's Diam'd Point,  $\frac{3}{4}$  gro. \$12.25  
 Humason's.....50¢&10¢  
 Hunters' Cup Point, Knurled.....\$10.00  
 Hunters' Cup Point, Plain.....9.00  
 Octagon.....4.00@4.75  
 Round, assorted.....3.00@3.25  
 Square.....4.00@4.25  
 Snell's:  
 Octagon.....\$4.75  
 Corrugated.....6.50  
 Knurled.....9.00

**Nippers—**

Acme.....50¢  
 Smith's Cutting.....5¢  
 Todd's Cutting.....50¢

**Nut Crackers—**

Acme, Japanned.....\$30.00, 40¢  
 Acme, Nickel Plated.....30.00, 20¢  
 Turner & Seymour Mfg. Co.....50¢

**Nuts—**

Hot pressed, square, blank.....\$5.60  
 Hot pressed, hexagon, blank.....6.80  
 Hot pressed, square, tapped.....5.60  
 Hot pressed, hexagon, tapped.....6.80  
 Cold punched, plain, square, blank 5.20  
 Cold punched, hexagon, square, blank.....5.60  
 Cold punched, plain, square, tapped.....5.20  
 Cold punched, plain, hexagon, tapped.....5.60

**Oilers—**

Brass and Copper.....40¢&10¢@50¢  
 Cushman & Denison's..... $\frac{3}{4}$  doz.  
 Gem.....\$ .60  
 Leader......60  
 Perfect Oilers.....1.50  
 Star Pocket Oilers......75

**Draper's:**

Brass.....70¢&10¢  
 Steel.....70¢&10¢  
 Malleable, Hammers, New Style.....10¢&5¢@20¢  
 Malleable, Hammers, Old Pattern, same list.....50¢&10¢  
 "Paragon," Brass.....5½¢&10¢@60¢  
 "Paragon," Zinc.....70¢&70¢&10¢  
 Tower & Lyon Bicycle.....25¢  
 Wilmot & Hobbs Mfg. Co.'s Steel.....70¢&10¢@75¢  
 Anti Rust.....60¢&10¢@65¢  
 Zinc and Tin.....60¢&10¢@65¢

**Oil Stones, etc.—**

**OIL STONES—**  
 Pike's Washita:  
 Lily White,  $\frac{3}{4}$  lb.....\$ .60  
 Pike's Washita Mounted No. 1:  $\frac{3}{4}$  doz.  
 8x2.....\$12.00  
 7x2.....11.00  
 6x2.....10.00  
 5x2.....9.00  
 4x1½.....7.00  
 3½x1.....5.50  
 Discount, 33½¢&10¢  
 Pike's Washita Axe Stones:  
 About 2x2x¾ to 1½,  $\frac{3}{4}$  lb.....\$ .94  
 About 2x2x¾, extra selected......40  
 Discount, 33½¢  
 India Oil Stones.....25¢@33½¢

**Packing, Steam—**

**RUBBER—**  
 Boston Belting Co.:  
 "Boston".....60¢  
 "Excelsior" Plumbago, Pure,  $\frac{3}{4}$  lb \$1.00.....50¢&10¢  
 Extra.....60¢  
 Standard, Fair Quality.....70¢&10¢@75¢

**MISCELLANEOUS—**

American Packing.....9c@10c  
 Cotton Packing.....15c@14c  
 Italian Packing.....10½¢@12c  
 Jute.....c@14c  
 Russian Packing.....12c@13½¢  
**PADLOCKS—**  
 See Locks.  
**PARERS—**  
 APPLE—  
 Advance..... $\frac{3}{4}$  doz.  
 Baldwin.....\$ 4.50  
 Bonanza.....each 5.0  
 Dandy.....each 7.5  
 Eureka, 1898.....each 16.0  
 Family Bay State.....12.0

Improved Bay State.....\$27@30.00  
 Little Star.....4.00  
 New Lightning.....5.50  
 Penn.....8.75  
 Perfection.....4.00  
 Reading, 72.....4.00  
 Reading, 78.....7.00  
 Scott's Pat. Rotary.....\$15.00, 30¢  
 Turntable, Old Style.....4.50  
 Turntable, 1898.....5.50  
 White Mountain.....4.00

**POTATO—**

Saratoga.....\$5.50  
 White Mountain.....4.50

**Pencils—**

Dixon's:  
 Carpenter's..... $\frac{3}{4}$  gro.  
 Carpenter's, Blue or Red Lead.....4.00@7.50  
 Lead.....2.18@4.38  
 Lumber.....6.87  
 Mascot, Hexagon.....3.75  
 Mascot, Round.....3.10

**Percussion Caps—**

See Ammunition

**Picks—**

Railroad or Adze Eye, 5 to 6, \$12.00;  
 6 to 7, \$13.00.....60¢&10¢@60¢&10¢&10¢

**Planes and Plane Irons—**

**WOOD PLANES—**  
 Bailey's (Stanley R. & L. Co.)  
 Bench, First Quality.....50¢&10¢@60¢  
 Bench, Second Quality.....50¢@50¢&10¢  
 C. E. Jennings & Co.....50¢&10¢  
 Molding.....40¢&5¢  
**IRON PLANES—**  
 Chaplin's Iron Planes.....50¢&10¢@60¢  
 C. E. Jennings & Co., Iron.....50¢&10¢  
 Sargent's.....60¢  
 Standard Tool Co.....50¢@50¢&10¢  
 Stanley Rule & Level Co.:  
 Bailey's.....50¢&100  
 Miscellaneous.....25¢&10¢  
 Steer's Iron Planes.....50¢&15¢

**PLANE IRONS—**

Auburn "Thistle".....80¢&10¢@40¢  
 Ohio.....80¢&10¢@40¢  
 Sandusky.....30¢  
 Buck Bros.....\$5.00@5.25 to 2  
 C. E. Jennings & Co.....25¢&10¢  
 Stanley Rule & Level Co.....50¢&10¢  
 L. & J. White.....20¢&5¢@25¢

**Pliers and Nippers—**

Button's.....70¢  
 Carew's Pat. Wire Cutters.....25¢  
 Cronk's:  
 Button Pattern.....70¢  
 Fencing Pliers,  $\frac{3}{4}$  doz. \$12.00.....25¢  
 Flat and Round Nose.....40¢  
 Gas Pliers, No. 100.....40¢  
 Stubb's Pat. Pliers.....50¢  
 Wire Cutter and Bender.....60¢  
 Hall's Nippers,  $\frac{3}{4}$  doz., No. 2, 5 in., \$18.50; No. 4, 7 in., \$21.00.....40¢&10¢  
 Hall's Pliers.....70¢  
 Humason & Beckley Mfg. Co. 50¢@50¢&10¢  
 Wm. Johnson's Gas Pliers.....60¢  
 Morrill's Parallel,  $\frac{3}{4}$  doz. \$12.00.....80¢&5¢  
 Smith's Side Cutting.....25¢  
 P. S. & W. Cast Steel.....50¢@50¢&5¢  
 P. S. & W. Tinnars' Cutting Nippers.....add ½ dis. 10¢

**Plow Bolts—**

See Bolts.

**Plumbs and Levels—**

Cook's.....40¢&10¢&10¢  
 Davis:  
 Inclinoimeters.....20¢  
 Iron Levels.....25¢&10¢  
 Diaston's.....70¢  
 Machinists'.....25¢  
 Pocket Levels.....70¢&1¢@75¢  
 Stanley's.....70¢&10¢@70¢&10¢&10¢  
 Stanley's Duplex.....25¢&10¢&10¢  
 Stratton's Pat.....25¢  
 Wood's Extension Sight.....25¢

**Poachers—**

See Egg Poachers.

**Police Goods—**

Tower & Lyon's.....25¢

**Polish Metal—**

Prestoline Liquid, New List.....40¢  
 Prestoline Paste.....33½¢@40¢

**Polish, Stove—**

Dixon's Plumbago..... $\frac{3}{4}$  lb  
 Joseph Dixon's..... $\frac{3}{4}$  gro. \$5.75, 10¢  
 Gem..... $\frac{3}{4}$  gro. 4.50, 10¢

**Poppers, Corn—**

Round or square,  $\frac{3}{4}$  doz.  $\frac{3}{4}$  gro.  
 1 qt.....\$ .75 \$ 7.00  
 1½ qt......85 9.50  
 2 qt.....1.15 10.50  
 Quincy Corn Popper, 1 qt.,  $\frac{3}{4}$  doz. \$3.00; 2 qt., \$4.00.....33½¢

**Post Hole Diggers—**

Diaston's Samson Digger.....\$34.00, 25¢  
 Iwan's Split Handle,  $\frac{3}{4}$  doz. net.....\$8.50  
 Iwan's Perfection,  $\frac{3}{4}$  doz. net.....\$9.00  
 Ryan's..... $\frac{3}{4}$  doz. \$20.00, 25¢

**Post Hole Augers—**

Iwan's Patent Improved.....40¢  
 Vaughan's, 6 to 9 in.,  $\frac{3}{4}$  doz. net.....\$6.00

**Potato Hooks, etc.—**

Hoe Down Hooks.....75&10&25  
Hop Hooks.....60&10&25  
Potato Hooks.....707

**Powder—**

See Ammunition.

**Presses—**

See Fruit and Jelly Presses.

**Primers—**

See Ammunition.

**Pruning Hooks and Shears—**

Cronk's Pruning Shears.....33½¢  
Cronk's Heavy Pattern, ½ doz., \$2.50 net  
Diston's Combined Pruning Hook  
and Saw, ½ doz., \$18.00, 25¢&25¢10¢  
Diston's Pruning Hook, ½ doz.,  
\$12.00, 25¢&25¢10¢

Henry's:  
Pruning Shears.....50&55¢  
Orange.....50&80¢  
Grape.....50&10¢  
Tree Pruners.....75¢  
E. S. Lee & Co.'s Pruning Tools.....40¢  
P. S. & W. Co.'s Shears.....60¢  
Waters' Tree Pruners.....75&10¢  
Wheeler, M. & C. Co.'s Combination,  
½ doz., \$12.00, 25¢&10¢

**Pulleys—**

Awning.....60&60&10¢  
Axle.....50&10¢&60¢  
Brass Screw.....45&10¢  
Ceiling.....50&10¢&60¢  
Clothes Line, Japanned.....60¢  
Common Senses.....60¢  
Dumb Waiter.....60&60&10¢  
Empire Sash Pulley.....60¢  
Hay Fork, Swivel Eye, ½ doz.,  
4-inch, \$3.75; 6-inch, \$5.00.....55¢  
Hay Fork, Hartz, 4¼-inch, ½ doz.,  
\$6.00.....50&10¢  
Hay Fork, 5-inch, Solid, \$5.70.....50¢  
Hot House.....50&10¢&50&10¢  
Stowell's Anti-Friction, 5-in. Wheel,  
½ doz., \$13.00.....40¢  
Side, Anti Friction.....50¢  
Shade Rack.....45¢  
Upright.....50&10¢&50&10¢&10¢

**Pumps—**

Cistern, Best Grades.....50&10¢&40¢  
Pitcher Spout, Best Grades.....70&10¢  
F. E. Myers & Bro.:  
No. 1, Fig. 828, 3 in. Shallow  
Well Pump.....\$13.00  
No. 8, Fig. 328, 3¼ in. Shallow  
Well Pump.....15.00  
No. 5, Fig. 307, 3 in. Deep Well  
Pump.....15.00  
No. 6½, Fig. 307, 3¼ in. Deep  
Well Pump.....17.00  
No. 14, Fig. 521, 3 inch Deep or  
Shallow Well Pump.....15.00  
No. 32, Fig. 523, 3 in. Deep Well  
Pump.....17.00  
No. 56, Fig. 381, 3 in. Shallow  
Well Pump.....14.00  
No. 59, Fig. 382, 3¼ in. Shallow  
Well Pump.....17.00  
No. 70, Fig. 333, 2¼ in. Deep  
Well Pump.....15.00  
No. 72, Fig. 333, 3 in. Deep Well  
Pump.....15.00  
No. 73, Fig. 333, 3 in. Deep Well  
Pump.....16.00  
No. 102, Fig. 448, 3 inch Lift  
Pump.....9.00  
No. 108, Fig. 448, 3¼ in. Lift  
Pump.....11.00  
No. 123, Fig. 510, 3 in. Lift  
Pump.....7.00  
No. 131, Fig. 510, 3¼ in. Lift  
Pump.....8.50  
No. 225, Fig. 389, Windmill  
Pump.....12.50  
No. 235, Fig. 403, Windmill  
Pump.....10.00  
No. 240, Fig. 406, Regulator  
Pump.....28.00  
No. 265, Fig. 572, Cyclone Tank  
Force Pump.....16.00  
No. 267, Fig. 483, Geyser Tank  
Force Pump.....16.00  
No. 269, Fig. 518, Low Down  
Tank Force Pump.....16.00  
No. 302, Fig. 477, Spray Pump,  
complete.....11.50  
No. 320, Fig. 492, Bucket Spray  
Pump.....5.00  
No. 330, Fig. 547, Knapsack  
Spray Pump.....10.00  
Discount, 50% f. o. b. Ashland.

**Punches—**

Bemis & Call Co.'s:  
Cast Steel Drive.....50&55¢  
Check.....55¢  
Spring.....50&55¢  
Springfield Socket.....65¢  
Morrell's Universal.....35¢  
Niagara Hollow.....45¢  
Niagara Solid.....55¢  
Saddlers' or Drive, good.....60¢&65¢  
Snell's Tinnars.....50¢  
Spring, good quality, ½ doz., \$1.70 to 1.80  
Spring, Leach's Pat.....15¢  
Tinnars' Solid, P. S. & W. Co.,  
½ doz., \$1.44, 55¢  
Tinnars' Hollow, P. S. & W. Co.,  
20&25¢

**Rail—**

Barn Door, Light, In. ¼ ¾ ¾  
# 100 feet.....\$1.40 1.35 2.80  
Barn Door, "None Better" No. 1,  
# foot.....23½¢  
Barn Door, "None Better" No. 2,  
# foot.....34¢  
B. D. for N. E. Hangers:  
Angular, # foot, 6c.....70¢  
Double Flange, # foot, 8c.....70¢  
Carrier Steel Rail, # foot.....44¢  
Cronk's:  
O. N. T. Style, No. 18.....3 c  
Double Braced.....34¢  
Lane's:  
O. N. T., 1 in.....\$2.15  
O. N. T., 1¼ in.....3.50  
Standard, 1¼ in.....3.75  
Stowell's Wrought Steel.....85¢  
Sliding Door, Bronzed Wrought  
Iron, # foot.....64¢  
Sliding Door, Steel, Brass Plated,  
# foot.....54¢  
Sliding Door, Wrought Brass, 1½ in.,  
# lb, 36c.....10¢&20¢  
Victor Track Rail, 7c # ft., 60&10&25¢

**Rakes, Etc.—**

Cronk's:  
Wrought Steel Garden.....60&20¢  
Queen City Lawn.....40¢  
Steel Garden Rakes.....70&55¢  
Steel Garden Rakes Stamped Blank, 7½¢  
Steel Road Rakes.....65¢  
Steel Tar or Asphalt Rakes.....55¢  
Turf Edger.....60&55¢  
Prize Bow Braced Steel.....70&55¢  
Peerless Shank.....70&55¢  
Peerless Socket.....70&55¢  
Level Head Shank.....70&55¢

**Rasps, Horse—**

Diston's.....70¢  
New Nicholson Horse Rasp.....70¢  
See also Files.

**Razors—**

Electric.....List net  
"John Engstrom".....net prices  
J. R. Torrey Razor Co.....20¢  
Wostenholm and Butcher, \$10.00 to  
2.....10¢

**Registers—****HOT AIR—**

New List, Feb. 1, 1899:  
Black Japanned.....50&10¢  
White Japanned.....40&10¢  
Bronzed Finishes.....40¢  
Electro-Plated.....40¢  
Nickel Plated.....50&10¢  
White Porcelain.....20&10¢  
Solid Brass and Bronze Metal, 20&10¢

**Rings—**

See Bull and Hog Rings.

**Rivets and Burrs—**

Belt with Burrs.....40&5¢&40&10¢  
Hose with Burrs.....40&5¢&40&10¢

**IRON—**

List, Nov. 1, 1894.

Ordinary, in bulk.....70¢  
Thousand, in bulk.....70¢  
Thousand in papers.....70¢  
Coopers', in bulk.....70¢  
Block and Carriage, in papers.....70¢  
Hame.....70¢  
Belt with Burrs, Tinned or Cop-  
pered.....70¢

**Rivet Sets—**

Regular List.....70¢

**Rollers—**

Lane's, Stay.....33½¢

**Rope—**

Cotton Rope, Best, # lb  
¼ inch and larger.....15c  
Medium, ¼ in. and larger.....12c  
Common, ¼ in. and larger.....10½¢  
Jute Rope:  
A grade.....64¢  
C grade.....54¢  
Manila:  
7-16 in. and larger.....10½¢  
¾ in.....11 c  
¼ and 5-16 in.....11½¢  
Hay Rope, Medium.....11 c  
Sisal:  
7-16 in. and larger.....8 c  
¾ in.....8½¢  
¼ and 5-16 in.....9 c

**Rules—**

Athol Steel.....33½¢  
Boxwood.....75&10&10&10¢  
Ivory.....35&10¢&35&10¢  
Lukin's:  
Steel.....55¢  
Lumber.....50&10¢  
Miscellaneous, Stanley's.....55&10¢  
Starrett's Rules and Straight Edges,  
Steel.....25&10

**Sad Irons—**

Chinese Laundry.....# lb 44¢  
Chinese Sad.....34¢  
Crown, Polished.....# doz. 65¢  
Crown, Nickel.....# doz. 7.00  
Common 4 to 10.....# lb 34¢&34¢

**COLD HANDLED—**

Enterprise Mfg. Co. of Pa.....30&55¢  
Self-heating.....# doz. \$10.00, 25¢  
Self-heating, Tailors'.....# doz. 22.10, 25¢  
Sensible Nickel.....# doz. \$7.00  
Sensible Polished.....# doz. 6.70  
Sensible, Tailors'.....# lb 44¢

**Safety Fuse—**

See Fuse.

**Safety Lifts—**

Burr Mfg. Co., Steel.....50&10¢

**Sand and Emery Paper and Cloth—**

Baeder, Adamson & Co.'s:  
Emery Cloth.....50&10¢  
Garnet Paper.....80¢&30¢55¢  
Sand and Emery Paper.....50&10¢

**Sash Balances—**

Caldwell Mfg. Co.....50¢

**Sash Chain—**

Competition.....50&10¢  
Giant.....40¢  
Monarch.....40&10¢  
Red Metal.....40&10¢  
Steel.....40&10¢

**Sash Cord—**

Cable Laid Italian.....# lb 16¢&18¢  
Cable Laid Russia.....# lb 18½¢&14¢  
Common India.....# lb 9¢&10¢  
Patent Russia.....# lb 12½¢&18¢  
Patent India.....# lb 10½¢&12¢  
Samson:  
"Mase," White, Cotton.....22½¢&24¢  
"Samson" Braided White, Cotton.....# lb 28½¢&30¢  
"Samson" Braided Drab, Cotton.....# lb 32½¢&35¢  
"Samson" Braided Italian Hemp.....# lb 32½¢&35¢  
"Samson" Braided Linen.....# lb 50¢&55¢  
Silver Lake:  
A Quality, Drab.....# lb 40¢, 5¢  
A Quality, White.....# lb 45¢, 5¢  
B Quality, Drab.....# lb 85¢, 5¢  
B Quality, White.....# lb 80¢, 5¢  
United States:  
B Quality.....# lb 18½¢  
C Quality.....# lb 17½¢  
White Cotton, Hard Braided.....# lb 18¢

**Sash Fasteners, Holders, &c.**

Sash Lifts.....60&10&10¢  
Sash Lifts Flush.....50¢  
Sash Lifts With Lock.....60&10&10¢  
Sash Rollers.....70¢  
Shutter Bars.....60&10¢&0¢  
Shutter Sheaves.....60¢  
Window Screen Sash Lifts.....65¢&5¢

**Sash Locks—**

Champion Meeting Rail.....70¢  
Champion Side.....60¢  
Davis, Bronze, Barnes Mfg. Co.....50¢  
Etting's Ventilating.....40¢  
Fitch's:  
Iron.....70¢  
Bronze and Brass.....65¢&5¢  
Gale's Automatic, List Nov., 1897.....65¢  
Ives' Patent:  
Wrought Steel.....60¢  
Bronze M. Knob.....60¢  
Wrought Bronze and Brass.....55¢&5¢  
Cast Iron.....65¢  
Cast Bronze and Brass.....62½¢  
Payson's Perfect.....70¢  
Reading.....60&10¢

**Sash Weights—**

Small lots.....# ton \$25.00  
Ton lots at factory.....\$20.00&22.50

**Sausage Stuffers or Fillers—**

Draw Cut, No. 4.....each \$30.00, 20¢  
Enterprise Mfg. Co.....25¢&25¢74¢  
National Specialty Mfg. Co.....25¢

**Saws—**

Atkins:  
Band 7 to 14 in. Wide.....60&10¢  
Band 2 to 6 in. Wide.....60¢  
Band ¼ to 2 in. Wide.....60¢  
Butcher, Pruning and Compass, 40&55¢  
Circular.....50&10¢  
Cross Cut.....35&55¢  
Gang.....50¢  
Hand, Panel and Rip.....40¢  
Wood.....40¢  
Diston's:  
Circular, Solid and Inserted Tooth, 50¢  
Band 8 in. to 14 in. Wide.....60¢  
Band ¼ in. to 2¼ in.....70¢  
Cross Cuts.....45¢  
Narrow Cross Cuts.....55¢  
Mulay, Mill and Drag.....50¢  
Framed Wood Saws.....35¢  
Wood Saw Blades.....40¢  
Wood Saw Rods.....20¢  
Hand Saws, Nos. 12, 99, 9, 16, D100,  
D8, 120, 76, 77, 8.....25¢  
Hand Saws, Nos. 7, 107, 107½, 3, 1,  
0, C0, Combination.....30¢

Compass, Keyhole, Pruning, Dove-  
tail, &c.....25¢  
Butcher Saws and Blades.....35¢  
Haines' Needle Point.....40¢  
C. E. Jennings & Co.'s:  
Butcher.....25&10  
Hand Panel, Rip and other Saws.....25&30¢

**Peace:**

Cross Cuts.....45&10¢  
Hand Panel and Rip.....25&10¢  
Richardson:  
Circular and Mill.....50¢&50&10¢  
X Cuts.....45&10¢  
Hand Saws.....25&10¢  
Star, Butcher.....25¢  
Woodrough & McParlin Cross Cuts.....45&10¢

**HACK SAWS AND FRAMES—**

Chaillon.....30¢  
Disston's:  
Concave Blades.....25¢  
Keystone, Flexible Back and Ma-  
chine Blades.....30¢  
Hack Saw Frames.....30¢  
Griffin's:  
Complete.....40&45¢  
Saw Blades.....4¢  
Star, Saws and Blades.....25¢

**Saw Filer—**

Disston's D8 Clamp and Guide, \$30.00  
# doz.....25¢

**Saw Frames—**

C. E. Jennings & Co.....20¢  
Richardson's Wood.....25¢

**Saw Sets—**

Atkins:  
Criterion Saw Sets.....# doz. \$6.00  
Excelsior Saw Tools.....# doz. 6.00  
Bemis & Call Co.'s:  
Cross Cut.....30&55¢  
Hammer, New Pat.....45¢  
Plate.....20¢  
Spring Hammer.....30&55¢  
Disston's Monarch, Nos. 1 & 10 and  
Star.....25¢  
Hart's Pat. Lever.....20¢  
Kohler's:  
"Giant Royal".....# doz. \$9.00  
"Royal".....# doz. 6.00  
Leach's.....33½¢  
Morrell's:  
No. 1, \$15.00; No. 10, \$15.50; No. 11,  
\$16.00.....40&20¢  
Cross Cuts Nos. 3 and 4, \$23.00; No. 2,  
\$31.00.....40&20¢  
Richardson's.....25¢  
Seymour Smith & Son, Hammer  
# doz.....\$4.75  
Stillmans.....# doz. 1.00  
Taittors Positive.....\$18.00 # doz. 60¢

**Scales—**

Chatillon's:  
Eureka.....25¢  
Favorite.....40¢  
Grocers' Trip Scales.....50¢  
Family, Turnbull's.....30¢&30&10¢  
Hatch:  
Counter, No. 171, # doz. \$17.00&\$18.00  
Tea, No. 161.....# doz. 5.75&6.00  
Union Platform Plain.....2.00&2.10  
Striped.....2.15&2.25

**Scale Beams—**

Chatillon's No. 1.....20¢  
Chatillon's No. 2.....30¢

**Scrapers, &c.—**

Adjustable Box Scraper (S. R. & L.  
Co.) \$6.00.....40&10¢  
Box, 1 Handle.....# doz. \$2.00  
Box, 2 Handle.....# doz. \$3.00&4.00  
Foot.....35¢&60¢&55¢  
Ship Common.....# doz. \$2.40 net  
Ship, R. I. Tool Co.....10¢

**SIDEWALK—**

Kohler's, Steel No. 7.....# doz. \$3.00

**Screens—****DOOR—**

Phillips:  
¾ in., Style E, Fancy Screen.....# doz.  
Doors.....\$10.00  
¾ in., Style G, Common Screen.....6.50  
Doors.....8.00  
¾ in., Style K, Fancy Screen.....8.00  
Doors.....8.50  
¾ in., Style K4, Fancy Screen.....8.50  
Doors.....8.50

**WINDOW—**

Porter Screen Mfg. Co.....60¢&60&55¢  
Phillips:  
Bonanza Screens.....60¢&60&55¢  
Express.....60¢&60&55¢  
Flyer.....60¢&60&55¢  
Perfection Screens.....60¢&60&55¢  
Northwell.....60&10¢  
Window Screen Frames.....10&10¢

**Screw Drivers—**

Brace Screw Drivers.....	25&10&5%
Buck Bros.....	30%
Screw-Driver Bits.....	27½%
Champion.....	40%
Disston's Flat Blade, Electric, Tele- graph and Cabinet Makers'.....	70%
Electric Spiral No. 01.....	\$3.00 net
Electric Spiral No. 02.....	5.00 net
Ellrich's Socket and Ratchet.....	40&10%
Fray's Hol. Hdl. Sets, No. 3.....	\$12, 50%
Howard-Allard.....	\$9.00 net
A1 ½ doz.....	8.00 net
A2 ½ doz.....	40&10%
C. E. Jennings & Co.....	60%
Jennings & Griffin.....	60%
Jones Reversible Spiral No. 1.....	\$13.50 net; No. 2 ½ doz..... \$12.00
Sargent & Co.'s.....	No. 1 Forg. Blade.....50&10&30&10&5%
Nos. 20 and 40.....	66½%
Screw-Driver Bits (Snell's) ½ doz.....	60c
Stanley R. & L. Co.'s.....	No. 64, Varnished Handles.....60&10%
No. 86.....	70&10%
Snell's Nos. 5 and 10.....	75%
Tower & Lyon.....	Champion.....40%
Magazine.....	25%
Machinists'.....	40%
Balsley's Patent.....	38½%
Williamson's.....	Beauty, ½ doz.....\$1.00   40%
Gem, ½ doz.....	90c   40%
C. T. Williamson Wire Novelty Co.....	40%

**Screws—**

<b>WOOD SCREWS—</b>	
List, January 1, 1900.	
Brass, Flat Head.....	85&87½%
Brass, Round Head.....	82½&85%
Bronze, Flat Head.....	75&80%
Bronze, Round Head.....	79½&77½%
Drive Screws, Diamond Point.....	87½&90%
Iron, Bright Flat Head.....	87½&90%
Iron, Bright Round and Oval Head.....	85&87½%
Nickel Plated, Iron Flat Head.....	75&80%
Nickel Plated, Iron Round Head.....	75&80%

**MACHINE—**

List, January 1, 1898.	
Brass, Flat Head.....	50%
Brass, Round Head.....	50%
Iron, Flat Head.....	50%
Iron, Round Head.....	50%

**COACH, LAG AND HAND RAIL—**

G. P. Coach. List, Feb. 14, 1895.....	75&10%
Hand Rail.....	60&10%
Lag Screws. List, January 30, 1895.....	75&15%
Cone Point.....	75&15%

**BENCH, HAND, ETC.—**

Bench, Iron, ½ doz., 1 in., \$3.25; 1½, \$3.50; 1¾, \$4.25	
Bench, Wood, Beech.....	½ doz. 2.40
Chair.....	60&10%
Hand, Wood.....	40%
Jack Screws, Millers Falls, Roller Bearing.....	50%
Jack Screws, Millers Falls, without Roller Bearing.....	50&10%
Jack Screws, P. S. & W.....	40&40&10%
Jack Screws, Sargent's.....	60%
Piano Stool.....	50&10%

**Scroll Saws—**

Barnes' No. 1, \$8; No. 6, \$10; No. 7, \$15.....	25%
Barnes' Scroll Saw Blades.....	40%
Cricket.....	10&10%
C. E. Jennings & Co.....	25%
Lester, complete, \$10.00.....	15&10%
Rogers, complete, \$4.00.....	15&10%

**Scythes, Grass—**

Natural Finish.....	\$7.50@7.75
Polished Blade.....	8.00@ 8.15
Painted or Bronzed.....	8.00
Weed and Bush.....	7.25@ 7.50

**Seeders—**

Raisin, Enterprise.....	25@30%
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**Shears—**

Acme (Cast).....	40&40&5%
Ætina, Steel Japanned.....	80&20%
Ætina, Steel Nickled.....	70&20%
Barnard Lamp Trimmers.....	net
Carrier Cutlery Co.....	N. P. Straight Trimmers.....66½%
N. P. Bent Trimmers.....	60½%
Japanned Straight.....	70&10%
Japanned Bent.....	70&10%
Heinisch's.....	St. Trimmers, etc. 60&10&60&10&10%
Tailors' Shears.....	40%
Tinners' Snips.....	40%
Pruning, See Pruning Hooks & Shears.	
Seymour's Standard List.....	Japanned.....70%
Nickled.....	60%
Standard Cutlery Co.:.....	Japanned.....70&10%
Nickled.....	60&10%
Star Brand:.....	Nickel Scissors.....60%
Nickel Shears.....	00%
Japan Shears.....	70%
Tailors' Shears.....	40&10%
Pruners.....	70%
Tinners' Snips.....	40&10%

**Shears, Hedge—**

Wm. Wilkinson & Sons.....	50%
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**Sheaves—**

<b>SLIDING DOOR—</b>	
Corbin's List.....	60&10&2%
Hatfield's Pattern.....	70&10&80%
M. W. Co., list July, 1888.....	50&10&60&5%
Stowell's Anti-Friction.....	50%
Patent Roller.....	60&10&60&10&5%
R. & E., list August 15, 1895.....	60&10&60&10&5%
Russell's Anti-Friction, list Decem- ber 18, 1835.....	60&2%

**SLIDING SHUTTER—**

Reading list.....	60%
R. & E. Mfg. Co. s.....	60&60&10%
Sargent's list.....	70%

**Shells—**

See Ammunition.

**Shot—**

See Ammunition.

**Shovels and Spades—**

Association prices to small trade.	
No. 2, Polished, Square or Round Point, D or L Handle:	
	A1, B2,
	1st Grade. 2d Grade
Plain Back.....	\$10.50 \$9.60
Strap Back.....	9.50 9.00
Cleveland Pattern.....	10.20 9.30
	C3, D1,
	3d Grade. 4th Grade
Plain Back.....	\$8.70 \$8.10
Strap Back.....	8.10 7.50
Cleveland Pattern.....	8.40 7.80
All other sizes, add 30c. doz.	
Black, deduct 30c. doz.	

**Shovels and Tongs—**

Brass Head.....	60&10&60&10&10%
Iron Head.....	60&10&60&10&5%

**Shutter Bars—**

Ives'.....	45%
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**Shutter Bolts—**

See Bolts, Shutter.

**Sifters, Flour—**

Hunter's Genuine.. ½ gross, \$10@ \$11.50	
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**Skate Sharpeners—**

Eureka..... ½ doz. \$1.75; ½ gro. \$18.00	
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**Slaw and Kraut Cutters—**

Disston's:	Slaw, Vegetable, Corn Grater, Tur- nip Shredder.....40%
Kraut Cutters, 24x7, 28x6, 30x9.....	55%
Kraut Cutters, 36x12, 40x12.....	40%
Enterprise.....	25&30%
Enterprise Mfg. Co.....	25%
Tucker & Dorsey:	1 Knife.....½ gro. \$16.50@ \$20.00
2 Knives.....½ gro. 22.50@ 30.00	
Kraut Cutters.....	50%
Woodrough & McParlin.....	40%

**Sledges and Heavy Hammers—**

See Hammers.

**Slicers—**

Vegetable, Enterprise.....	25%
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**Smiths' Bellows—**

See Bellows.

**Snaps, Harness, &c.—**

Anchor (T. & S. Mfg. Co.).....	55%
Cockeyes.....	66½%
Fitch's:	Bolt.....45%
Bristol.....	40&10%
Champion.....	40%
Clipper.....	50&10&5%
Empire.....	50&5%
National.....	50&5%
Security.....	40%
Victor.....	60&5%
German, new list.....	40%
Sargent's:	Patent Guarded.....66½%
Covered Spring.....	50&55%
Covert Mfg. Co.:.....	Breast Strap Buckle Snaps.....
Breast Strap Protector.....	45%
Double for Bits or Trace Carrier.....	45%
Trojan Snaps.....	40%
High Grade Snaps.....	40%
Jockey Snaps.....	40%
Derby Snaps.....	35%
Rope Snaps.....	40%

**Smith—**

Scythe.....	40@45%
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**Soldering Irons—**

Covert Mfg. Co.....	20%
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**Spoke Shaves—**

Bailey's (Stanley R. & L. Co.).....	50&10%
Iron.....	½ doz. 50&10%
Millers Falls.....	15&10%
Seymour Smith & Sons, Iron.....	20%
Wm. Johnson's:	Wood, Best.....80%
Wood, 2d quality.....	89½%

**Spoons and Forks—**

Boardman's:	Britannia Spoons, Catalogue "C".....net, List
Nickel Silver, Catalogue.....	"C".....net, List

**SILVER PLATED FLAT WARE—**

L. Boardman & Son.. Catalogue "C".....	net List
"1847".....	40&10%
"Anchor".....	50&10%
"Eagle".....	50&10%
"Star".....	50&10%
Rogers, Smith & Co.....	50&10%
Rogers & Hamilton.....	50&10%
Holmes & Edwards.....	50&10&10%
German Silver, unplated.....	50%

**KNIVES AND FORKS NO. 12—**

	½ doz. net.
"1847".....	\$3.50
"Anchor".....	3.25
"Eagle".....	3.25
"Star".....	3.25
Rogers, Smith & Co.....	3.25
Rogers & Hamilton.....	3.25
Holmes & Edwards.....	3.00

**Springs—**

See Door Springs.

**Spring Balances—**

See Balances.

**Spring Hinges—**

See Hinges.

**Squares—**

Disston's Try Square and T Bevels.....	60&10%
Starrett's Micrometer Caliper Squares.....	25%
Try Square and T Bevel.....	60&10%
Winterbottom's Try and Mitre.....	40&10%
Nickel Plated. New List Jan. 5, 1900.....	65&10&70%
Steel and Iron.....	65&10&70%

**Staples—**

Barbed Blind—¼, ½, and ¾ inch. ½ lb.....	8½c. @9c.
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**FENCE—**

Same price as Barb Wire. See Trade Report.	
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**Stay Rollers—**

Cronk's, No. 50.....	66½%
Nos. 55 and 56.....	70&10%
No. 60.....	60%
No. 65.....	60&10%

**Steels—**

Chatillon's.....	80%
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**Stocks and Dies.****BICYCLE—**

Holroyd & Co.....	55%
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**BLACKSMITH'S—**

Butterfield's.....	35&40%
Gardner.....	33½&40%
Holroyd & Co.....	40&50%
Lightning Screw Plate.....	25%
Reece's New Screw Plates.....	25&30%

**PIPE MAKERS—**

Holroyd & Co.....	75&10&80%
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**Stones—**

See Oilstones.

**Stops—**

See Bench Stops.

**Store Door Handles—**

See Handles.

**Stove Bolts—**

See Bolts.

**Stove Polish—**

See Polish, Stove.

**Sweepers—**

See Carpet Sweepers.

**Tackle Blocks—**

See Blocks.

**Tacks, Brads, &c.**

List Jan. 15, 1899.	
American Cut Tacks.....	90&25%
S. S. Cut Tacks.....	90&30%
Carpet Tacks:	American, Blued.....90&10&10&10%
American, Tinned.....	90&10&10&10%
Swedes Iron Tacks:	S. S.....90&10&10%
Bill Posters' and Railroad Tacks:	S. S.....90&40%
Common and Patent Brads.....	70&10%
Finishing Nails.....	70&10%
Gimp Tacks:	S. S.....90&40%
Hungarian Nails, Steel.....	80&10%
Lace Tacks:	S. S.....90&40%
Looking Glass Tacks.....	70&10%
Trimmers' Tacks:	S. S.....90&30%
Trunk and Clout Nails:	Steel, Black.....80&5%
Steel, Tinned.....	80&5%
Upholsterers' Tacks:	S. S.....90&40%

**MISCELLANEOUS—**

Double Point, in dozens.....	90&10&10&10&10%
Double Point, in bulk.....	80%
Matting.....	80%
Shade, in dozens.....	90&10&10%
Shade, in bulk.....	80%

**Tack Pullers—**

Columbia, No. 1, ½ doz., net.....	\$1.00
Columbia, No. 2, ½ doz., net.....	1.50
Little Jack..... ½ doz.,	1.00

**Tapes, Measuring—**

American Asses' Skin.....	40&10&50%
Leather Case.....	25&25&10%
Steel.....	33½&40%
Chestermans.....	25&25&5%
Knuffel & Esser Co., New List, 1898:	Steel and Metallic.....35%
Lufkin's Steel and Metallic.....	30&33½%

**Tap Borers—**

See Borers, Tap.

**Taps—**

American Screw Co.:	Machine Screw.....70%
Holroyd & Co.'s:	Blacksmiths.....60&65&5%
Machine Screw.....	70&10&75%
Machinists' Hand.....	60&60&10&10%
Pipe, ¼ to 1½.....	80&80&10%
Pipe, 2 to 4.....	70&70&10%

**Thumb Latches—**

See Handles.

**Tinware—**

Stamped, Japanned and Plated,  
Net Prices.

**Tire Bolts—**

See Bolts.

**Tobacco Cutters—**

National Specialty Co.....	40%
Enterprise Mfg. Co.....	25&30%

**Toilet Clippers—**

See Clippers.

**Trammel Points—**

Backus and Union.....	40%
C. E. Jennings & Co., "Eureka".....	25%
Cook's.....	25%
Sargent's.....	40&10%
Stanley's.....	30&10%
Tower & Lyon.....	33½%
Prentiss'.....	20&25%

**Tracks, &c.—**

<b>F. E. Myers &amp; Bro.:</b>	
Comb. Car, Double Steel T.....	\$3.50
Comb. Car, Wood Track.....	3.25
Common 6 in. Wood Sheave.....	
Fig. 433.....	per doz. 1.75
D. Fork Steel Regular.....	each, .85
Double Grapple Fork.....	each, 3.50
Double Rail Steel Track, complete with clamps.....	per ft. .10
Faultless Steel Frame K. P. Pulley, Fig. 435.....	per doz. 2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485.....	per doz. 1.90
Floor Hooks, 4 1/2 in.....	per doz. .70



Floor Pulley, Wood Sheave, Fig. 486	doz. 2.25
Hanging Hooks for Double Steel Track	doz. .65
Hanging Hooks for Single Steel Track	doz. .65
Hanging Hooks for Wood Track, 10 in.	doz. .55
Hanging Hooks for Wood Track, 14 in.	doz. .65
Malleable Frame K. P. Pulleys, Fig. 676	doz. 2.40
Malleable Rafter Brackets, doz.	1.40
Nellis Fork, each	1.60
New Myers Iron Rod Car	8.25
Reed Wood Frame Pulley with Hook, Fig. 484	doz. 2.00
Rev. Car, Double Steel Track	8.50
Rev. Car, Wood Track	8.25
Rope Hitch	doz. 1.75
Single Rail Car, Single Steel T. clamps	8.50
Single Rail Steel Track with clamps	ft. .03
Sprout's Shear Fork, each	\$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, doz.	1.85
Sure Grip Sling Car, Steel or Wood Track	6.00
Walker Fork, each	1.25
Wrought Rafter Brackets, doz.	.40

## Transom Lifters—

Ajax	50&10&50&10&5&3
Bronze Metal, with Safety Spring	50&50&10&50&10&5&3
Crescent	70&70&10&50&10&5&3
Dickson's	60&10&50&10&5&3
Nickel Plated	50&10&50&10&5&3
Payson's Solid Grip, Nos. 308 and 304, 100	\$12.00
Shaw's:	
Copper Finished	80&10&50&10&5&3
Lever	70&70&10&50&10&5&3

## Traps—

## FLY—

Balloon	doz. \$1.25, gro. \$12.00
Globe	doz. 1.25, gro. 12.00
Harper	doz. 1.40, gro. 15.00

## GAME—

Star, Blake's Pattern	60&10&10&50&10&5&3
Enterprise Mole	15&10&50&10&5&3
H. & N.	85&10&50&10&5&3
Newhouse	45&50&10&50&10&5&3
Victor	75&10&50&10&5&3

## MOUSE AND RAT—

Erie Rat	40&40&10&50&10&5&3
Hotchkiss:	
Metallic Mouse	50&10&50&10&5&3
Improved Rat	50&10&50&10&5&3
New Rat	50&10&50&10&5&3
Mouse, Bonanza, doz.	90c@1.00
Mouse, Catch-em alive, doz.	\$2.50, 15c
Mouse, Delusion	40&10&50&10&5&3
Mouse, Ideal, gro.	\$9.00
Mouse, Round Wire, doz.	\$1.00, 10c
Mouse, Wood, Choker, doz. holes	9@10c
Marty French Rat and Mouse Traps (Genuine):	
No. 1, Rat, each \$1.13, doz.	\$12.00
No. 3, Rat, doz., \$6.00; case of 50	5.25
No. 3 1/2, Rat, doz., \$4.75; case of 72	4.25
No. 4, Mouse, doz., \$3.50; case of 72	2.75
No. 5, Mouse, doz., \$2.75; case of 150	2.25
Schuyler Rat Killer, No. 1, gro., \$15.00; No. 2, gro.	\$15.00
Mouse, No. 8	9.00
Smith & Egge Mfg. Co.: doz.	\$15.00
Superior Rat Trap	5.50
Yankee Mouse Trap	11.00
Yankee Rat Trap	11.00

## Trowels—

Brade's Brick	30%
Dieston's:	
Brick and Pointing	30%
Plastering	25%
"Standard Brand" and Garden	40%
C. E. Jennings & Co.:	
Brick	30%
Plastering	25%
Pointing	30%
W. & MCP. Plastering	25%
Peace's Plastering	25&25&5&3
"Rose" Brick, Plastering and Mould-	25&25&5&3

## Vegetable Slicers—

Enterprise Mfg. Co.	25%
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## Vises—

Solid Box	40&10&50&10&5&3
V. W. & W.	40%
Fisher-Norris	15&10&50&10&5&3
Armstrong's:	
Combination	50%
Plain and Hinge	60%
Athol, Oval Slide	60%
Adams, Diamond	40%
Bouney's Champion	40%
Fisher & Norris Double Screw	15%
Holland's	40%
Howard's	40%
Little Giant Bench	25&10&50&10&5&3
Lowell Hand	33 1/2%
Masey:	
Perfect	15&20%
Clincher	30&40%
Wood Working	15&20%
Planer	15&20%
Comb. Pipe	40%
Millers Falls:	
Mechanics	net@10%
Oval Slide	50&10%
Ball Clamp	.45%
Gravity	net
Hand	15%
Moore's	20%
Phenix	53 1/2%
Prentiss	20&25%
Sargent's	40%
Simpson's Adjustable	40%
Stephens	25&33 1/2%
Trenton	40&10&50&10&5&3
Wright's Pipe	40%

## SAW FILERS—

Bouney's No. 2, \$15.00	40&10&50&10&5&3
Cincinnati	40%
Stearns Com. No. 0, 1, 2 and 3	50&50&10&50&10&5&3
Stearns Rubber Jaw, Nos. 10 and 33	33 1/2&40%
Wentworth's	33 1/2&40%

## Wads—

See Ammunition.

## Wagon Jacks—

Covert Mfg. Co.'s, Steel	45%
Lane's Steel	38 1/2&5%

## Washer Cutters—

Otis A. Smith's	20&10&10%
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## Well Wheels—

Japanned, 8 to 14 inches	70%
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## Weed Extractors—

"Pastime"	doz. \$1.75 net
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## Window Cleaners—

Barnes Mfg. Co.	40%
Clayton's	25&10%

## Window Stop Adjusters—

Ives' New List	25&5%
Taplin's "Perfection"	50%

## Wire Gauges—

See Gauges.

## Wire and Wire Goods—

Brass Wire	20%
Bright Wire Goods, New List	85&10%
Cast Steel Wire	50%
Copper Wire	15%
Annealed and Tinned on Spools	70%
Brass and Copper on Spools	60%
Spooled Wire, ass'd for Retailing	70%
Market Wire, Bright and Annealed:	
Nos. 6 to 9	70&10%
Nos. 10 to 18	72 1/2&5%
Nos. 19 to 26	75&7 1/2%
Nos. 27 to 36	75&10&2 1/2%
Coppered and Galvanized:	
Nos. 6 to 9	66 1/2&5%
Nos. 10 to 18	70%
Nos. 19 to 26	70&10%
Nos. 27 to 36	70&10&10%
Tinned:	
Nos. 6 to 14	70&10&5%
Nos. 15 to 18	70&5&5%
Nos. 19 to 26	70%
Nos. 27 to 36	60&10&10%
Picture Wire, List of Oct. 2, 1900	85&85&10%
Steel Music Wire, Nos. 12 to 30, imported	ft. lb. 60&70c
Stub's Steel Wire	\$6.00 to £ 33 1/2%

## Wire Clothes Lines—

See Lines.

## Wire Cloth, Netting, &amp;c.—

Galvanized Wire Netting 80&10&80&20%	
Painted Screen Cloth, good quality,	100 sq. ft. \$1.00@1.10

## PAINTS, OILS AND COLORS.

## Oils—

Linseed, City, Raw, in barrels, gal. 62c	
Linseed, City, Boiled, in barrels,	gal. 64c
Out of Town on Spot	gal. 62c
Calcutta, Raw, in barrels	gal. 85c
Lard, Prime City	gal. 65&66c
Extra, No. 1	47&48c
No. 1	41&42c

## Paints and Colors—

Barytes, Foreign Floated, ton,	\$20.00@21.00
Barytes, American Floated, ton,	\$19.00@20.00
Barytes, Crude	ton 9.00@ 10.00
White Lead, American, Dry, in bbls.	ft. lb. 6&6 1/4c
White Lead, American, in Oil, in lots of less than 500 lbs.	ft. lb. net 7c
In lots of 500 lbs. and over	ft. lb. 6 1/4c
White Lead, Foreign, in Oil	ft. lb. 8&9 1/4c
Litharge, Kegs	ft. lb. 6 1/2&7c
Zinc, American, Dry	ft. lb. 4 1/2&5 1/4c

## Putty—

In bulk	\$1.90
In bladders	2.40
In cans, 50 lb.	2.00
In cans, 25 lb.	2.25
In cans, 12 1/2 lb.	2.50

## Wire Rope—

New List July 1, 1899.	
Cast Steel	80%
Iron	80&90&10%
Iron, Galvanized	25&10%

## Wire Rope Clips—

Crosby	25%
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## Wire Stretchers—

W. C. Heller's Grip	doz. \$1.50
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## Wrenches—

Agricultural	70&10&75%
Allen's Pocket (Bright)	\$2.00@3.30
Alligator	70%
Baxter's	60&10%
Bemis & Call's:	
Briggs Pattern	30&10%
No. 2 Cylinder	55%
No. 3 Pipe, Bright	50%
Patent Combination Black	40&5%
Patent Combination Bright	40%
Bicycle:	
Club	40%
Superior	40%
Featherweight	40%
Protection	40%
Boardman's	20&33 1/2%
Coe's:	
Genuine	40&10&5&5%
"Mechanics"	40&10&10&5&5%
Coe's Pattern, Wrought Bar	60&5&10
Donohue's Engineer	40%
Eagle Pipe	50&10%
Gem	33 1/2%
Stillson Pipe	50%
Taylor Pipe and Nut	40%
Acme	60&60&5%
Bull Dog	60&10%
Hercules	70%
J. H. Williams & Co.	25%

## Spirits Turpentine—

In regular bbls	40 c
In machine bbls	41 c

## Dry Colors—

Blue, Chinese	35 @40 c
Blue, Prussian	33 @38 c
Blue, Ultramarine	6 @30 c
Sienna, Italian, burnt & powdered	4 1/2@10 c
Sienna, Italian, raw & powdered	8 @ 7 c
Umber, Turkey, burnt	3 1/2@ 3 1/4c
Umber, Turkey, raw	2 1/2@ 3 1/4c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in bulk	15 @16 c
Indian Red, American	3 1/2@ 3 c
Indian Red, English	4 1/2@ 8 1/4c

## Colors in Oil—

Black Lampblack, best	18 @15 c
Black Lampblack, common	8 @10 c
Blue, Chinese	35 @40 c
Blue, Prussian	32 @35 c
Blue, Ultramarine	14 @18 c
Sienna, burnt	11 @13 c
Sienna, raw	11 @13 c
Umber, burnt	11 @13 c
Umber, raw	11 @13 c
Brown, Vandyke	11 @13 c

No. 3.—2 1/2 in.  
Wheel  
The Standard  
Steel  
Pulley  
For  
Years.



# "FOX-ALL-STEEL"

The Original and Only Steel Pulleys with a Durable Bushing in the wheels TO TAKE THE WEAR.

- No. 3.—2 1/2 in. For Four Hole Mortise.  
No. 7.—2 1/2 in. Four Hole or Machine Mortise.  
No. 9.—1 1/2 in. Three Hole or Machine Mortise.  
No. 10.—2 in. A New Style, out March 15th.

## REMEMBER

Fox Pulleys are not experiments.  
Extensively used over eight years.

Do not be misled by imitations, they are not "The same as The Fox."

SAMPLES and Catalog FREE.

FOX MACHINE CO. 169 No. Front St., Grand Rapids, Mich.



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Miller Ladder Co., Chicago, Ill.  
F. E. Myers & Bro., Ashland, Ohio.  
Portland Ladder Co., Newark, N. J.**Lamps, Bicycle.**John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.**Land Rollers.**

John W. Douglass, New York.

**Lard Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Lawn Fences.**W. J. Adam, Joliet, Ill.  
Dwiggins Co., Anderson, Ind.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Frost Wire Fence Co., Cleveland, O.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Lawn Mowers.**Clipper Lawn Mower Co., Norristown, Pa.  
Coldwell Lawn Mower Co., Newburgh, N. Y.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Philadelphia Lawn Mower Co., Philadelphia, Pa.  
Underhill, Clinch & Co., New York.**Lawn Rakes.**Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.**Lawn Rollers.**

John W. Douglass, New York.

**Lawn Sprinklers.**

Smith &amp; Hemenway Co., New York.

**Lawn Swings.**

Tipp Building &amp; Mfg. Co., Tippencanoe City, Ohio.

**Lead.**Bruce & Cook, New York.  
Colwell Lead Co., New York.**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Lead Pipe.**

Colwell Lead Co., New York.

**Leather, Shoe Soles and Heels.**

Baxter Schenkelberger &amp; Co., Boston, Mass.

**Lemon Squeezers.**Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.**Levels.**Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.**Looks and Knobs.**Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Sargent & Co., New York and New Haven, Conn.**Lubricants.**

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Magazine Tack Hammers.**

Magazine Hammer Co., Utica, N. Y.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Idw. Co., Torrington, Conn.**Manicure Files.**

Emil Forquignon Mfg. Co., New York.

**Maple Supplies.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Measuring Tapes.**Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.**Meat Choppers.**John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Meat Cutters.**Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.**Metallic Paint.**L. D. Berger, Philadelphia.  
Bruce & Cook, New York.**Mills, Coffee and Spice.**John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Mitre Boxes.**C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.**Motor Cycles.**

Patee Bicycle Co., Indianapolis, Ind.

**Mowing Machine Oilers.**

Wilnot &amp; Hobbs Mfg. Co., Bridgeport, Conn.

**Nails.**Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.**Nail Pullers.**Bridgeport Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.**Nail Sets.**John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.**Needles.**

Alfred Field &amp; Co., New York.

**Nippers.**Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.**Nuts.**Atlas Bolt and Screw Co., Cleveland, Ohio.  
Columbus Bolt Works, Columbus, O.**Office Railings.**J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Gilbert & Bennett Mfg. Co., New York and Chicago.**Oilers.**Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilnot & Hobbs Mfg. Co., Bridgeport, Conn.**Oil Cans.**

J. H. Eller &amp; Co., Canton, O.

**Oil Heaters.**

Plume &amp; Atwood Mfg. Co., New York, Boston and Chicago.

**Oil Tank Outfits.**

Eastern Oil-Tank Co., Lowell, Mass.

**Ornamental Iron Work.**Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Padlocks.**Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.**Paints.**L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Sherwin-Williams Co., Cleveland, O.  
Standard Paint Co., New York.**Pans, Dripping.**

Fillgrove Bros. &amp; Co., Ironton, O.

**Paper Clips.**

Cushman &amp; Denison, New York

**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Pig Lead.**Colwell Lead Co., New York.  
Swarts Metal Refining Co., Chicago.**Pipe Cutters.**Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.**Pipe Straps.**Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.**Planes.**C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.**Plated Ware.**M. S. Benedict Mfg. Co., E. Syracuse, N. Y.  
Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.  
Holmes & Edwards Silver Co., Bridgeport, Conn.**Plates, Machinery.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Pliers, Fencing.**Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.**Plumbers' Supplies.**L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.**Pocket Cutlery.**John Chatillon & Sons, New York.  
Alfred Field & Co., New York.  
Jackson Knife & Shear Co., Fremont, O.**Police Equipments.**

Tower &amp; Lyon, New York.

**Polish, Stove.**

Alumaine Paint & Polish Co., Chicago, Ill.  
Joseph Dixon Crucible Co., Jersey City, N. J.

**Post Hole Augers.**

Iwan Bros., Streator, Ill.

**Post Hole Diggers.**

John H. Graham & Co., New York.  
Iwan Bros., Streator, Ill.

**Porcelain Enameled Letters, Etc.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Poultry Netting.**

Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
Jones National Fence Co., Columbus, Ohio.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.

**Powder.**

E. I. Du Pont De Nemours & Co., Wilmington, Del.

**Power Hammers.**

The Scranton & Co., New Haven, Conn.

**Price Books.**

Hardware Publishing Co., New York.

**Price Cards and Holders.**

John S. Menagh, Jersey City, N. J.

**Printing and Mailing.**

U. S. Mailing & Advsg. Co., Cleveland, O.

**Pruning Shears.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Pulleys, Hoisting.**

Burr Mfg. Co., Cleveland, Ohio.  
Fox Machine Co., Grand Rapids, Mich.  
F. E. Myers & Bro., Ashland, Ohio.

**Pumps.**

John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.

**Punches, Spring.**

Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Railings, Wire and Iron.**

J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.

**Railroad Brasses.**

Magnolia Metal Co., New York.

**Rail, Barn Door.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railway and Mill Supplies.**

American Railway Supply Co., New York.  
R. Woodman Mfg. & Supply Co., Boston.

**Raisin Seeders.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Rakes.**

Ashtabula Tool Co., Ashtabula, O.  
Geneva Tool Co., Geneva, O.  
John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.

**Razors.**

Alfred Field & Co., New York.  
Gem Cutlery Co., New York.  
Jackson Knife & Shear Co., Fremont, O.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.

**Razors, Safety**

Gem Cutlery Co., New York.

**Razor Straps.**

Gem Cutlery Co., New York.  
Smith & Hemenway Co., New York

**Reamers.**

C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.

**Reels, Wood.**

John Sommer's Son, Newark, N. J.

**Refrigerators.**

McCray Refrigerator & Cold Storage Co., Kendallville, Ind.

**Registers, Warm Air.**

Berger Bros. Co., Philadelphia.

**Revolution Counter.**

Taber Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Rivets.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.

**Rivet Sets.**

Eyelet Tool Co., Boston, Mass.

**Road Rollers.**

John W. Douglass, New York.

**Roller Skates.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.

**Roof Bolts.**

Columbus Bolt Works, Columbus, O.

**Roof Rods.**

Columbus Bolt Works, Columbus, O.

**Roofing Cement.**

J. L. Perkins & Co., Chicago, Ill.

**Roofing Paint.**

J. L. Perkins & Co., Chicago, Ill.

**Roofing Plates.**

Merchant & Co., Inc., Philadelphia, Pa.

**Roofing and Roofers' Supplies.**

American Steel Roofing Co., Middletown, Ohio.  
L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Merchant & Co., Inc., Philadelphia, Pa.

**Ruberoid Roofing.**

Standard Paint Co., New York.

**Rules.**

Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.

**Sad Irons.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Sand and Emery Paper.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Sand Screens.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Sap Falls.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Sap Fall Covers.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Sash Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Sash Cord.**

Samson Cordage Works, Boston.  
Tower & Lyon, New York.

**Sash Fixtures.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Locks.**

Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.

**Sausage Stuffers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Sargent & Co., New York.

**Saws.**

E. C. Atkins & Co., Indianapolis, Ind.  
Henry Diaston & Sone, Philadelphia, Pa.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.

**Saws, Butchers'.**

John Chatillon & Sons, New York.

**Saw Sets.**

E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.

**Saw Tools.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Scales.**

John Chatillon & Sons, New York.  
Osgood Scale Co., Binghamton, N. Y.  
Pelouze Scale & Mfg. Co., Chicago.

**Scoops.**

Underhill, Clinch & Co., New York.

**Screens, Wire.**

Underhill, Clinch & Co., New York.

**Screws.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Screw Cases.**

F. A. Herrick Co., Jackson, Mich.

**Screw Drivers.**

Bridgeport Mfg. Co., Bridgeport, Conn.  
John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.

**Screw Plates.**

Alfred Field & Co., New York.

**Scythes and Grass Hooks.**

Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.

**Seythe Stones.**

Cleveland Stone Co., Cleveland, O.

**Seal Presses.**

Charles Morrill, New York.

**Seals.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Sectional Shelving.**

J. D. Warren Mfg. Co., Chicago.

**Sewing Machines.**

New Domestic Sewing Machine Co., New York.

**Shade Lines.**

Samson Cordage Works, Boston.

**Sharpening Machines.**

John Chatillon & Sons, New York.

**Shears and Scissors.**

Bridgeport Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
R. Heinisch's Sons Co., Newark, N. J.  
Jackson Knife and Shear Co., Fremont, O.  
Joseph Rodgers & Sons, New York.

**Sheet Lead.**

Colwell Lead Co., New York.

**Sheet Steel.**

Dunbar Bros., Bristol, Conn.

**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.  
Sargent & Co., New York.

**Shoe Soles and Top Lifts (for Heels).**

Baxter Schenkelberger & Co., Boston, Mass.

**Ship Tools.**

G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.

**Shot.**

Colwell Lead Co., New York.

**Shovels.**

Underhill, Clinch & Co., New York.

**Sidewalk Chisels.**

Underhill, Clinch & Co., New York.

**Sidewalk Lights.**

J. E. Bolles Iron and Wire Works, Detroit, Mich.

**Signs, Enameled Steel.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Silver Ware.**

M. S. Benedict Mfg. Co., E. Syracuse, N. Y.  
Luther Boardman & Son, East Hadam, Conn.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Sink Bolts.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Sink Cleaners.**

John W. Sudlow, Brooklyn, N. Y.

**Skates, Ice and Roller.**

John H. Graham & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Union Hardware Co., Torrington, Conn.

**Skate Sharpeners.**

Smith & Hemenway Co., New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Skewers.**

John Chatillon & Sons, New York.

**Slaw Cutters.**

E. C. Atkins & Co., Indianapolis, Ind.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
C. E. Jennings & Co., New York.

**Snow Shovels.**

Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Solder.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Colwell Lead Co., New York.  
Swarts Metal Refining Co., Chicago.

**Spades.**

Underhill, Clinch & Co., New York.

**Spark Guards.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Speaking Tubes.**

Berger Bros. Co., Philadelphia.

**Spelter.**

Bruce & Cook, New York.

**Spikes.**

Fuller Bros. & Co., New York.

**Spiral Screw Drivers.**

North Bros. Mfg. Co., Philadelphia.  
Voigt, Starr & Co., New York.

**Spoke Shaves.**

Alfred Field & Co., New York.  
Stanley Rule & Level Co., New York.

**Sporting Goods.**

Wm. G. Smith & Co., Philadelphia.

**Sprayers.**

Ripley Hdw. Co., Grafton, Ill.

**Sprayers, Flower.**

Stevens & Co., New York.

**Spring Wire.**

Wallace Barnes Co., Bristol, Conn.  
John Chatillon & Sons, New York.  
Clark & Cowles, Plainville, Conn.  
Dunbar Bros., Bristol, Conn.  
Tuck Mfg. Co., Brockton, Mass.

**Spring Balances.**

John Chatillon & Sons, New York.

**Spring Cotters.**

Standard Tool Co., Cleveland, Ohio.

**Spring Hinges.**

Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago.  
Henry Pearl & Sons, New York.  
Sargent & Co., New York.

**Squares, Steel.**

Sargent & Co., New York.

**Stamping.**

Clark & Cowles, Plainville, Conn.

**Stamps, Steel.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Staple Pullers.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Stay Rollers.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
 John H. Graham & Co., New York.  
 Lane Bros. Co., Poughkeepsie, N. Y.  
 McKinney Mfg. Co., Allegheny, Pa.

**Steel.**

Wallace Barnes Co., Bristol, Conn.  
 Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Steel Gates.**

Frost Wire Fence Co., Cleveland, O.

**Steel Hinges, Spring.**

Bommer Bros., Brooklyn, N. Y.

**Steel Roofing.**

American Steel Roofing Co., Middletown, O.

**Steel Traps.**

Hawkins Co., Waterbury, Conn.

**Stencil Cabinets.**

S. W. Reese & Co., New York, N. Y.

**Stencils.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Step Ladders.**

Miller Ladder Co., Chicago, Ill.

**Stocks and Dies.**

Armstrong Mfg. Co., Bridgeport, Conn.  
 Alfred Field & Co., New York.  
 F. E. Myers & Bro., Ashland, Ohio.

**Stones, Scythe, Oil, Etc.**

Cleveland Stone Co., Cleveland, Ohio.

**Store Fixtures.**

J. D. Warren Mfg. Co., Chicago.

**Store Trucks.**

See Trucks, Store.

**Stove Polish.**

Joseph Dixon Crucible Co. Jersey City, N. J.

**Stove Trimmings.**

Fanner Mfg. Co., Cleveland, O.  
 Troy Nickel Works, Albany, N. Y.  
 Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Straightening and Cutting Machine. (Wire.)**

F. B. Shuster Co., New Haven, Conn.

**Strainers, Julep.**

Holmes & Edwards Silver Co., Bridgeport, Conn.

**Strapping Belts.**

Ames Sword Co., Chicopee, Mass.

**Strops, Razor.**

Alfred Field & Co., New York.  
 Gem Cutlery Co., New York.  
 Smith & Hemenway Co., New York.

**Syrup Cans.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Table Cutlery.**

Goodell Co., Antrim, N. H.

**Tackle Blocks.**

Burr Mfg. Co., Cleveland, Ohio.  
 Lane Bros. Co., Poughkeepsie, N. Y.  
 Tower & Lyon, New York.  
 Union Hardware Co., Torrington, Conn.

**Tack Pullers.**

Fanner Mfg. Co., Cleveland, O.  
 Alfred Field & Co., New York.  
 John H. Graham & Co., New York.  
 Smith & Hemenway Co., New York.

**Tailors' Shears.**

R. Heinisch's Sons Co., Newark, N. J.

**Tinners' and Roofers' Supplies.**

Berger Bros. Co., Philadelphia.  
 L. D. Berger, Philadelphia.  
 Bruce & Cook, New York.

**Tin Plate.**

Bruce & Cook, New York.

**Tire Bolts.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Tool Chests.**

R. Bliss Mfg. Co., Pawtucket, R. I.  
 C. E. Jennings & Co., New York.

**Tool Racks.**

F. A. Herrick Co., Jackson, Mich.

**Tools.**

Armstrong Mfg. Co., Bridgeport, Conn.  
 E. C. Atkins & Co., Indianapolis, Ind.  
 Cleveland Twist Drill Co., Cleveland, Ohio.  
 Coes Wrench Co., Worcester, Mass.  
 Alfred Field & Co., New York.  
 Iowa Farming Tool Co., Fort Madison, Iowa.  
 C. E. Jennings & Co., New York.  
 Standard Tool Co., Cleveland, Ohio.  
 Stanley Rule & Level Co., New York.  
 Underhill, Clinch & Co., New York.  
 Voigt, Starr & Co., New York.

**Transom Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Traps, Rat and Mouse.**

Burditt & Williams, Boston, Mass.  
 John H. Graham & Co., New York.  
 J. K. Osborn Mfg. Co., Harrison, N. J., and New York.  
 Smith & Egge Mfg. Co., Bridgeport, Conn.

**Trowels.**

E. C. Atkins & Co., Indianapolis, Ind.  
 Alfred Field & Co., New York.  
 C. E. Jennings & Co., New York.

**Trucks, Store.**

John Chatillon & Sons, New York.  
 John H. Graham & Co., New York.

**Tubes, Seamless Drawn.**

Williamson W. N. Co., Newark, N. J.

**Tubing.**

Standard Tool Co., Cleveland, O.  
 Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Tubular Rivets.**

Tubular Rivet & Stud Co., Boston, Mass.

**Turnbuckles.**

Columbus Bolt Works, Columbus, O.  
 Merrill Bros., Brooklyn, N. Y.

**Turpentine Tools.**

G. W. Bradley's Sons, Westport, Conn.  
 Underhill, Clinch & Co., New York.

**Twine.**

Samson Cordage Works, Boston.

**Twist Drills.**

Cleveland Twist Drill Co., Cleveland, Ohio.  
 C. E. Jennings & Co., New York.  
 Standard Tool Co., Cleveland, Ohio.

**Valves, Pump.**

Berger Bros. Co., Philadelphia.  
 F. E. Myers & Bro., Ashland, Ohio.

**Varnishes.**

Berry Bros., Ltd., Detroit, Mich.  
 Glidden Varnish Co., Cleveland, Ohio.  
 Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

**Vases, Flower.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Ventilators.**

Berger Bros. Co., Philadelphia.  
 Bruce & Cook, New York.  
 G. Drouve Co., Bridgeport, Conn.  
 Geo. E. Fenn, Boston, Mass.  
 Merchant & Co., Inc., Philadelphia, Pa.

**Vises.**

Armstrong Mfg. Co., Bridgeport, Ct.  
 Alfred Field & Co., New York.  
 Howard Iron Works, Buffalo, N. Y.  
 Tower & Lyon, New York.

**Wagon Jacks.**

Covert Mfg. Co., West Troy, N. Y.  
 Lane Bros. Co., Poughkeepsie, N. Y.

**Washing Machines.**

H. F. Brammer Mfg. Co., Davenport, Ia.  
 Buckeye Churn Co., Sidney, Ohio.  
 Horton Mfg. Co., Fort Wayne, Ind.

**Washers, Iron and Steel.**

Clark & Cowles, Plainville, Conn.  
 Columbus Bolt Works, Columbus, O.

**Watchmen's Time Detectors.**

E. Imhauser & Co., New York.

**Water Still.**

Health & Comfort Supply Mfg. Co., Cincinnati, O.

**Wax Strings, Self Melting.**

C. C. Fouts, Middletown, O.

**Wheelbarrows.**

Bryan Mfg. Co., Bryan, Ohio.

**White Lead.**

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
 Sterling White Lead Co., Pittsburgh, Pa.

**Window Lines, Pulleys, etc.**

Samson Cordage Works, Boston.

**Window Screens and Doors.**

John H. Graham & Co., New York.  
 A. J. Phillips Co., Fenton, Mich.  
 Underhill, Clinch & Co., New York.

**Wing Dividers.**

Smith & Hemenway Co., New York.

**Wire, Barb.**

Frost Wire Fence Co., Cleveland, O.  
 Fuller Bros. & Co., New York.

**Wire, Coiled Spring.**

John Chatillon & Sons, New York.  
 Dunbar Bros., Bristol, Conn.  
 Frost Wire Fence Co., Cleveland, O.

**Wire, Galvanized.**

Bruce & Cook, New York.  
 Frost Wire Fence Co., Cleveland, O.

**Wire Cloth.**

Clinton Wire Cloth Co., Clinton, Mass.  
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 Dwiggin Co., Anderson, Ind.  
 Frost Wire Fence Co., Cleveland, O.  
 Gilbert & Bennett Mfg. Co., New York, Chicago.  
 Jones National Fence Co., Columbus, Ohio.

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 Frost Wire Fence Co., Cleveland, O.  
 Gilbert & Bennett Mfg. Co., New York and Chicago.  
 Jones National Fence Co., Columbus, Ohio.  
 New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

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 John Chatillon & Sons, New York.  
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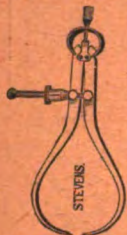
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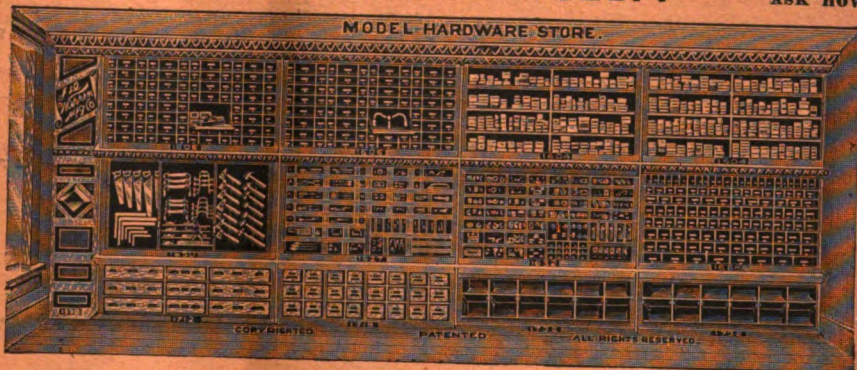
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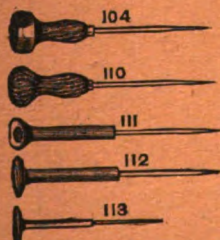
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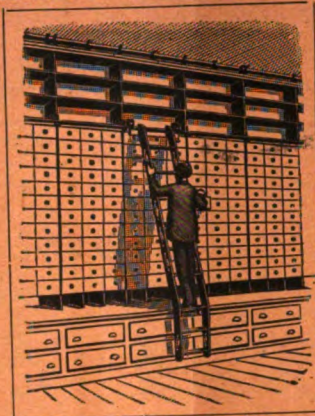
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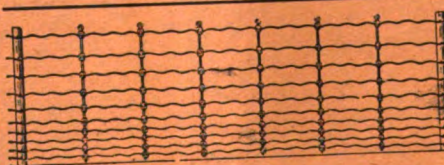
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Cuts 1/4 in. to 0 in.

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..VENTILATOR..**For Ventilation, the best.  
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SHOPS.**Best because they  
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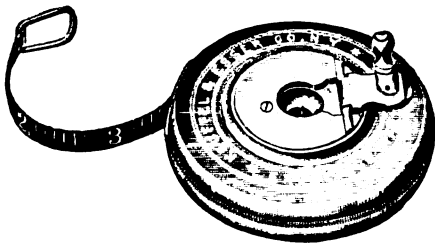
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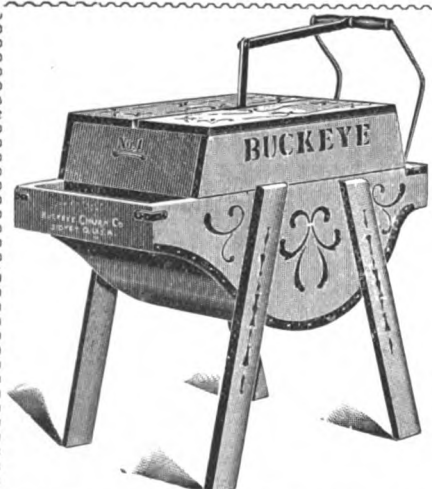
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Simple in construction - can't get out of  
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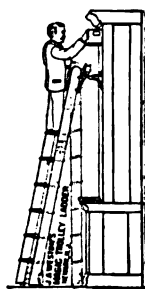
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Established 1832. Cable Address "BLISS."  
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*Special Features, Smaller Space, Bear More Weight, Last More Years than all others.*



The trolley guide wheels at the top allow the ladder to be used at any desired angle. These ladders run on noiseless ball bearing rubber covered rolls that do not require any track on the floor.  
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THE BEST IN THE MARKET FOR THE MONEY.

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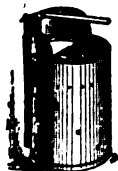
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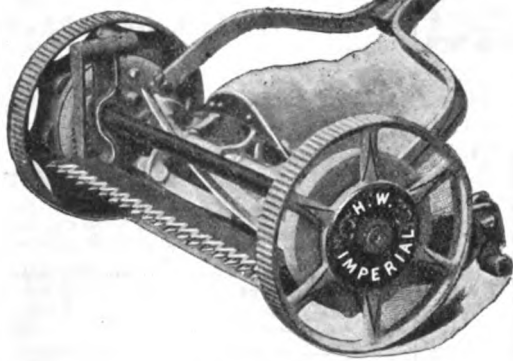
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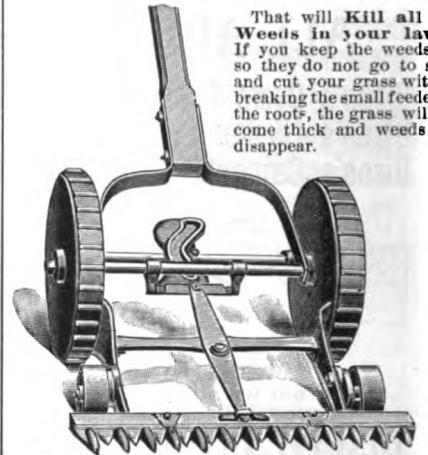


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THIS CUT SHOWS OUR  
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That will Kill all the Weeds in your lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of the roots, the grass will become thick and weeds will disappear.

The CLIPPER will do it. Send for Catalogue and Prices.

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SIMPLE, DURABLE, EASY TO OPERATE.

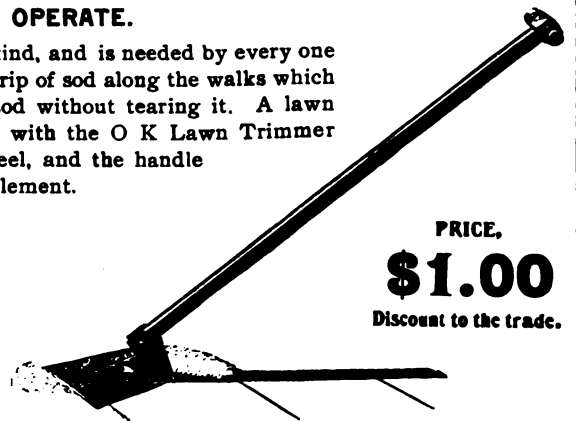
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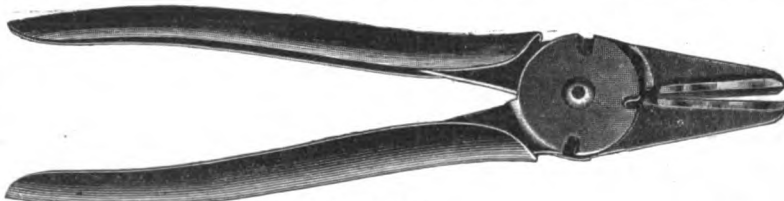
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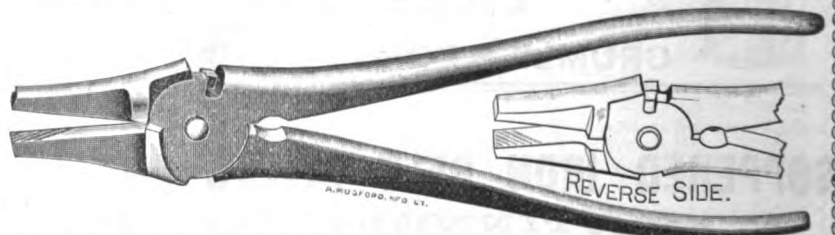
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THIS PLIER HAS OUR STAPLE PULLER ON ONE SIDE AND CRONK CUTTING PLIER ON OPPOSITE SIDE, ALSO ONE BUTTON CUTTER AND A WIRE SPLICING CLAMP.

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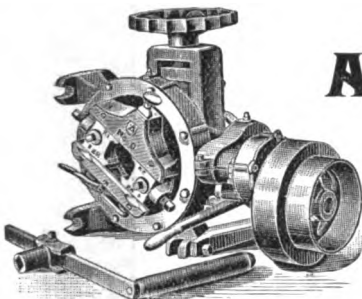
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*For Woodworkers,  
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Williamson's Hand  
Power Cork Screw  
does the work with-  
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A simple, easy turn-  
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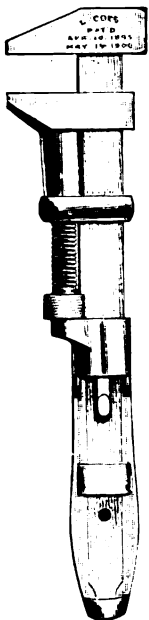
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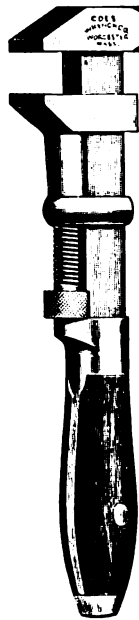
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Handle-frame and ferrule in one piece rigidly  
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Compressed Air 5 Gal. Sprayer  
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Made of Galv. steel and copper.  
Tested 60 lbs. pressure. Has safety  
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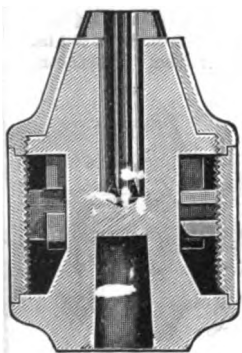
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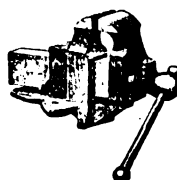
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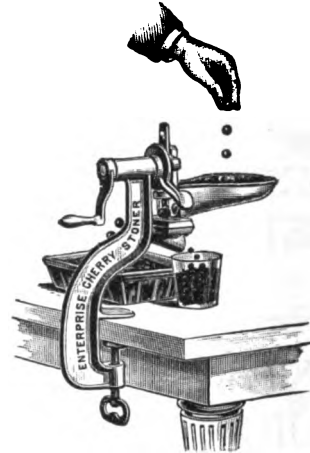
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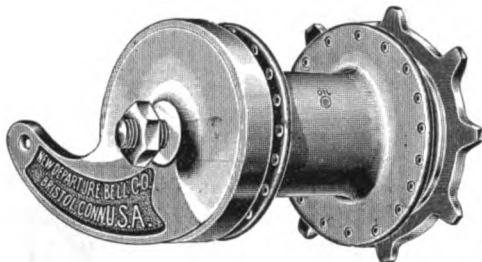
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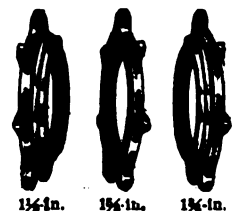
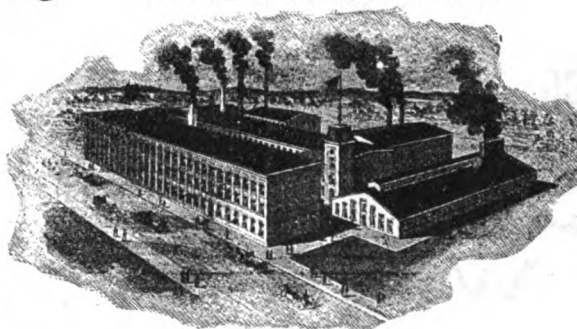


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The  
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Any chain link from 1 1/4 in. to 1 3/4 in.  
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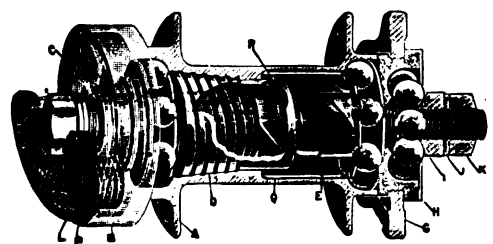
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No. 112



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**SKEW BACK SAW**  
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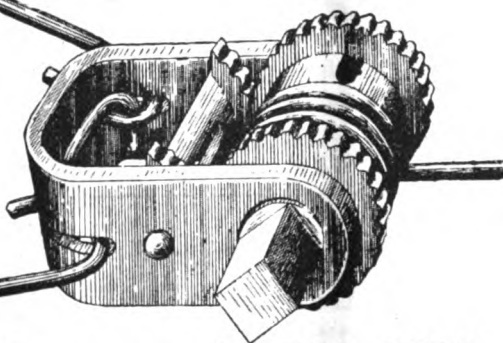
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You make this loop long enough  
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Absolutely free from criticism  
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in fact almost everything  
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SEALS - MAIL PLATES - CHECKS

BRIDGEPORT, CONN.

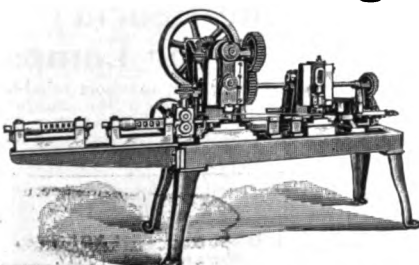
DUNBAR BROTHERS'  
**STEEL ROLLER TEMPERED SPRINGS**  
ALL SIZES SMALL SPRINGS  
SHEET STEEL ROLLER TEMPERED WIRE  
BRISTOL CONN. & EXAIR

### Standard Self Melting Wax Strings

Enterprising Dealers should sell Standard  
Self Melting Wax Strings for Sealing  
Fruit Cans. They are a great success  
and good sellers.

Economical and sure. For descriptive  
circular and quantity price address  
**C. C. FOUTS, Middletown, Ohio.**

## Automatic Lingoe Machine



Producing lingoes at the rate of 60/  
per minute, flattening, rounding and  
punching the holes in the end thereof.  
The machine is applicable to a large  
variety of long pieces required to be in-  
dented, or different forms to be made,  
leaving the larger portion of the wire  
straight.

Write for Illustrated Catalogue.

**THE F. B. SHUSTER CO., New Haven, Conn.**

Formerly John Adt & Son.

Improved Quick and Easy Ris-  
ing Steam, Electric  
and Hand Power

## ELEVATORS

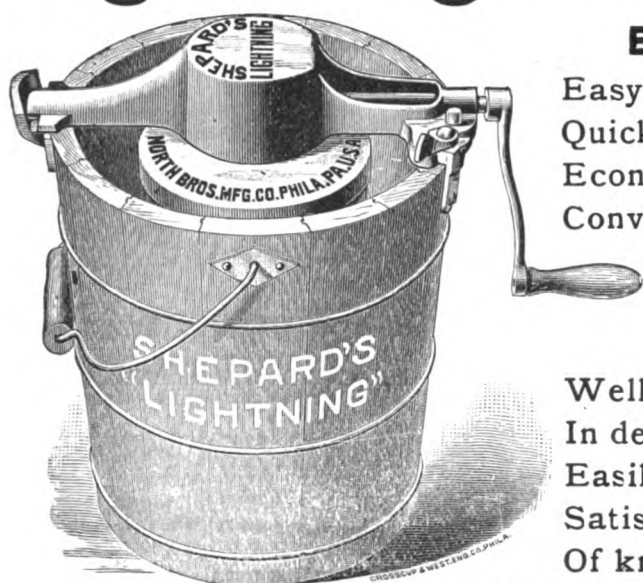
Send for Circulars.

**Kimball Bros. Council Bluffs, Ia.**  
No. 1013 Ninth Street.





# Lightning Freezers



**EXCEL** in  
Easy running.  
Quick Freezing.  
Economy.  
Convenience.  
Practical results.

**ARE**  
Well advertised.  
In demand.  
Easily sold.  
Satisfactory in use.  
Of known reputation.

SEND FOR 1901 FREEZER BOOK.

**NORTH BROS. MFG. CO.,**

New York Agents, John H. Graham & Co., 113 Chambers St.

PHILADELPHIA, PA.

**AGENCY JOSEPH RODGERS & SONS, LTD.**

**THE BEST IS EVER AND ALWAYS CHEAPEST.**

The merchant can recommend with confidence.  
The consumer will report superiority.  
Excellence will insure enlarged demand.  
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

**THE VERY BEST**

can be had at a small advance over poorer  
**QUALITY?**

**FOR CENTURIES THE WORLD RENOWNED HOUSE OF  
JOSEPH RODGERS & SONS, LTD.,  
SHEFFIELD, ENGLAND,**

Has had neither equals nor superiors in the manufacture of

**CARVING KNIVES and FORKS,  
TABLE CUTLERY,  
SCISSORS,**

**RAZORS,  
HUNTING and BOWIE KNIVES  
POCKET CUTLERY, &c.**

Its Corporate Mark



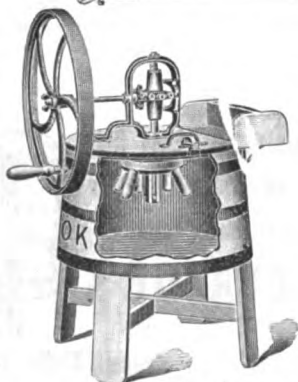
Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for **JOSEPH RODGERS & SONS** and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

**ALFRED FIELD & CO.,  
93 Chambers Street, New York.**

**WHY IS THE**



**O.K. THE BEST ROTARY  
WASHING MACHINE?**

**BECAUSE**

- 1.—It is the only Rotary washer that has Revolving Steel Ball Gearing, reducing the friction and thus making machine so light running and almost noiseless.
- 2.—The tub is made of Louisiana Red Cypress Lumber, cherry finish; the legs are solid with tub (not removable, breakable legs fastened with screws).
- 3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot soap-suds, and cleaning them without rubbing them to pieces.
- 4.—This washer is made by experienced mechanics, and will out-last any other washer on the market.
- 5.—The tub has a wringer box fastened with steel brackets.
- 6.—The lid on tub closes tight, no escape of steam.

Manufactured by **H. F. BRAMMER MFG. CO.,  
DAVENPORT, IOWA.**



**A  
Satisfied  
Rider**

Means a permanent customer.  
G. & J. Tires will please and satisfy your trade.  
We will be glad to send you our catalog, telling of their merits.

THE GREAT

**G. & J. TIRE**

Detachable Double  
Tube Corrugated.

**G. & J. TIRE CO.**

INDIANAPOLIS, IND., U. S. A.



**Blake Lamb Traps.**

**Lightest and  
Strongest Made.**

For 40 years the favorite wherever used. Send for catalogue to the

**HAWKINS CO., Successors,  
Waterbury, Conn.**



**PRIEST'S CLIPPERS**

**Largest Variety,  
Toilet, Hand, Electric Power**

**ARE THE BEST.**

Highest Quality Grooming and  
Sheep-Shearing Machines.

**WE MAKE THEM.**

SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., U.S.A.



**THE DROUVE  
VENTILATOR**

The best and cheapest Ventilator on the market. Made in all sizes. Send for catalogue and prices.

**THE G. DROUVE CO.**

30 TULIP ST.,  
BRIDGEPORT, CONN.

Skylight and Sheet Metal Work.



**The Peoria  
Vapor Lamps**

Are the oldest and most reliable Vapor Lamps on the market. Simple in construction, low in price, 90 to 100 candle power of

**PURE WHITE LIGHT**

Approved by the insurance underwriters. Safe, a child can operate them.

**BIG MONEY FOR AGENTS.**

WRITE FOR PRICES TO-DAY.

**Peoria Vapor Lamp Co.,**

413 So. Washington Street,  
PEORIA, ILL.



## COATES CLIPPER MFG. CO.

Worcester, Mass., U. S. A.

MAKERS OF

### Hair Clippers

ALL KINDS UNDER THE

COATES PATENTS.

Power Clippers, both hand & mechanical

Anti-Friction Horse Clippers.

Barbers Adjustable,

The best made

—SEND FOR CATALOGUE.—

## The DANDY SINK CLEANER

... A perfect and complete



Household  
Specialty.

A Sink Cleaner  
and Shovel  
Combined.

Tidy housekeeper  
will throw away the  
dirty sink broom  
and buy the Dandy  
Sink Cleaner at  
once.

TRY IT AND BE  
CONVINCED

For sale by all Wholesale Hardware Dealers, and  
by the patentee and manufacturer

John W. Sudlow, 986 HALSEY STREET,  
BROOKLYN, N. Y.



## GARRIAGE REQUISITES.

FRANK MILLER'S

Carriage Top  
Dressing

Gives an Elastic,  
Durable Waterproof  
Gloss, and is posi-  
tively safe to use on  
the finest stock.



FRANK MILLER'S  
AXLE OIL.

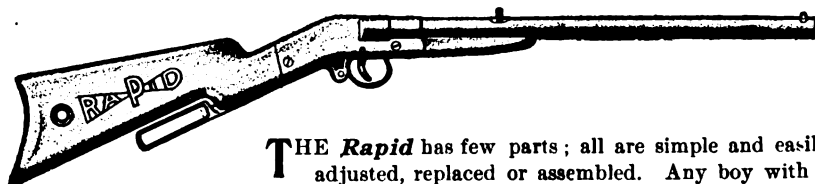


Superior to Castor  
Oil; lasts longer,  
and will not gum.

Manufactured by

THE FRANK MILLER CO.,

349 & 351 West 26th Street,  
NEW YORK.

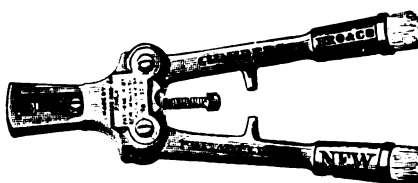


THE *Rapid* has few parts; all are simple and easily adjusted, replaced or assembled. Any boy with a screw driver and a little sense can take down and put up a *Rapid*. Parts are easily procured and placed, which means quick service in case of breakage. The entire gun throughout is constructed with a special view to adjustability, ease of replacement, durability and simplicity. Even the sights are adjustable and so arranged as to get same results as obtained in high-class sporting rifles. Dealers' prices quoted on application.

RAPID RIFLE COMPANY, Ltd.,

In Old Clipper Plant.

GRAND RAPIDS, MICH.



## BOLT and RIVET CLIPPERS

CHAMBERS BROS. CO.

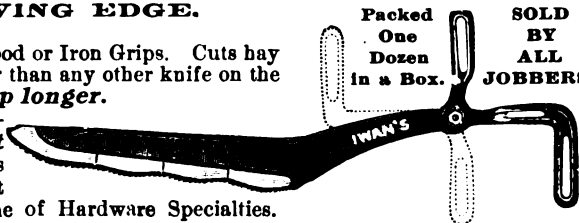
Fifty-Second and  
Media Streets, Philadelphia, Pa., U.S.A.

## IWAN'S IMPROVED SERRATED HAY KNIFE

WITH WAVING EDGE.

Adjustable Handles, Wood or Iron Grips. Cuts hay or straw faster and easier than any other knife on the market, and *keeps sharp longer*.

Tool steel blades, malleable iron back. A *perfect tool*. Write for prices and discounts for our Post Hole Diggers and full line of Hardware Specialties.



Packed  
One  
Dozen  
in a Box.

SOLD  
BY  
ALL  
JOBBER.

IWAN BROS., - - STREATOR, ILL.

## UNDERHILL, CLINCH & CO., GENERAL HARDWARE,

94 and 96 Chambers Street, - NEW YORK.

— AGENTS FOR —

O. Ames & Sons Shovels, Spades and Scoops.  
Genova Tool Co. Hand Agricultural Tools.

We have the largest stock and assortment of this class of goods in New York City.

SEND FOR CATALOGUES.

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## HAMMERLESS REVOLVER

AN ABSOLUTELY SAFE Arm,  
Superior in style to any on  
the market.

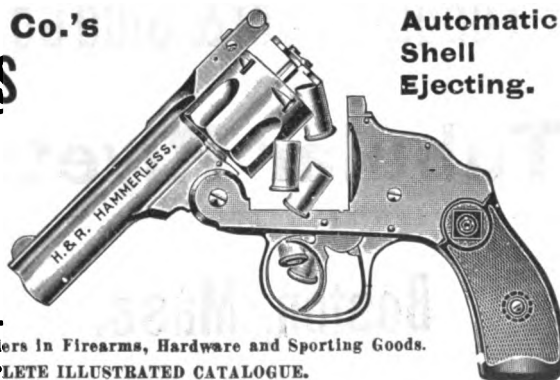
It is now fitted with

INDEPENDENT  
CYLINDER STOP.

For sale by the leading dealers in Firearms, Hardware and Sporting Goods.

SEND FOR COMPLETE ILLUSTRATED CATALOGUE.

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Automatic  
Shell  
Ejecting.

If you're Looking for First Class  
UP-TO-DATE BARROWS

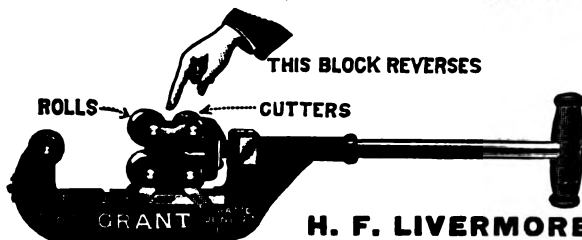
ORDER THE ♦ ♦ ♦

**Champions, the**  
**World's Best.**  
All Kinds of Wood and  
Steel Barrows.

**THE BRYAN MFG. CO.,** BRYAN, OHIO,  
U. S. A.



**THE GRANT CHANGE PIPE CUTTER.**



ONE IS ENOUGH TO CARRY-  
CUTS FROM  $\frac{1}{8}$  TO 2 IN.

Cuts with 3 cutter wheels, or  
with 1 cutter wheel and 2 rolls.

**Changes Instantly.**

Strong, light and simple. Noth-  
ing to get out of order.

**H. F. LIVERMORE, 85 Pearl St., Boston.**

We make a specialty of making to order only,  
a superior quality of Cast Steel Wire Springs,  
either for extension or compression.  
These Springs are all oiltempered and are made  
of an extra quality of wire drawn specially for  
our own use, of the same grade of stock as we use  
for the Springs that we put in our Spring Scales.



**JOHN CHATILLON & SONS,**  
85 to 98 Cliff St. and No. 18 Jacob St.,  
Established 1835. New York City.

SOMETIMES SEEN IN THE CORNER



THE IMPROVED

**GLOBE WATER FILTER**

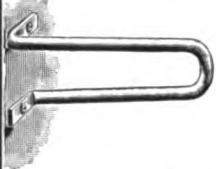
Never gets out of order.

Send for Catalogue

**GLOBE FILTER CO.**

C. C. COBB, Manager,

71 Gold Street, New York



**G**ENTLEMEN:—The GOODFORM Trousers Hanger is made of fine, specially rolled spring  
heavily nickel-plated on copper. The parts in contact with the fabric are wide and  
rounded. It operates automatically. "You press the button," and the keeper does the rest.  
by mail, 35c.; 3 for \$1.00; 6 and a closet loop, \$2.00. All express prepaid.

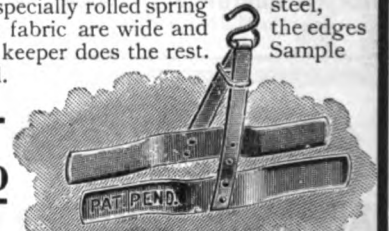
This is what you want if you want the best.

Sold by Hardware and Furnishing stores, or prepaid for the price.  
Remit to the maker.

**CHICAGO FORM CO. Dept. 52, 124 La Salle Street, CHICAGO**

The above is an advertisement running in the various Weeklies,  
Saturday Evening Post, Harper's Weekly, Collier's Weekly, and others.

steel,  
the edges  
Sample



WRITE FOR TRADE DISCOUNTS

**Tubular Rivet & Stud Co.**  
**Tubular Rivets,**  
**Boston, Mass.**



The "CANTON"  
All Galvanized Cans  
Are the BEST  
BECAUSE THEY ARE MADE  
OF THE

BEST Material  
in the BEST way  
at the BEST price.

A TRIAL  
WILL CONVINCE YOU.

**J. H. ELLER & CO.,**  
CANTON, O.



# ALASKA

## Stove Hardware.

SEND FOR CATALOG.



Made only by **TROY NICKEL WORKS, Albany, N. Y.**

All our line is marked **ALASKA**. None other Genuine.

These handles are always cold fine in finish, material of the best; they require no apology on the part of yourself or clerk to sell them. Sold by all first-class Jobbers in Hardware.

### A PROFITABLE MEDIUM TO ADVERTISERS.

Gilbert & Bennett Mfg. Co., Chicago and New York. [Wire Goods]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

Established  
1836.

**ALFRED FIELD & CO.,**  
93 Chambers and 75 Reade Streets, New York.  
Importers of  
**HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.**

Sole Agents for

JOSEPH RODGERS & SONS, LIMITED, BEST CUTLERY IN THE WORLD.  
PEUGEOT FRERES, HORSE AND TOILET CLIPPERS.  
COATES CLIPPER MFG. CO. CAPS, WADS, CARTRIDGE CASES, ETC.  
ELEY BROS., LIMITED, FINE FRENCH PLYERS AND OTHER SMALL TOOLS.  
L. HUGONOT TISSOT, SHEEP AND GARDEN SHEARS.  
ISAAC GREAVES, GRASS HOOKS, SCYTHES AND STRAW KNIVES.  
W. K. & C. PEACE, GRASS HOOKS, SICKLES, ETC.  
R. & J. LINACRE, PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.  
WEBSTER & HORSFALL,

Proprietors of the following brands of Cutlery.

ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO., WALTHAM CUTLERY CO., ALEXANDER FRAZER & CO., JONES & CO.

## Perfection Ventilator



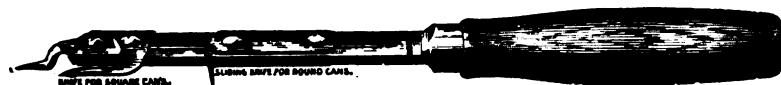
Patented Feb. 28, 1899.

New, Simple, Ornamental, Effective  
and Storm Proof. The REAL THING  
to produce perfect ventilation.

WRITE FOR PRICES TO

**BERGER BROS. Co.,**  
231-237 Arch St.,  
PHILADELPHIA.

## "THE WOODS" No. 100 CAN OPENER



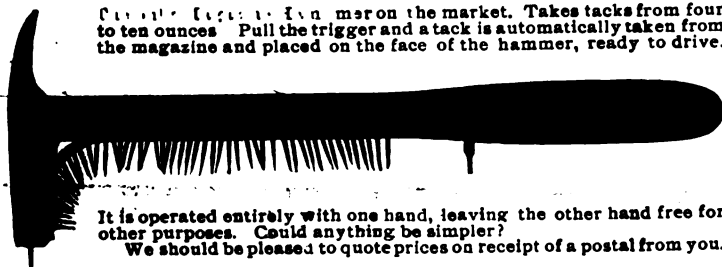
The Cutters are made from CUTLERY STEEL. finely tempered. The Shank is Drop Forged Cold Rolled Steel, Handsomely Nickel Plated. Hot-Water-Proof Enameled Handles. Samples 25c. postpaid. Write for Prices to **FRANK WHITE, (Manufacturer)** or **THE WOODS, BACON CO.,** 76 Park Place, New York, U. S. A. 197 Duane St., New York, U. S. A.

Two Can Opener  
in One.

The Best not  
the Cheapest!

## The Automatic Tack Hammer.

Compare this hammer on the market. Takes tacks from four to ten ounces. Pull the trigger and a tack is automatically taken from the magazine and placed on the face of the hammer, ready to drive.



It is operated entirely with one hand, leaving the other hand free for other purposes. Could anything be simpler? We should be pleased to quote prices on receipt of a postal from you.

**MAGAZINE HAMMER CO.,** Cor. Broad and Hubbell Sts.,  
UTICA, N. Y. U. S. A.



## Scythe & Stones.

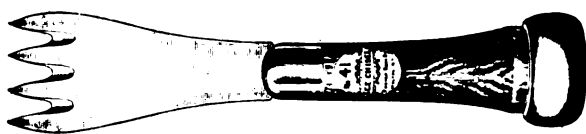
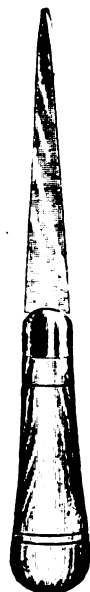
LARGEST ASSORTMENT.  
ALL GRADES OF GRIT.  
NEAT APPEARANCE.  
FINE GOODS.  
QUICK SELLERS.

**The Cleveland Stone Co.,**  
Hickox Bldg., Cleveland, Ohio.

No. 60. Ice Pick.....per doz. \$0.60



No. 80. Ice Pick.....per doz. \$1.00



No. 40. Ice Chisel without Cap .....per doz. \$1.65  
No. 41. Ice Chisel with Cap ..... " 2.40

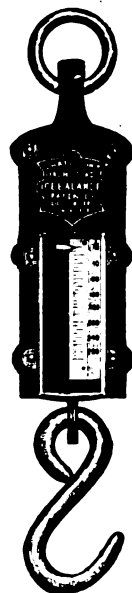
# CHATILLON'S

## STRAIGHT SPRING BALANCES HEAVY FOR WEIGHING ICE



No. 100

No.		Per doz.
70.	50 lbs. by 1 lb .....	\$10.00
80.	80 lbs. by 1 lb .....	24.00
90.	100 lbs. by 1 lb .....	42.00
100.	125 lbs. by 1 lb .....	48.00
100A.	150 lbs. by 1 lb .....	60.00
100B.	200 lbs. by 2 lbs .....	72.00



No. 160

## IRDN GLAD ICE BALANCES

COMPACT AND DURABLE. NOT LIABLE TO GET OUT OF ORDER. SUPERIOR TO ANY OTHER ICE BALANCE IN THE MARKET.

No.		Per doz.
130.	120 lbs. by 2 lbs.....	\$54.00
140.	200 lbs. by 2 lbs.....	60.00
150.	200 lbs. by 5 lbs.....	54.00
160.	300 lbs. by 5 lbs.....	66.00
170.	400 lbs. by 5 lbs.....	72.00
180.	500 lbs. by 5 lbs.....	84.00

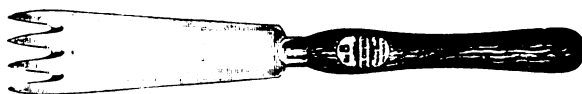
MANUFACTURED BY

# JOHN CHATILLON & SONS

Nos. 85 to 93 CLIFF ST. and No. 12 JACOB ST.

ESTABLISHED 1835.

NEW YORK CITY.



No. 6. Ice Chisel, 6 in. Blade, 8½ in. Handle .....per doz. \$3.50  
No. 8. Ice Chisel, 8 in. Blade, 10½ in. Handle ..... " 4.50  
No. 9. Ice Chisel, 9½ in. Blade, 12½ in. Handle ..... " 5.50

No. 1. D Handle Ice Cutter, 8 in. Blade, 35 in. Handle, per doz. \$15.00  
No. 2. D Handle Ice Cutter, 8 in. Blade, 35 in. Handle, per doz. 12.00



No. 50. Ice Pick without Cap .....per doz. \$0.75  
No. 51. Ice Pick with Cap..... " 1.50





## A Great Labor Saver.

Will pay for itself in a single day. Where **Steel Giant Grubbers** are kept and shown a large trade is soon established. They are a necessity to almost everybody owning land. Moderate price. Large margin of profit to the dealer.

Sample orders solicited and promptly filled.

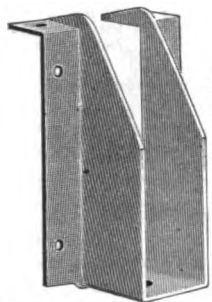
**New Century Manufacturing Co.,**  
79 East 130th Street, New York.

The Only First Hand Source of  
**GENUINE  
MARTY  
TRAPS**



is with  
**BURDITT & WILLIAMS CO.,**  
BOSTON, MASS.  
Sole Importers.

THE SCHWERTLE STAMP CO.,  
STENCILS—BURNING BRANDS—  
**STEEL STAMPS & DIES**—  
SEALS—MACH. PLATES—CHECKS—  
BRIDGEPORT, CONN.



Patented May, '96

## NATIONAL STEEL JOIST HANGER, FOR WOOD HEADER AND BRICK WALLS.

The best, cheapest, and latest improved  
on the market. Send for Catalogue.

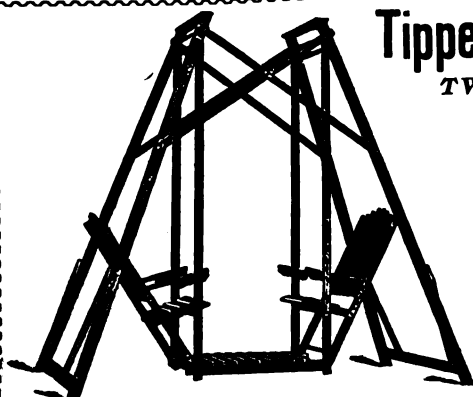
**THE NATIONAL IRON AND WIRE CO.,**

Structural and Builders'  
Iron Work.

Sole Makers,  
**CLEVELAND, OHIO.**



MANUFACTURED BY  
**J. F. BIGELOW, WORCESTER, MASS.**



## Tippecanoe Lawn Swing, TWO and FOUR PASSENGER.

Neat, Attractive, Durable,  
Noiseless and Easily Operated.

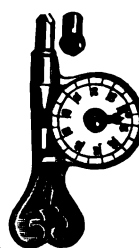
The Lawn Swing is beyond doubt one of the most popular articles ever placed on the market. It is found everywhere. The children find it a source of never failing amusement, while the grown people find actual comfort and complete rest in its use.

Made of Selected Hardwood, Finished in Red.  
The best in the market for the money.

Send for Circular and Prices.

MANUFACTURED BY

**The Tipp Bldg. & Mfrg. Co.,**  
TIPPECANOE CITY, O.



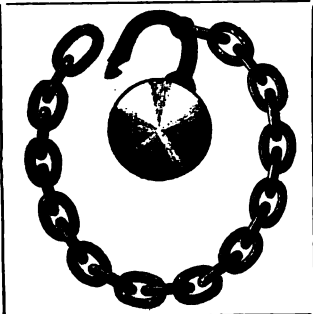
ESTABLISHED 1872.

**The E. Woodman  
Mfg. & Supply Co.**

Manufacturers  
And Dealers in  
**Railway and Mill  
Supplies.**

Send for Catalog.

68 Oliver St., Boston, Mass., U. S. A.



## AMES SWORD CO.,

OHIOPEE, MASS.

MANUFACTURERS OF

## Patent Perfection Padlocks.

All sizes, 1/2 in. to 2 1/2 ins. Send for Catalogue.

## Benefits Greater Than Ever Before.

Nicholson File Co., Providence, R. I., [Files]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are greater than ever before.

## "NONE BETTER" STEEL DOOR HANGERS.

Track & Stay Rollers.

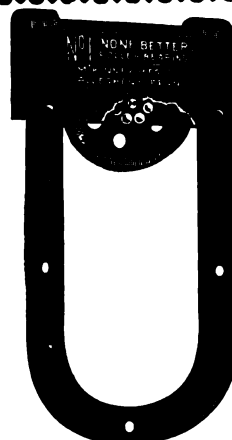
... Hinges & Butts.

Our Goods are all right.

Our Prices are all right.

**McKINNEY MFG. CO.,**

**Allegheny, Pa.**





CATALOGUE FREE



GET OUR  
REDUCED PRICES

**F. E. MYERS & BRO.**  
ASHLAND, OHIO.

WELL  
TANK &  
SPRAY  
PUMPS

HAY CARRIERS,  
FORKS, PULLEYS & C.

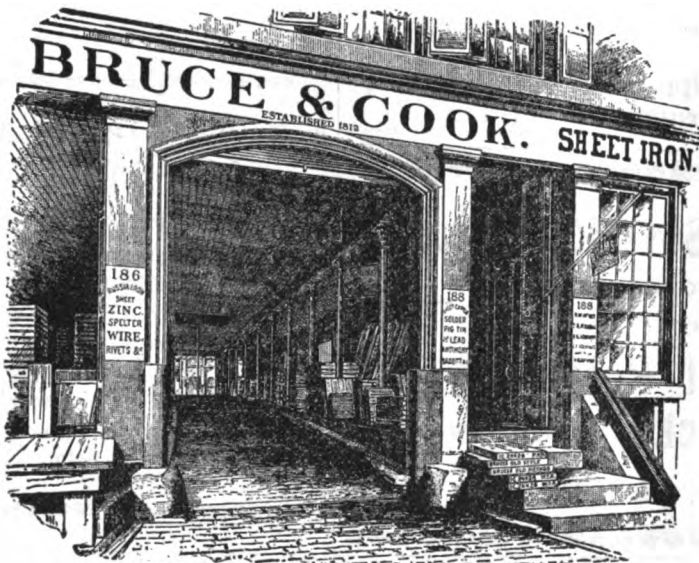


# BRUCE & COOK,

## TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,  
248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.  
Babbit Metal.  
Boiler Rods.  
Burritt's D'ble Seamer.  
Copper Bottoms.  
Copper Circles.  
Copper Ingot.  
Copper Sheets.  
Copper Wire.  
Corrugated Leader.  
Cor. Elbows and Snaes.  
Dampers.  
Have Trough Lead.  
Have Trough Galvan'd.  
Have Trough Mitres.  
Have Trough Irons.  
Elbows--Stove Pipe.  
Elbows--Adjustable.  
Fire Pots.

Gem Gasoline Furnaces  
Gutter, Wide Roof.  
Gutter Strainers.  
Hard Metal.  
Kettle Ears.  
Lead--Bar and Pig.  
Leader Hooks.  
Malleable Ears.  
Mallets.  
Metal Lath.  
Metallic Paint.  
Nails--Roofing Tinned.  
Nails--Wire Roofing.  
Nails--Wire R'g Tinned.  
Pail Woods.  
Perforated Tin.  
Ribbed Leader.  
Rivets.  
Roofing Tin Plates.

Roofing Seamers.  
Rosa.  
Sheathing Paper.  
Sheet Iron--Char. Cl'd.  
Sheet Iron--Cold Rol'd.  
Sheet Iron--Com. Cl'd.  
Sheet Iron--Corrugated.  
Sheet Iron--Galvanised.  
Sheet Iron--Planished.  
Sheet Iron--Russia.  
Solder.  
Soldering Coppars.  
Spelter.  
Spelter Solder.  
Squaring Shears.  
Stove Boards.  
Stove Pipe.  
Stove Pipe Collars.  
Strainer Wire Cloth.

Taggers Iron.  
Taggers Tin.  
Terne Plates.  
Tin--Bar and Pig.  
Tin Plates.  
Tin Shingles.  
Tinners' Machines.  
Tinners' Tools.  
Ventilators--Globe.  
Wall Hooks.  
Water Cut-offs.  
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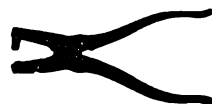
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SETS AND PUNCH TUBES  
of all kinds made to order.

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MANUFACTURERS  
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OF NICKEL SILVER  
FLAT TABLE WARE.

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AND UPON  
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WHICH ESTABLISHES THEM AS  
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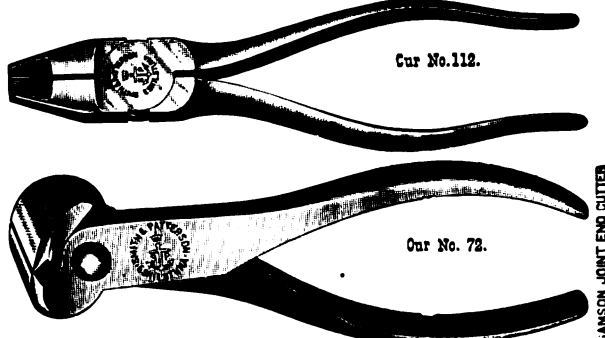
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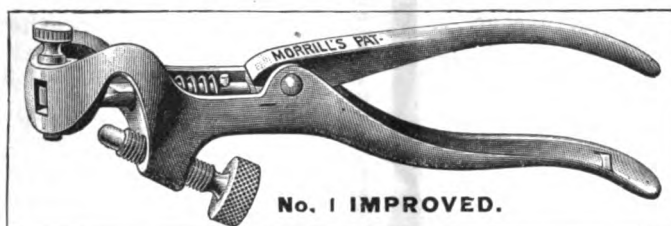
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Always Sharp! No Slipping of the Horse!  
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is adapted to the needs of Retail and Whole-  
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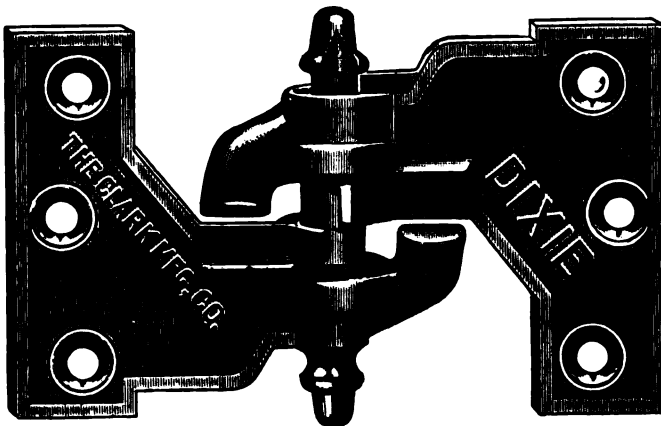
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flavor of "I give you your  
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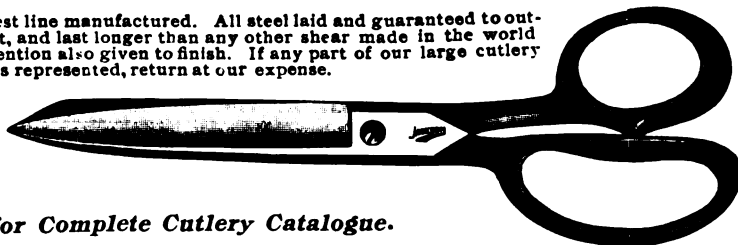
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SHUTTER HINGES.**

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CLARK'S SURFACE BLIND  
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The largest line manufactured. All steel laid and guaranteed to out-  
cut, out-test, and last longer than any other shear made in the world.  
Special attention also given to finish. If any part of our large cutlery  
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Write for Complete Cutlery Catalogue.

**THE JACKSON KNIFE AND SHEAR CO., FREMONT, OHIO, U. S. A.**

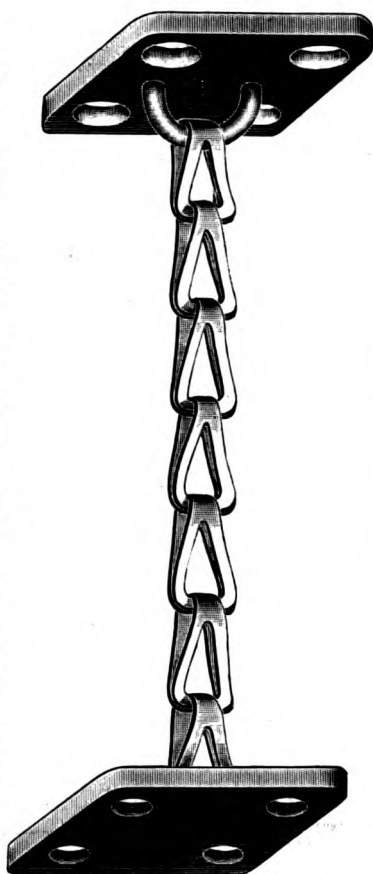
## Stevens' Sprayers

Patented January 29, 1902.

Best Construction, Finest Finish, Packed in Most Convenient Form. Our  
Prices are Right. We furnish the best goods made and meet all com-  
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small Sprayer in both Brass and Tin, for household use. Ladies like the  
small size, for roses, houseplants, etc.

**STEVENS & CO., 99 Chambers Street New York City.**





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SASH CHAINS.  
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BELT PUNCHES.  
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Write for Catalogue to

**THE SMITH & EGGE MFG. CO.,**  
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## Will work wonders

In the way of brightening up articles that have become weather-beaten or worn. We make the paint for all purposes, in small or large packages, for dealers to supply their trade with.

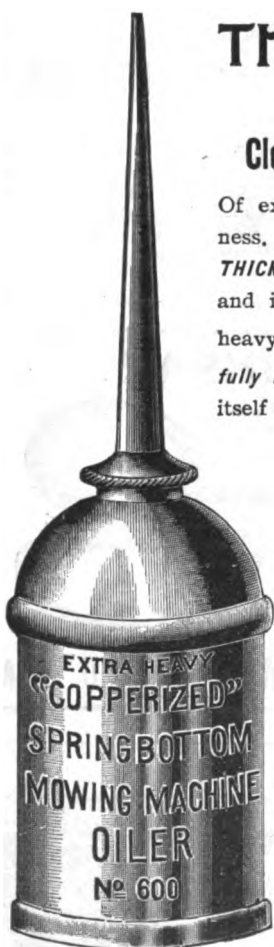
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White Lead, Colors, Paints, Varnishes & Chemicals,

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### Clock Spring Steel Bottom

Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, *Beautifully Finished*. It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR  
SPRING DELIVERY.

**The Wilmot & Hobbs  
Mfg. Co., ▲ ▲ ▲**

BRIDGEPORT,  
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## AN ALL-ROUND GOOD ROOFING IS

## P & B RUBEROID

Ruberoid is just as effectual in Winter as in Summer. Cold does not harm it. Heat will not cause it to run, because there is no tar in it to melt.

Its great popularity is due to the fact that it "Stands up" under the most trying conditions and **NEVER VARIES IN QUALITY.**

**THE STANDARD PAINT COMPANY,**  
NEW YORK.

OFFICES:  
100 William St.

WAREHOUSES  
81 John St.



# HARDWARE

Coleman Hardware Co., Chicago, Ill., have disposed of their entire toy business to the Arcade Mfg. Co., of Freeport, Ill., who have purchased everything in the line of toys that have been counted among the product of the Coleman Hardware Co. As the Arcade Mfg. Co. is a large and well-known concern, no fear need exist but what they will take every possible care of such orders as were formerly given to the Coleman Hardware Co.

H. F. Brammer Mfg. Co., Davenport, Iowa, whose important line of washing machines is familiar to the trade, state that at the present time they are overwhelmed with orders for their popular O. K. Washer, they never having had such a succession of them since they commenced business. They have reason to believe that this indicates a prosperous condition of the country, enabling the purchase of labor-saving appliances calculated to make the domestic drudgery no longer a matter of dread.

At the Grand Rapids Furniture Exposition, which will shortly take place in the Shepard Block, Grand Rapids, Mich., the National Sweeper Co., of Marion, Ind., intend displaying a full line of samples of their goods, having an excellent location on the ground floor. They anticipate being ready to show their new line of superior toy and special size Sweepers in addition to the one with which the trade is already familiar.

Fletcher Hardware Co., Detroit, Mich., under date of June 1st, announce a new departure, which may possibly be followed up by others. They state that from the date mentioned until further notice they will pay charges on all telephone and telegraph orders for goods which their customers may favor them with, their desire being to give all such orders prompt shipment the same day as received. Under such improved auspices they solicit, with confidence, a fair share of the mail orders of their customers.

Sargent & Co., 149-153 Leonard Street, New York, showing their Gem Food Chopper, issue for the use of dealers a set of three illustrated display cards  $17\frac{1}{2} \times 9\frac{1}{2}$  inches. On both sides of the card are printed apt sentences displayed in large type, and designed to catch the eye of housekeepers and others, one of which is as follows: "It won't chop wood; but Sargent's Gem Food Chopper will chop raw meat, cooked meat, vegetables of all kinds, fruit, crackers, bread, cheese, nuts, figs and other foods."

Arthur A. Miller, who has had fifteen years' experience in the Hardware and House Furnishing Goods trade, and was formerly in the employ of Charles Weiland, New York City, has associated himself with William Kline, who has been prominent in the same line of business in New Orleans, La., and they have organized the Metropolitan Hardware Co., with store at 407 Magazine Street, New Orleans, La. Mr. Miller having been doing a jobbing trade for the past year or two, organizes the new concern to push that trade exclusively. The company state that they receive job lots and goods from auction daily, and will shortly issue a catalogue. They have opened a New York office at 85 Warren Street.

The Tiptonville Hardware and Furniture Co., of Tiptonville, Tenn., have added Warren Hardware Shelving to their fixtures for the better and quicker handling of their goods.

George R. Benjamin, who for the past seventeen years has represented the firms of M. Hartley Co., Remington Arms Co., and the Union Metallic Cartridge Co., has connected himself with the Eastern Department of The Peters Cartridge Co., 80 Chambers Street, New York City, and will represent them on the road.

At the annual meeting of the stockholders of E. C. Atkins & Co., Indianapolis, Ind., held May 22d, 1901, the following officers were elected: President and Superintendent, Henry C. Atkins; Vice-President and Secretary, N. A. Gladding; Assistant Secretary, J. W. Perkins; Treasurer, M. A. Potter; Assistant Treasurer, A. D. Gates; cashier, F. C. Gardner. Directors, Henry C. Atkins, M. A. Potter, N. A. Gladding, A. D. Gates, T. R. Kackley.

Henry C. Atkins, the new President, is the son of the late Elias C. Atkins, and has been Vice-President and Superintendent at the head of the manufacturing department for the past six years, so that he is fully equipped for his new position at the head of the company.

The Ericsson Telephone Co., 296 Broadway, New York, manufacturers and importers of Telephone Switch Boards and Telephone Supplies, are distributing to the trade a series of photographic reproductions showing on a card  $14 \times 11$  inches the two factories of L. M. Ericsson & Co., in Stockholm, Sweden, and St. Petersburg, Russia, where the equipment is made. On the same card is also given an engraving of an Ericsson Multiple Switch Board, with a capacity of 10,000 subscribers in Copenhagen, Denmark, together with a similar view of the first portion of a switch board installed at Shanghai, China, which is deemed of interest because it employs native operators.

The unusual demand for the products of the G. Drouve Co., Bridgeport, Conn., who are large manufacturers of galvanized iron and copper cornices, skylights, ventilators and architectural sheet metal work generally, has made it necessary for them to increase their plant with a very substantial addition. The new building is  $51 \times 58$  feet in size, and two stories high, and as this doubles the capacity previously had, gives the company ample room for the transaction of their business. They are now established in the new building, in which increased facilities for storing stocks of sheet iron have been largely attended to, as well as more commodious packing and shipping facilities. The heavy machinery used for stamping the ornamental sheet iron work, as well as the heavy cornice brakes, made necessary in this part of the business, are confined to the first floor of the old building, an elevator  $6 \times 14$  feet in size being used to carry stock to the shop, which is on the second floor. This shop being  $58 \times 90$  feet in size, is lighted in a superior manner from the roof. The new building is of fireproof construction, in which sheet metal is largely used, special attention being paid in its erection to lighting and ventilation.

The output of watches in Switzerland last year was the largest ever recorded. According to statistics just published, the total exports amounted to 2,366,426 nickel watches, value \$4,064,000; 3,086,770 silver watches, value \$7,576,200; 800,258 gold watches, value \$8,144,600, and 6,769 chronographs and repeaters, value \$260,800.

# HARDWARE

VOL. XXIII.

JUNE 10, 1901.

NO. 5.

**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade.

**HARDWARE** is published on the 10th and 25th of each month. The subscription is \$1.00 a year, payable in advance.

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275 Broadway, New York.

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A. P. MITCHELL,	-	-	Secretary and Treasurer.
HENRY HOPKINS,	-	-	Editor.
A. E. BOLLES,	-	-	Advertising Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

The convention of the Southern Hardware Jobbers' Association at Asheville, N. C., last week took up considerable of the attention of the trade at that time, and the published proceedings will be looked for with interest by those in other sections of the country who were unable to be present. Many look forward to the enjoyment of perusing the many interesting papers there presented, on subjects of such vital interest to the well being of so important an organization as to demand the best opinions from those competent in the industry to prepare and present the same.

The annual intefest taken in the proceedings of these conventions of jobbers is of lasting benefit to the trade generally throughout the United States. The many questions on subjects of annually increasing importance that are regularly brought forward, commented upon and discussed by each branch of the trade, the manufacturers or their natural distributors the jobbers, enables these two important bodies to come closer together, settling amicably many points on which they may have been at variance, and agreeing upon terms which form a substantial basis that becomes general with all the trade. In this way all friction is removed emanating from a lack of profit on some lines, a careful elucidation of the reasons why changed conditions should ensue follows, and all of these features and many more make the paths of business, the commercial highways, more open to travel and give an element of pleasantness to the arduous prosecution of a business so full of detail, travail and trouble, that we reap pleasure and enjoyment only out of its successful development.

The regular season for any special volume of business to be looked forward to, is rapidly drawing to a close. The salesmen are finishing up their traveling programmes, and are veering towards home and household joys with the hope of staying within reach of them for a month or more, possibly taking a needed rest among green fields that stimulate restful conditions by scenes varying entirely from their usual surroundings.

Vacation programmes generally are being formed, as the pushing demands of a successful season become less noticeable, and an opportunity is given to look through stocks and study over the few mistakes which possibly show up, when investigation has brought them to the front. The season generally is reported as having been a fairly satisfactory one. The volume of goods distributed has been in excess of previous seasons to a large degree. Profits have been somewhat less than were anticipated in some particulars; unchecked competition does its share usually in preventing the gathering of too great an amount of this enjoyable fruit of an active season's trade. But the stocks remaining for future distribution are not excessive in the way of specialties suitable only for the season just passed through.

There is noted a lessening demand for the tools needed by mechanics in the industries now enjoying the uncertainties surrounding strike conditions. But this causes little fear as having reference to Fall trade, the state of business being otherwise in excellent condition, with collections in satisfactory shape, and few indications of any great embarrassments of a financial character.

## Learn to Talk.

The Hardware clerk, to be a success, and to rise above his clerkship should learn to talk. Making a noise with the mouth is not talking, nor is a volubility of words talking in the sense in which the clerk should be proficient. The press is looked upon as the great educational agent of the age. The writer has had experience and gives it as his honest belief that the clerk behind the counter can give the press points and win if he will.

Much has been said, and more written, about the clerk devoting his energies to the interests of his employer, and many ways have been pointed out in which this is to be done. Punctuality, cleanliness, politeness, secrecy, all have been amplified, but beyond the mere statement, "Learn to talk your goods." No one has yet taken up this most important point.

The writer remembers a trip through a department store not long since and stopping at the counter where several baskets of pocket knives were displayed, presided over by a frowzy young female who had evidently seen better days—and worse. She had a far-away look of late hours and many dances and was vigorously reducing to its least possible use a mouthful of "Beaman's" (no charge for the ad.). As I picked up one of the knives, the houri shot out at me with the ping of a Mauser: "Twenty-five cents." I laid it down and picked one out of the other pile. Again came the artillery charge: "Thirty-five." To test the young person's fitness for the position, I asked: "What is the difference between these two knives?" Short and sharp came the answer, as she gazed out through the door, across the street, and no telling how much further: "Ten cents." And the poor young thing was not even conscious of her wit.

Now, it is a deplorable fact that there are too many such clerks, male and female, and employers, tired of trying to get good clerks, have adopted pretty generally the method of hiring anything that looks decent, at the lowest price, and keeping them no longer than necessity compels. Such clerks are clerks, or less, forever.

The ideal clerk will seek to so acquaint himself with the goods he handles that when a customer asks the reason for a higher price the reason can be given intelligently and simply, the advantage pointed out and explained and the necessity for higher cost made clear. Notwithstanding the impression which seems to prevail, the American people do not want cheap goods. They are willing to pay a fair price for a good article, but usually, because they do not see the difference in quality, they accept the cheaper as incurring the less risk. Some of the most successful concerns in this country have attained their success by freely claiming they made only goods of the highest cost and consequent good quality and that in price they did not compete for a moment. This shows that if the people can be assured of good or best quality, they will pay the better price. Now, it needs no argument to show that the best profit is made from the best goods, and the clerk who sells ten shovels at \$2 each is worth twice as much as he who sells twenty at \$1 each. In the one case the clerk probably knows how to talk. He probably knows how to show to his customer wherein he will be the gainer by paying double the price of the cheap article, and save money in the end. And that clerk will be retained without diminution of salary in dull times, and promoted when times are good, while the clerk who is busy from morning until night selling hundreds of things, the profit on all of which will hardly more than pay his salary, will be dropped from the roll as soon as his services can be dispensed with or replaced.

This brings us back to our title: "Learn to talk." Do you know, positively, why the articles you are selling cost more than others across the way which seem to be the same? It is all well enough to talk to your customer about better quality, job lots, seconds, etc., but can you honestly tell a truthful reason why you should get more for your razors or shears than your competitor Smith asks? Even at the same prices, can you give your customer an honest and intelligent reason why he should buy of you? He may ask for something cheaper; certainly, let him see it, but do you know yourself why it is cheaper, and can you convince him that it is cheaper only in first cost and that by paying a little more he is really saving money. Out of every hundred customers you can, if you know your business as you ought, do this with ninety-nine customers, and they will thank you for it, and come to you when they want something else, while the hundredth man will feel that you "stuck" him, or made him appear cheap himself and next time will go somewhere else. Clerks are made; no man was ever born a *salesman*. And of making salesmen, like books, there is no end. Suffer me to tell you one way.

Study the technical part of your business and its technical literature. Not the least, study the descriptive catalogues and circulars. Every manufacturer publishes volumes of matter every year telling about the special points and advantages of his products, and pointing out at length and with minute care wherein he believes them better than those of other makers. If he has improvements, or features so protected by patents that none other can use them, these facts are clearly set forth, with the peculiar advantages secured by such features. It may be a machine which turns out perfectly what others do only fairly or indifferently. It may be an article made from material especially adapted to its proposed use. Such information the makers are not only willing but anxious to furnish, and the clerk who is alive to his own interests will see to it that he is familiar with all claims to consideration put forth by the manufacturers of the goods he handles. A postal card will bring you full information, and if you cannot get that which you are seeking, write to the manufacturer and ask him to tell you wherein his products possess points of merit over those of other makers.

When circulars are received, don't throw them into the waste basket until you are sure they do not relate to any goods in the store. If they do, read them carefully. No mat-

ter how trivial they may seem they may contain some point, a knowledge of which will raise your salary. Don't think that what does you no good does harm. On the contrary, what does not harm you is for your good to know. It is the general knowledge of many things, some of which are remembered but once in a life time that makes the successful man of rapid thought and quick decision. Thinking is only a correlation of facts previously learned.

Again read papers treating of the use of the goods you handle. He who sells goods need not be expert in their use, but he should know just how they are used and be familiar with directions tending to correct use of them.

Do you know that one-half the locks in the country are applied wrongly because of ignorance, and the makers cannot reach everybody to tell how they should be applied? Pin tumbler locks are commonly found up side down, and the lock gets "cussed" instead of the idiot who applied it. For instance, here are two revolvers, both .38 calibre, both automatic, hammerless, and equal in finish; they are same size, and the name on one is worth no more than the other. And yet there is a difference of \$5.00 in price, and it is well worth it. Can you tell why? If not, how do you expect you could sell the higher-priced one against your neighbor with the cheap one?

You may say this takes too much time. Then throw up your job and let some one have it who is more deserving. It is such as you that remain clerks while the office boy of to-day in a few years buys out the store and hires you for less than you get now. The reason there are no more intelligent clerks is that the intelligent clerk soon ceases to be such and becomes manager and owner. Don't think luck against you. You are against luck. Luck is only a combination of brains, persistent effort and a determination to win. Be a master of your trade—it costs so little. Know your way and seek ever to know it better. By so doing you will render it unnecessary that you should ask for advancement; it will come of itself, and there is no limit to your success. Refuse to do it and be ever at the tail end, but don't say I didn't tell you.

F. A. SOUTHWICK.

### A Tinker's Dam.

The Classical Dictionary's definition of the much used word.

A great many people believe that this expression comes from the dam of putty or clay that a tinker uses to restrain his molten metal from overflowing and which is thrown away when his work is completed.

This is altogether an error. "A tinker's dam" is equivalent to the expression, "A continental dam." The latter expression arose when Continental money had become as utterly worthless toward the end of the Revolution as the Confederate notes did at the end of the Civil War. In a "Classical Dictionary of the Vulgar Tongue," London, 1796, a dam is defined as a small Indian coin, mentioned in the Gentoo code of laws; hence the etymologists may, if they please, derive the common expression, "I do not care a dam!" i. e., "I do not care a farthing for it." And a dam is the smallest Hindu coin in circulation, like a Turkish paper piastre or a Portuguese milreis, the one-thousandth part of a dollar or a French centime, one-fifth of a sou, used in making up accounts, but a coin rarely if ever seen in circulation.

A Hindu tinker is a pariah, the lowest caste, an outcast. For a higher class to touch what a pariah has touched is pollution; consequently a "tinker dam" is a monetary token almost valueless in itself and utterly worthless by being polluted in passing through a tinker's or pariah's hands. Sometimes this expression is spelled "tinker's damn," and it has been stated that the French say "damn." But both are errors. The French oath, sounding like damn, is *dame*, very common. This is said to be the misuse of *Dame*, abbreviation of *Notre Dame*, although respectable dictionaries interpret it as an exclamation to denote surprise, as "Bless me! Forsooth! Marry!"—*American Notes and Queries*.



## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

## Loss of References—Damages.

**QUESTION:** About a year ago I took a position with a house as traveling salesman. When I was employed I was informed by the head of the firm that it was their custom always to require of their employees that they should deliver their letters of reference to the firm during their employment. I was assured by the head of the firm that they would be perfectly safe and that they would be kept in the firm's safe deposit vault. I therefore delivered all my letters of reference and recommendation, which covered fourteen years of my business life, to the firm for keeping in accordance with their rules. Many of the letters I had recommended me most highly and were from men of prominence, many of whom are now dead, so that it is impossible for me to replace them. I recently decided to leave this firm, but when I wrote to them requesting them to return my papers they wrote me a letter stating that the papers had been lost and that they did not know where they were. Kindly inform me through your legal column whether I have any redress.

**REPLY:** We are of the opinion that you have a cause of action against this firm for damages resulting from the loss of these valuable papers. The deposit of the papers with this firm under their rules and explicit instructions constituted a bailment in which they made themselves responsible to you as bailees at least for ordinary care of the papers so deposited. If, therefore, they failed to exercise due care in keeping these papers they are liable to you in damages. We consider this to be a case where, under all the circumstances, the loss of the papers is in and of itself negligence on the part of this firm, and that you would make out a prima facie case against this firm by proving the delivery of the papers under the circumstances named and by proving their loss. The burden would then be upon the firm to show that they had exercised reasonable care in the keeping of the papers named.

## Partnership—Liability of Retiring Partner.

**QUESTION:** Some time ago I was the member of a firm. We had a very good trade, but my partner did not attend to business and things began to go to pieces. I therefore left the firm and started in business for myself. Some time after this I received a letter from a very large creditor of the former firm stating that he looked to me for payment of his claim and that he had already placed the matter in the hands of his lawyer. This creditor had done business with the firm before, but the debt for which he seeks to hold me responsible was contracted after my retirement from the firm. Kindly inform me whether I can be held legally responsible for this debt incurred after my retirement from the firm.

**REPLY:** When a partner retires from a firm, if he wishes to relieve himself of further responsibility to subsequent customers of the firm he should give notice of his retirement. In a case where a customer has been in the habit of dealing with a firm the obligation on the part of the retiring partner to give notice of his retirement in order to relieve himself of further responsibility is even stronger. In *Banker Contracting Co. vs. Scribner*, 99 St. R. 444, a case recently decided by the Appellate Division of New York Supreme Court, Judge Patterson said: "The rule is well settled in the State of New York that actual notice of dissolution must be given to those having had previous dealings with the firm, and in default of such notice, the retiring member remains liable to subsequent dealers with the firm if such dealers were ignorant of such withdrawal." If, therefore, it can be proved that you never gave actual notice to this customer and that he had had dealings with your firm while you were a member of it he could hold you responsible for the debts of the firm incurred after your retirement.

## Avoidance of Inheritance Tax.

**QUESTION:** I have been told that if I do not make a will my property will be subject to a tax before my relatives receive it. Can I avoid this tax if I make a will, and if so, how? Kindly also inform me what is the amount of the tax.

**REPLY:** You cannot avoid the inheritance tax on your property simply by making a will, as the law applies to legacies bequeathed in a will as well as to property distributed in a case of intestacy. It is, however, often possible to avoid this tax. The law only taxes gifts or bequests and for this reason if it appears from the will that the sum to be given to a person is the fulfilling of a legal obligation the sum of money will not be taxed. For this reason, if for no other, people often make a will. The inheritance tax is of two kinds, direct and indirect. The direct inheritance tax applies only to personal property and is a tax of one per cent. upon the amount of the decedent's estate if the estate amounts to the sum of \$10,000 or over. This direct inheritance tax applies only to very near relatives, such as father and son, and brother and sister, etc., and each beneficiary of the estate bears his or her proportion of the tax, according to the amount received. The indirect or collateral inheritance tax, as it is sometimes called, applies to both real and personal property, and is a tax of five per cent. on all estates of the value of \$500 or over. This tax attaches to property given to persons (roughly speaking) who are more remotely related to the deceased than nephews and nieces. If you wish to avoid this tax, you should consult a lawyer, and it is very probable that he could arrange matters satisfactorily for you.

## A Prosperous Block Company.

The Boston and Lockport Block Co., with factories at Boston, Mass., and Lockport, N. Y., write us that the sales for the first four months of the present year are leading any previous four months that their company has known since their organization. They note that one good indication of the "full dinner pail" times is the fact of the large increase in special blocks and trucks, such as are used by railroads and large contractors and manufacturers for the handling of unusually large burdens. All these things indicate clearly that almost every department of business is taxed to its utmost capacity in handling an unusually large business of more than ordinary dimensions. The export trade has also been well maintained, and in some markets is unusually good. The labor trouble now on affecting machinists does not affect the block business of the above company in the least, since a change was anticipated about a year ago, giving their men a nine-hour day without a corresponding reduction in wages. The principal thing complained of is an occasional delay in getting their supplies with ordinary promptness. This is attributed in some measure to the fact that being confined to a few mills and manufacturers whose product they have used for years, they take the least possible chances of receiving metal stock not quite up to standard that is required for the special and extra heavy work that they turn out. Page 105 of their 1900 catalogue shows a test made at the Watervliet Arsenal of the comparative strength of hooks and shackles of different brands of iron, which will be found of great value to any interested party. These catalogues are mailed free on application. Send for one.

## Capital Invested in Electrical Enterprises.

The amount of capital invested in electrical enterprises in the United States to-day may be estimated at about \$4,000,000,000, of which about \$1,200,000,000 represents the electric lighting industry, \$1,800,000,000 the electric railways, and \$150,000,000 electrical manufacturing plants. In nearly every case these investments have been increasing from year to year in an almost geometric ratio. The number of persons employed in electrical work of all kinds in the United States is estimated to be more than half a million.—*Ex.*

## CONSULAR COMMERCIAL COMMENTS.

### TRADE METHODS IN GERMANY.

I am constantly in receipt of letters, catalogues, etc., from our manufacturers and export associations, wishing to introduce American goods into this district and requesting the names of reliable purchasers. Inquiries are made by this office and information is promptly given.

In order to find out whether my work had led to satisfactory results, I called of late on some prominent merchants here, and, while it gave me pleasure to learn that my endeavors had been partly successful, I was told that our exporters are at fault in some respects. It is for this reason that I submit the following as the most interesting part of my interviews, to serve for the information and guidance of our shippers.

In the first place, it is admitted that our manufacturers excel in variety, beauty of style and adaptability all others, wheresoever made. Letters, circulars, catalogues, etc., in English, are, however, of almost no value, and those who desire to secure this market for their goods must pursue the methods that are principally used here. The most effectual means would be the canvassing of every city and town by intelligent agents with samples of the goods they sell, and with full knowledge of every detail of their special lines, so as to give all information desired. A careful study could in this way be made of the tastes and peculiarities of the region, and full particulars of the requirements of this market could be sent home. Moreover, careful inquiries could be made with regard to financial standing of buyers.

My attention was also called to the disinclination of many of our manufacturers to adapt their fabrics to the habits and tastes of other countries. They are averse, it seems, to deviating from their usual sizes, forms, etc., though it would seem that when a new market for certain articles is to be acquired, the goods should be made to suit the wishes of the purchasers.

Moreover, it was said that American manufacturers are often anxious to make large sales at the start, without considering that new articles can be introduced to consumers only by the expenditure of much patience and perseverance.

Great fault is found with our terms of credit. While the business in this country is mainly done on terms varying from three to six months' time, our merchants insist in many cases on cash on delivery and even before delivery, so that receivers are unable to examine goods before payment and can not know whether the shipments are in accordance with orders or not. Of course, the demand for cash on receipt is well justified if the purchaser's financial standing is of a questionable nature; but I know of first-class German houses that have been subjected to the same rigid terms, causing a discontinuation of purchases and material losses to our trade.

### EXPORT TRADE NOTES.

An American merchant, who has during the past three years conducted a very successful depot in a German city for the sale of miscellaneous American manufactured goods on commission, writes as follows concerning some of the minor difficulties which he has encountered in the course of his business:

In the first place, there are so many experiments, hit-or-miss trials of goods by people who know nothing about conditions here or the requirements of the German market, that a good deal of stock has come over on trial and is later thrown on the market and sacrificed when the experiment has proved a failure.

Secondly, as soon as one has found a line which will sell,

and has got a trade established, our American friends will make improvements in that article until the improved goods hardly look like the originals, while the stock here becomes, as a result, depreciated and often valueless.

Then, there is the difficulty with the German custom-house. One can not count from one shipment to the next one and know certainly that the latter will be classified as the former was or the samples were. It has happened to me frequently of late that goods which originally came in at 10 marks (\$2.38) duty per 100 kilograms (220.46 pounds) were found to belong under a much higher classification, viz, 24 marks (\$5.71) per 100 kilograms, as soon as the importations reached any important volume. All these are points concerning which American exporters should be much better informed and which they should take into account in dealing with their agents or purchasers in Germany.

FRANK H. MASON, Consul-General.

BERLIN, May 4, 1901.

### RUBBER AND GUTTA-PERCHA.

A lecture on rubber and gutta-percha was recently delivered before graduates of the Amsterdam Trade School by H. A. Berkhout, formerly forester in the Dutch East Indies and now teacher in the agricultural school at Wageningen, Netherlands. From this address I paraphrase the following, data remaining intact:

The quality of elasticity and of returning after stretching to its original form distinguishes rubber from gutta-percha, whose form is susceptible of easy, permanent change. Both are impervious to water and are bad conductors of electricity. Mixed with carbon and vulcanized by the addition of sulphur, gutta-percha is largely used in the making of telegraph cables as an insulator in which the cables are imbedded. Gutta-percha is the product of one plant, while rubber is derived from over sixty plants. Three-fourths of the gutta-percha commercial product comes from Sumatra and Borneo, although, like tin, it is shipped from Singapore and not from Batavia.

The total world production of rubber may be estimated at 45,000,000 kilograms (99,207,000 pounds), of which nearly two-thirds comes from the Amazon Valley, one-third from Central Africa, and one-twentieth from Asia. The exportation from the Indian Archipelago is of slight influence upon the trade of the world. Most of the rubber produced is imported at North American ports. Liverpool imports more than all other European ports combined.

Rubber imports at Amsterdam ranged yearly from 1890 to 1898 from 9 to 34½ tons. Last year, although prices were good for all sorts, the arrivals from the Dutch colonies amounted to only about 17 tons. The importation at Rotterdam has fallen markedly while at Antwerp it has risen; the fall at Rotterdam from 1890 to 1893 was from 591 tons to 242 tons, while the Antwerp imports rose from 5 tons to 2,014 tons, caused by improved conditions in the Kongo Free State. Rotterdam imports from the east and west coast of Africa fell from 363½ tons in 1894 to 259 tons in 1898.

The cultivation of gutta-percha is not advisable on a large scale, as the tree is grown with difficulty and the native cuts it down to get the product. Gutta-percha is now extracted from the leaves of the tree as well as from incisions in the trunk. The total production in the world is about one-twentieth that of rubber.

FRANK D. HILL, Consul.

AMSTERDAM, March 28, 1901.

### The Evolution of the Sewing Machine.

The evolution of the sewing machine may not be a proper expression and yet, comparing the sewing machine and the sewing machine business of, say, fifty years ago with that of to-day, we must of necessity admit that there has been a great evolution; for back in those days the sewing machine was a novelty; in later years it became a luxury, and to-day it is a necessity. As late as 1846 Elias Howe was having much difficulty trying to convince the public that he had a device with which he could do more and better sewing in a few hours than a woman could do by hand in as many days; and it was not until along about 1850 that much, if any, progress had been made in the perfecting of the sewing machine. There was, in those days, also, much opposition to overcome, not only from the skeptical, but from the workers themselves; and it is said that several years later a riot was almost precipitated in Cincinnati, Ohio, by the introduction of sewing machines into the tailor shops.

After Elias Howe came Wilson and Singer, the latter, perhaps, being the more successful; though for years these three were the leaders, and from 1852 on there was a continuous struggle for supremacy. Sewing machines were first sold by placing them on exhibition and inviting the public in to see and buy, but this method soon became too slow for the enterprising sewing machine man, and the canvasser was introduced and started out to find new customers. This necessitated other methods, and it was but a short step from the selling for cash to the monthly payment plan. The canvasser with his wagon and machine soon became a familiar sight, not only in the town, but on the country highways as well, and to-day there are many of the old-time canvassers living who can "a tale unfold" of how they beat the other fellow in a sale, and of the great times they had at the county fair, and of the "Blue Ribbons" they secured for the best machine.

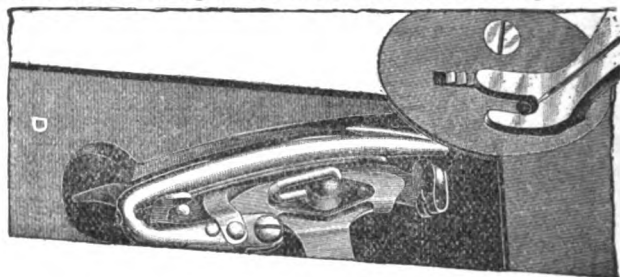
During the years from 1850 to 1876 many sewing machines were invented and companies organized, some to fail, others to succeed. Among those to succeed was the Domestic, the first patents being issued in 1863, and a company organized about 1868. In 1871 General Offices were established in New York City and a Factory started in 1873 at Newark, N. J., where it still remains. The introduction of the Domestic with a high arm marked a new era in the style and shape of sewing machines, as up to that time all machines were of the low arm pattern.

The method of selling, however, remained the same until 1876, when a radical change was made in the price by some of the leading companies offering a reduction. This introduced the dealer into the business, though it took years of effort on the part of the companies to overcome the fears and prejudices of the general merchants against selling machines. Gradually they came to see that they could sell from the store; of course, not at so high a price as the canvasser secured, and yet at a price leaving a fair margin of profit. And as they avoided the expense of horses, wagons, expert operators and teachers, they soon crowded the old-time canvasser and his picturesque outfit from the field. Besides, as sewing machines became better known, they became a greater necessity and customers did not depend upon the canvasser but called on the local merchant for a sewing machine as they would for calico, groceries or Hardware.

The increasing demand stimulated inventors and manufacturers, while competition forced improved machinery into factories, so that the same or better qualities of machines might be produced at less cost. During these years of evolution the "Domestic" was not only keeping up with, but in advance, of its competitors, until the word "Domestic" became a synonym of all that was best in sewing machines. It was popular with dealers because of its simplicity and wearing qualities. With the buyer, because it did all that a sewing machine could do. It was not necessary to follow

the sale up with a teacher to give instructions how to run the machine, nor with an expert mechanic to keep it in repair. All the operator needed to know was how to thread it and how to put the work under the foot; the machine did the rest. In fact, this was and is to-day the "Domestic." Through the entire line of machines manufactured by this company the leading features are simplicity and durability. An added feature to the present "Domestic," now the "New Domestic," is the looper or double stitch device, by which the machine makes both a lock and a chain stitch, combining a single thread machine with a double thread, and being, in fact, two perfect sewing machines in one.

This little device, so simple in construction and yet so unique in results, is shown in the cut below, and it is safe to say that no sewing machine in the market to-day has em-



DOUBLE STITCH DEVICE.

bodied these two features so perfectly and harmoniously as the "New Domestic." For certain kinds of work the single thread or chain stitch is, no doubt, most desirable; in fact, many ladies prefer it for all classes of work, believing it to be fully as strong as a lock stitch and more elastic. Yet where heavy work is required the latter is more generally used. The "New Domestic," with this device, does both classes of work, the change from one style of stitch to the other being a simple change from shuttle to looper, requiring no skill and only a moment's time. The thread need not be taken from the needle and a change of stitch from lock to chain being accomplished almost while the machine is in operation.

But in writing of this wonderful device and the "New Domestic" sewing machine I am drifting away from my subject. As machines became more simple in their mechanism and cheaper in price, it brought them within range of a larger circle of trade, and of the merchant dealers, the jeweler, the furniture store and the Hardware took most kindly to the selling of sewing machines. Especially was this true of the Hardware trade; whether because of their being more familiar with machinery or other reasons, it is rare now to find a Hardware store that does not carry one or more makes of sewing machines. A great many of the leading wholesale Hardware firms carry a machine under their own name and it is sold to their trade through the regular traveling man, and there is no reason why this should not be. Customers want sewing machines, and if a Hardware merchant will use the same discretion and care in buying and selling a machine that he does in buying and selling a stove or an axe, he will find that no branch of his business will pay a better profit on the investment of labor and capital. Within the past year the New Domestic Sewing Machine Co. has placed on the market several types of machines suitable for all classes of trade, and have now on exhibition at the Pan American Exhibition, in the Manufacturers' and Liberal Arts Building, Eastern Division, a full line of these machines, where they will take pleasure in showing them to any one desiring to buy one, or a thousand.

As the company do not manufacture anything but sewing machines, they are in a position to supply a dealer with a machine that will please him, both in quality and price, and are making an exhibit on these lines, believing the general dealer to be more interested in the selling quality and price of the goods he handles than in an elaborate display of art and fancy work.

A. R. CAHOON.



### Trade Journals as Salesmen.

The trade journal is a purveyor of news and information for the business lines in whose interests it is published. It covers its chosen field with an ability that is demonstrated by its success in keeping at it and is very often relied upon to furnish facts and information which are not otherwise obtainable. It goes to the place of business of its subscribers and is read because of the mercantile or trade intelligence that it conveys, being valued in exact accordance with the readers' ideas of what intelligence consists. Even the most unthinking readers, and possibly those who are thoroughly well posted in their particular lines of business, will admit that a very considerable amount of good can be obtained from any trade journal that has facilities for gathering news and is edited by men who understand what they are doing.

The functions of a trade journal are primarily to provide items of interest for its patrons and to consider such questions as concern them in their business, or to publish technical articles for the instruction and benefit of the trade. The news notes are valuable because they keep the business world posted, as do also the market reports. Editorial matter also has its value because of the suggestions therein contained. Most men of business like to know what others are doing and saying in matters either directly or indirectly connected with that business and they are not averse to hearing such opinions as are expressed on subjects that concern their own affairs. These opinions may differ from those entertained by a reader, but if their appearance in print causes him to think and he applies his thought to the betterment of his condition he will derive a benefit from the expressed opinions even if they do not coincide with his own views.

These functions, when well performed, are of great and decided benefit to the business world, but their work is not well done, nor can it be expected to be, without the aid of the advertisements. With all due deference to the men who collect and prepare the news notes for trade journals, and also to the writers on the editorial pages, I firmly believe that the men who write the advertisements are deserving of the greater credit when they succeed in attracting attention to the goods these advertisements offer. It is true that advertisements are not written in the office of publication, but are prepared under the supervision of those who have them inserted, yet this fact does not lessen the value of the journal but rather serves to increase it. Practically speaking, a trade journal is a medium for the transmission of trade intelligence and in this sphere of usefulness its value depends as much upon its advertisements as upon any other consideration.

An advertisement is nothing else than a salesman. Instead of going to a few buyers each week, it goes to as many buyers as the journal has subscribers and in each case makes its offering in a way that is intended to carry conviction. It pays its visits at stated periods, does not encounter any of the difficulties met with by salesmen, is always in a good humor and never aggressive, does not endeavor to run down a rival's goods, even though claiming to offer the very best, and is successful in the same degree that it is convincing. Such is the advertisement as it appears in and becomes a part of the trade journal.

I do not mean to say that the trade journal is a better salesman than the traveler, but I do say most emphatically that in each and every one of its functions it is an aid to the traveler in the introduction and sale of goods. It goes before him and carries the news. It introduces those whom he represents in cases where they are not known before, or has carried to the buyers information of what he has to sell. In short, the trade journal, in my opinion, is the advance agent of success for the traveler and gives him an opportunity which he could not find under any other conditions. I say this as a traveling man who reads his trade journals because he finds a profit in so doing, and the only criticism I expect to meet is from other travelers who fear that if they lay too much

stress on the value of printed matter as a salesman they may be obliged to seek some other occupation.

H. B. FORD, in *Stoves and Hardware Reporter*.

### Professional Courtesy in The United States.

No subject has received more attention, in recent times, in the technical and critical press of the world, than American competition. In all the arguments used to explain the pre-eminence of American engineering, one agency which has been overlooked, to some extent, is the growth of the splendid professional spirit which is characteristic of American practice to-day. One of the strongest evidences of this is to be found in the technical publications of this country, especially when comparisons are made with similar foreign publications. We use the term publication as inclusive not only of the periodical press, but also of the transactions of the scientific societies, as well as the various papers and books issued by the U. S. Government and others at irregular intervals. Any person whose observation extends over the field of current technical literature cannot fail to be impressed with the broad spirit which is displayed by the American engineer in the communication of facts and figures, gathered in his own practice, to his fellow workers. This is strikingly apparent, too, on personal contact with American and foreign engineers and manufacturers. Here offices and shops are thrown open to the visitor, often on slight acquaintance, and processes are described and permitted to be inspected in operation. Abroad, on the contrary, the visitor usually meets with closed doors and sealed lips, even when armed with the strongest credentials. If he is permitted to view a plant or process, he is usually escorted by some polite nonentity, who might as well be a deaf mute, so far as imparting information is concerned. There are notable exceptions, of course, but, speaking broadly, the conditions are as stated. If knowledge is power, then the methods adopted in America must be productive of material aid in the fight for commercial supremacy. Possibly the chief exponents of the dark lantern methods are the British engineers. Pick up a British engineering publication, and you are much more likely to find data and drawings of some American or Continental (European) machine or structure than of a British one. There will probably be some reproductions of photographs of British machinery, but no dimensioned drawings or data. Or, take the proceedings of a British technical society, and compare the number of actual working drawings and specifications contained in its volumes with those to be found in the transactions of similar societies on this side of the Atlantic. In no country is the art of talking and saying nothing so highly developed as in Britain, as a perusal of the discussions before British technical societies will show. Much of the credit for this professional spirit here must be given to the various technical colleges of this country, of which so many of our practicing engineers are graduates. It is noticeable among us, too, that the concerns that turn out the best work are those most willing to give out their experiences for the benefit of the profession and country at large. They have the consciousness of doing good work, and they are proud of it. In our special branch of engineering construction the influence for good in this direction of the U. S. Navy departments is very great indeed. In the detailed reports of the various bureau chiefs and publications, and publications of the different departments, there is a mass of data vastly more complete and educationally helpful than that which any other nation has made available for consultation. In matters of pure science or abstract reasoning, scientists of foreign nations are very generous in their contributions to the sum of "get-at-able" knowledge. It is not to this class that our remarks are intended to apply, but rather to those more directly concerned with the commercial side of engineering.—*Marine Engineering*.

Mrs. Meddergrass—I see by the papers that this here man Carneegy still wants to die poor.

Mr. Meddergrass—Humph! If a man is rich enough, he doesn't care whether he dies poor or not.—*Ex.*

### Enterprise Mfg. Co., of Akron, O.

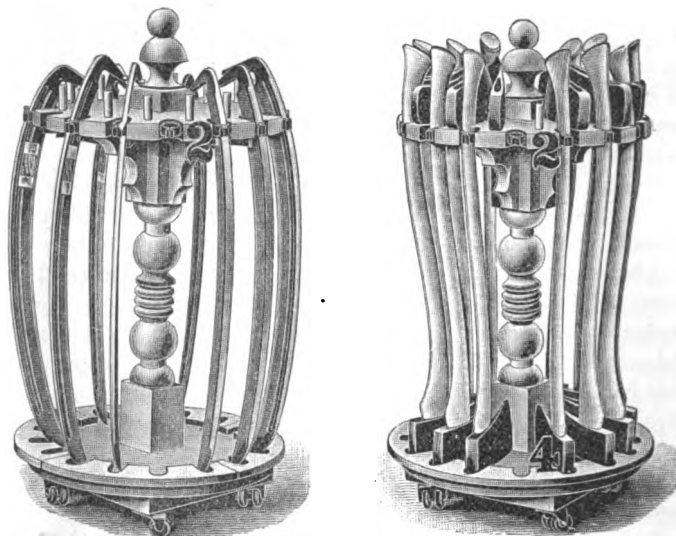
Very few firms have experienced such rapid growth in so short a time as the Enterprise Mfg. Co., of Akron, Ohio, whose product of fish hooks and fishing tackle is exceedingly well known throughout the trade. They have lately been compelled to move their offices into a dwelling house located on their property and are now erecting a brick building, 105x40 feet, of two stories and basement, which is to be used as a wareroom to enable them to accumulate during the dull season a much larger stock of goods than they have had room for heretofore. This concern has been owned and operated by the present proprietors for twenty-one years, and enjoys the proud distinction of being the largest and most complete fishing tackle factory in the United States. They originally became prominent in the manufacture of Pflueger's Luminous Baits, which became an exceedingly popular specialty in the trade handling this class of goods, and have developed immense popularity. They since acquired the entire plant of the American Needle and Fish Hook Co., of New Haven, Conn., and removed the entire plant to Akron, Ohio, where they are now in position to supply all the various styles and sizes of fish hooks heretofore made by the above concern. They are continually adding new styles of hooks, and their present line consists of various styles in spear point and hollow point, ringed or flattened, japanned, blued and tinned; Limerick, Kirby, Carlisle, Aberdeen, Virginia, Black Fish, Kinsey, Bass, Mackerel, Kirby Sea, I. P. Cod, Central Draught Cod, Dog Fish, Halibut and Red Snapper, in all the standard sizes. They have greatly improved on the old methods of making this class of goods by adding much new machinery, which enables them at the present time to turn out hooks that are pronounced by expert buyers far superior to the goods heretofore imported from abroad.

### Piqua Bracket Co.'s New Catalogue.

Piqua Bracket Co., Piqua, Ohio, 1901 catalogue of 24 pages devoted to the exploiting of Baines' Patented Shelf Brackets, adjustable and fixed, designed for use in store rooms and dwellings. This article to the exploiting of which this catalogue is devoted, is an improved product, which in its use forms a new and complete system of shelving. It is adapted to all kinds of business, and to almost every position where a shelf or shelves may be needed in stores and dwellings. It consists of two parts, a standard, or wall bar or plate, and the bracket. The shelf brackets rest upon the upper side or sole of the adjustable bracket, the head or lug of which enters the standard bar. The standard bars are cast in sections of two feet, and half sections of one foot form the standard of any height wanted. Stops for the bracket to rest on are cast on the interior back, one inch apart, which allows for the bracket to be set at any point between the top and bottom of the standards. It is claimed that this improved system has many great advantages over old methods, some of which may be mentioned: First, the shelves are free from obstructions of props among or in front of the goods, thus forming a clear, continuous line the entire length of the shelf section, and this would seem to be a very desirable method for the proper arrangement and best display of Shelf Hardware or other things requiring to be shown in this way. An idea of the several parts necessary to form this can be obtained from their advertisement on page 69, in which illustrations are given of the separate parts. While the greater portion of this catalogue is given to the description of the adjustable bracket, the company also make practical display racks of unique design, illustrations of which are given in this pamphlet, showing the various useful ways in which they may be made completely serviceable. This is a good catalogue for the Hardware dealer to send for, and keep posted on the appliances so useful in the display of his goods.

### Warren's Scythe and Axe Stand.

J. D. Warren Mfg. Co., Masonic Temple, Chicago, Ill., having constantly in mind the importance of adding to the equipment of a Hardware store with a view to increasing its sales with the least possible labor connected therewith, have recently brought out the desirable article of which we give an illustration, which is called Warren's Scythe and Axe Stand. It is a well-known fact that scythes, grass hooks and scythe stones form a line of goods that most merchants find it extremely difficult to display properly at the season of the year when they are especially in demand, and any prominent method that will quickly attract the attention of buyers is worthy of being added to the equipment of the establishment. The peculiar shape of scythes and grass hooks keeps them too frequently relegated to the rear of stores during the selling season. Frequently sales are lost that might have been



WARREN'S SCYTHE AND AXE STAND.

made could they have been advantageously placed in sight in a more prominent manner. By the use of the Scythe and Axe Stand, to which we are calling attention, this feature is easily made possible, as the article may be placed in almost any location in the store and present a trim and neat appearance even when filled with the goods described. They are made in a neat, attractive and strong manner, and are designed to serve for axes, wedges, etc., during the Winter, in addition to being so advantageous in displaying scythes and scythe stones in the Spring and Summer. It is designed by the manufacturers to be placed before the dealer at a moderate price, and they will be pleased to give further information regarding the same upon request of any dealer desiring to add this to his fixtures.

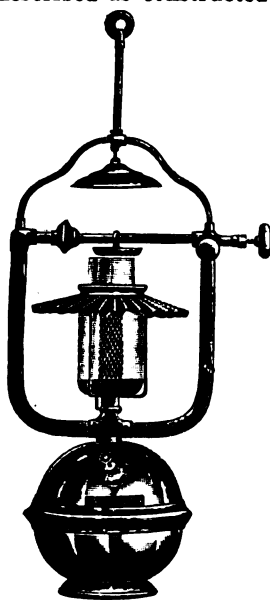
### Over the 'Phone.

"Hello!"  
 "Hello! Who is this?"  
 "Mr. Lloyd of Riverside. I want to ask if——"  
 "Mr. who?"  
 "Lloyd."  
 "Can't make it out. Say it again."  
 "Lloyd—Lloyd."  
 "Molloy?"  
 "No! Lloyd—just Lloyd."  
 "Gus Joy!"  
 "No! No! Lloyd! Can't you——"  
 "Try it once more."  
 "Lloyd."  
 "Can't get it."  
 "Double l, o, y, d."  
 "'Dub lello wydee? I don't understand Kanaka. Ring off!"

(Hangs up 'phone in disgust.)—*Chicago Tribune.*

**"Nulite" Arc Illuminator No. 42.**

Chicago Solar Light Co., 132-134 Lake Street, Chicago, Ill., have added to their line of incandescent vapor gasoline lamps a new Arc Illuminator which they market as their No. 42, which has been brought out to meet the demand for a well-made lamp of high candle power at a moderate cost. It is described as constructed of the

**"NULITE" ARC ILLUMINATOR NO. 42.**

best metal and made in the best possible manner, all joints, connections, valves, etc., being made with the greatest care and accuracy. The reservoir is made of 18-gauge brass, to stand a pressure of 350 pounds or over by actual test. Only 25 to 30 pounds pressure is required in operation. A new device connected to the filler valve renders it impossible to get too much gasoline in the reservoir. An extra shut off valve is provided, so that the flow of gasoline can be immediately stopped independent of the needle valve, the air mixer screws on the nipple insuring its correct position. A special cleaning outlet is provided in the bottom of the reservoir, rendering it an easy matter to empty and clean out the reservoir when necessary. An automatic nipple cleaning needle is provided. The extension arm at the top can be turned down when desired, which will many times be found a great convenience.

**Harrington & Richardson Arms Co.'s Catalogue.**

Harrington & Richardson Arms Co., Worcester, Mass., have recently published a very attractive catalogue in pamphlet form, consisting of 28 pages, handsomely printed on coated paper, and with a highly illuminated color that will aid greatly in its proper distribution. It is denominated "Center Shots At Short Range," and in its contents the H. & R. Firearms are fully illustrated and described in an extremely artistic manner, several of the pages being in three-color work, presenting an exceedingly attractive appearance. In its contents the H. & R. Automatic Ejecting Single Gun of their latest model is illustrated and described, the contents of the pamphlet showing that all their firearms are made throughout from the best material, and are handled through all their processes of manufacture, from the forging to the finished arm, entirely by skilled workmen. Among their revolvers the H. & R. Police Automatic is fully described, this Double Action Revolver having the thumb-piece cut away to prevent catching in the clothes when drawn from the pocket, making it a very reliable article for the class of consumer for which it is intended. Other Revolvers

are shown, such as the "Bicycle" Hammerless, which is small of frame and made in a very compact and effective manner that makes it reliable and safe. It has an independent cylinder stop and automatic shell ejecting device. It cocks without catch or drag, and as indicated by the name, has no hammer to catch in the clothing when hastily drawn. The H. & R. Automatic Double Action Revolver with Knife Attachment is shown on one of the most attractive pages. This arm with knife attachment is especially designed for export trade, but it seems to have impressed the domestic trade favorably, and is receiving considerable attention, creating a good demand. It furnishes a weapon that is effective without noise, holding the cartridges in reserve, or serves as a last resort after the cartridges are fired. It is practically a double arm. The knife is not intended as a mere plaything, but is made of fine steel, well tempered, and will be found effective in service. The knife is extended by the thumb and forearm of left hand springing the blade to position, after which the spring will hold it firmly in place. The firm will be pleased to send this new catalogue to the trade upon application, and the Hardwareman that doesn't write for one makes a mistake.

**An Old Weather Vane.**

Henry O. Whitman, a resident of Riverhead, L. I., is the owner of a weather vane that in 1728 was on top of the county court house, which was erected in that year on Main Street. On the side of the vane the following is engraved: "Old Court House vane; made in 1728." When the new court house was built the contractor who had charge of tearing down the old court house, took the vane and placed it on top of his barn. This was about forty years ago. During a gale in November in 1898, the barn was blown down and Mr. Whitman got possession of the vane.

# EVERY DROP

Of the Sherwin-Williams Paint is up to the highest standard of paint requirements. Every step of the manufacture is so carefully watched that not a drop of the paint can leave us without being absolutely right. Materials all chemically and practically tested. Grinding and mixing under expert supervision. Filling the cans by weight as a check on consistency. Accuracy and the best work all along the line. When the packages are sealed we know beyond all possibility of doubt that S. W. P. is right, that it will give the best possible paint satisfaction.

You can have the same confidence, and by pushing the goods with such faith in them, you can't fail to build big business.

Every drop of S. W. P. you sell will help bring in the orders.

## THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CHICAGO,  
NEW YORK,

NEWARK,  
MONTREAL,

CLEVELAND,  
BOSTON,  
TORONTO,

SAN FRANCISCO,  
KANSAS CITY.

Write 31 Michigan Street, Cleveland for the "B-13" illustrated booklet on our Paints and Methods.



## RECENT TRADE PUBLICATIONS.

J. E. BOLLES IRON AND WIRE WORKS, Detroit, Mich. Pamphlet of 68 pages, which is their Catalogue No. 20, covering their line of Iron, Wire, Brass and Bronze work, and including in its contents many new designs not to be found in any previous catalogue of their compilation or in any similar catalogue now before the trade. This concern is noted for high-grade work in such lines as Bank Railings, Steel or Brass Grills of every description embodied in the construction of the same; Elevator Enclosures and a vast variety of such excellent work to which the attention of manufacturers has been given from the demand by architects who make studied effects possible and add an element of beauty to the improved methods obtaining at the present time. As buildings are more simply constructed through the application of the ideas underlying steel construction, a greater demand is created for artistic work of this description in order to beautify what would otherwise be of too plain and simple an appearance. It is wonderful in looking through a catalogue of this kind to see what artistic creations are being made to-day in this line of production. Any of the trade interested in the important work covered by a class of goods now so popular, would find the catalogue an unusually interesting one, and should make application for the same.

JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J. A very attractive catalogue has recently been issued by the advertising department of this important company, having reference entirely to the graphite productions which form the bulk and volume of the products of the company. Characteristic of everything that emanates from this house the pamphlet of 78 pages is superbly illustrated with half tones, the entire contents being printed on superior coated paper, making it a work of art throughout. The artistically designed cover is a pictorial gem in itself. Illustrations are given of the mechanical operations connected with the making of many of the products referred to, while the goods produced, many of which are extremely prosaic in character, are shown in artistic groups that indicate the taste and skill with which this pamphlet has been compiled. The line of articles to which reference is made is a lengthy one, too much so for us to make any extended reference to individual specialties. It's enough to say that everything relating to the graphite line or to the use to which this mineral may be applied, is embodied in its contents. No more instructive catalogue could be selected by the Hardware dealer, and the application for it will be promptly responded to by the Company, who desire to see it widely distributed.

CHARLES P. BENSON & Co., 135 East Lake Street, Chicago, Ill. Pamphlet catalogue and retail price list of the large variety of specialties handled by this firm, under the title of "Handy Helpful Articles for Housekeepers Farmers and Everybody." The contents embrace a large variety of salable specialties, most of them being designed to be retailed at moderate prices and so command a ready sale. The pamphlet is gotten up in a manner which would indicate it was to be sent by mail largely in response to a demand created by proper advertising, many of the goods described being of a character that would be useful to local agents canvassing for their sale. Included in its contents are such goods as Combination Tools, Clothes Dryers, Gas Burners, Automatic Lighters, Broom Holders, Door Catches, Sink Strainers, etc., covering a long line of similar household specialties.

REINEKE, WILSON Co., Pittsburgh, Pa. Pamphlet catalogue of 64 pages, of Gas Ranges and other cooking appliances, being their Catalogue No. 26. The catalogue is well printed and fully illustrated on good paper throughout, illustrations mostly half tones showing the line of goods which has been marketed under the name of the "Keystone," which is especially constructed for the use of natural gas. The goods represented are of new and handsome design, fully ornamented with nickel trimmings, and are claimed to have every valuable improvement known to the trade. This includes a line of Cast Iron Ranges, the ovens of which are full asbestos lined and ventilated, and have patent lighting attachment, the burners being equipped with adjustable valves and air mixers. These ranges have full flue connection, the top burners as well as the oven and all other burners being connected to the flue so that no odor of combustion can escape into the room. This is claimed by the manufacturers as being positively necessary in the use of natural gas for fuel. This catalogue forms one of a series, the other numbers in the series being applied to several distinct branches of their important business, as, for instance, Catalogue No. 25 refers to Gas Lamps and Gas Lights; Catalogue No. 24, Gas Fitting Supplies; Catalogue No. 23, Gas Stoves and Fireplace Heaters, etc. It is a very attractive catalogue and very handsomely gotten up.

SIMEON L. & GEORGE H. ROGERS Co., Hartford, Conn. Fifty-four-page pamphlet catalogue, being their Catalogue No. 2, covering the line of Plated Ware manufactured by this well-known concern, who are noted as being outside of the combination in which so many silver-plated ware manufacturers have been absorbed. The catalogue is printed on excellent paper, handsomely illustrated, with full descriptions of its contents and giving prices for every grade throughout, making it a very attractive catalogue for the Hardware dealer to refer to.

MICHIGAN STOVE Co., Detroit, Mich., who are noted the world over as the manufacturers of the "Garland" line of Stoves and Ranges, are responsible for a great many publications in which art is used as the handmaid for the exploiting of their multifarious products in the line referred to. A recent emanation from their advertising department, under the title of "Fire Fancies," reflects great credit upon the Company. Interspersed throughout are short poems from the poets of the past, each handsomely and attractively forming a page by itself, with the advantage of having immediately opposite, accompanied in all cases with a poetical quotation, an illustration of their several "Art-Garland" products.

SIMMONS HARDWARE Co., St. Louis, Mo. Catalogue No. 399, having reference to Brass Beds, Tables, Iron Beds, Tabourettes, Reed Furniture, Refrigerators, Carpet Sweepers, Lawn Furniture, Hammocks, Ice Cream Freezers, etc. This is a mammoth catalogue covering the lines of goods indicated, very exhaustive in the way of assortment, well illustrated throughout, including in the contents a full line of Refrigerators and Ice Cream Freezers that are very complete, and illustrated and described in a manner that would stimulate mail orders largely, for which purpose beyond a doubt this catalogue was compiled, that branch of the Company's business being an extremely large one. Catalogue No. 398, covering their line of Harness and Harness Goods, embraces in its contents everything necessary or desirable to be sold under this head.

## NEW GOODS AND SPECIALTIES.

### Theo. J. Ely Mfg. Co.'s Specialties.

Theo. J. Ely Mfg. Co., Girard, Pa., are the manufacturers of a number of Hardware and Woodenware specialties that can be handled with profit by the Hardware trade. In their advertisement in another column of this issue, will be found several of them that have become quite popular with the trade, meeting with a large and increasing sale. They are the manufacturers of the "Perfect" Carriage Top Dressing. The manner in which it is put up is indicated by the accompanying illustration representing the various sized packages in which it is distributed to the trade, from a half pint to one gallon in a can. It has been found a very desirable article for the purpose for which it is made, and is claimed to make as good a finish with one coat as the majority of similar



"PERFECT" CARRIAGE TOP DRESSING.

preparations would do with double the quantity. It is guaranteed not to crack or peel off, and actually softens the articles to which it is applied, adding to the durability and length of time they can stand exposure. They also manufacture the "Dandy" Hay Knife, of which we give an illustration. This is a serviceable article for the purpose, manufactured from malleable iron, the steel section knives forming the cutting part of the tool being of the best quality for the purpose. It is made to market at a reasonable price, and has found a ready sale wherever introduced. The company are large manufacturers of cross-cut saw handles. In fact, their facilities are excellent for anything in the production



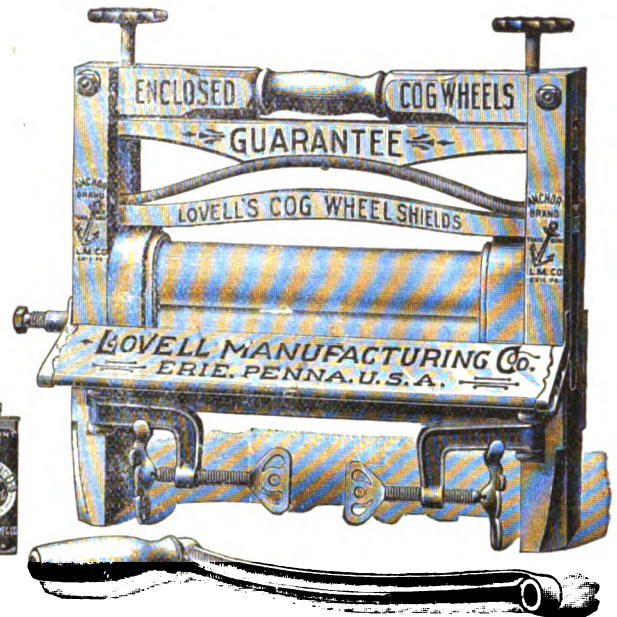
"DANDY" HAY KNIFE.

of the woodenware line in handles and similar specialties; they claim to be able to quote the very lowest prices owing to the fact that they buy all their timber in the tree, and do all the work in connection with its manipulation in their own plant, enabling them to save the lumberman's profit. Those of the trade handling these goods in large quantities would do well to correspond with this company. Among the specialties made by them is the "Dandy" Mop Head, which is made in a number of varieties, and the "Dandy" Mop Wringer, a useful specialty that has met with great success. They publish a catalogue covering all these products of their plant, which will be forwarded, with bottom prices, upon request.

### Lovell's "Anchor" Brand Clothes Wringer.

Lovell Mfg. Co., Erie, Pa., are the manufacturers of the "Anchor" Brand Clothes Wringer, one of the most popular lines of this important production that is now being handled

by the Hardware trade. It possesses a number of important features readily understood by the consumer, making it a more desirable clothes wringer to impress the consumer with its many advantages than any other to which our attention has been called. Among the number of improvements that have been incorporated may be mentioned: The construction increases the durability of the rolls, because it is made impossible for grease and dirt from the bearings to come in contact



LOVELL'S "ANCHOR" BRAND CLOTHES WRINGER.

with the rubber. The bearings are unobstructed and can be quickly and effectively oiled and cleaned. It is provided with an elliptic pressure spring, which is two inches longer than those used in old-style family-size wringers, and is thus able to relieve the rolls of undue pressure, which allows of larger and thicker articles to be passed between them, while at the same time a sufficient pressure is maintained to do good wringing. The cog wheels being inside the wringer frame, and covered with Lovell's Cog Wheel Shields, prevents water from getting into the bearings. This naturally makes it impossible for any accumulation of rust. By the use of these cog wheel shields the liability of children getting their fingers caught between the cog wheels is absolutely overcome, making it a noteworthy improvement, and one that cannot fail to be appreciated. They have recently issued a complete catalogue of this line of their goods, which it would be desirable for the Hardware dealer not familiar with their latest improvements to write for.

### No. 10 "Fox-all-steel" Pulley.

Fox Machine Co., manufacturers of the "Fox-All-Steel" Sash Pulleys, Grand Rapids, Mich., and who claim to be the original manufacturers of steel pulleys of this description, have recently brought out a new style, an illustration of which we give in connection with this article. This pulley will be known as their new No. 10. It will have a 2-inch wheel, and is so constructed that it may be used in either a 4-hole mortise made by boring four 13-16 holes in a line with 5/8-inch center with a single bit, or this may be done more expeditiously by the Fox Co.'s quadruple bit, which bores the four holes in one operation, or a straight side machine mortise made by the ordinary oscillating bit, pulley mortising machine, the machine mortise being 13-16 by 2 1-16 inches in size. It will be noticed from the character of the

face of the shell, as shown in the illustration, that the pulley will present the same appearance whether in a 4-hole or straight side mortise. The interior construction of this pulley, as shown in Fig. 2, is identically the same as the several pulleys turned out by this company for a number of years.

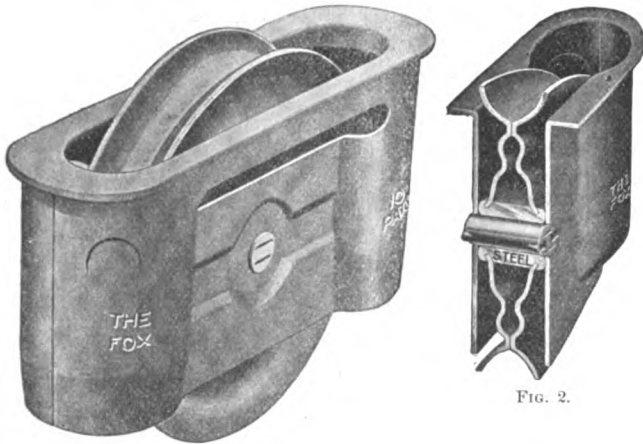


Fig. 1.

Fig. 2.

#### NO. 10 "FOX-ALL-STEEL" PULLEY.

In fact, precisely the same wheel is used as in their previous styles, except in point of size, i. e., the steel discs making up the wheel are secured together by the company's patented shouldered steel bushing which, in its construction, also provides a smooth, durable bearing for the wheel on the axle. It is evident that the shell of this pulley is expressly designed for extra durability and rigidity under all conditions, and it may safely be predicted that it will have a very extensive sale, and this is a safe estimate of its future usefulness, because it is adapted to more general use from the fact that it may be inserted in either style of mortise, as referred to above. The manufacturers are now issuing a new complete catalogue of their pulleys, which we have previously referred to, and as this includes the new No. 10 and all other improvements up to date, it should be requested, the manufacturers gladly furnishing the same under such circumstances.

#### "New Rival" Loaded Shell.

Winchester Repeating Arms Co., New Haven, Conn., are now prepared to furnish the Hardware and Sporting Goods trade with a new black powder Loaded Shell, known as the "New Rival," shown in the illustration herewith presented. It is blue in color, and has a solid, gas-tight, fire-proof base and is made with the Winchester patent corrugated head, which has been largely instrumental in making Winchester



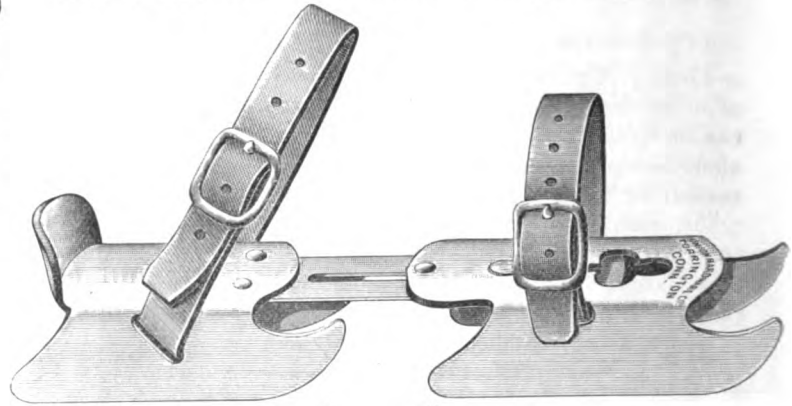
"NEW RIVAL" LOADED SHELL.

Leader and Repeater smokeless powder Shells popular and ready sellers. This blue Shell will not be sold empty, the company reserving it exclusively for their own loading. The "New Rival" Shell, green in color, will still be furnished the trade empty, it being branded on the head "1901 New Rival." The new Shell is attractive in appearance, and its perfect loading is referred to as making it an ideal black powder shell. These shells are loaded by the company in all gauges from 10 to 20. They carry the same list prices, and discounts as the "New Rival" Shells heretofore loaded by them, and also the same Winchester load numbers.

#### The "Bob-Sled" Skate.

Union Hardware Co., Torrington, Conn. (Tower & Lyon, 95 Chambers Street, New York), are placing upon the mar-

ket for the coming season what will prove to be a very salable specialty. It is marketed under the name of the "Bob-Sled" Skate, and is intended for the use of children more particularly. This skate will be manufactured of the extension pattern, so that but one size need be carried in stock, as by the use of the extension feature it will fit all sizes of feet, from 6 to 9 inches. It is provided with two

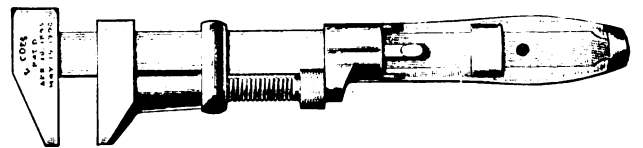


THE "BOB-SLED" SKATE.

runners set sufficiently wide apart, and as may be naturally supposed, the advantages of this will prove very great to children learning to skate, as the unnatural strain upon the ankles entailed by the use of the ordinary variety, is in the use of the "Bob-Sled" entirely relieved. Jobbers and dealers in the Hardware industry generally will do well to add this to their line of purchases when preparing their lists for the approaching Fall and Winter season, opening up correspondence with the agents early, as a large demand is sure to be inaugurated.

#### Improved Wrench Handle.

The Coes Wrench Co., Worcester, Mass., for whom John H. Graham & Co. and J. C. McCarty & Co. are New York agents, have adopted an improved form of construction for the handles of their wrenches, as shown in the accompanying illustration, of which four sizes, 12, 15, 18 and 21 inch, are now ready. The handle, frame and ferrule are constructed in one piece, and being rigidly keyed to the bar, make practically one solid piece of metal. The ferrule and cup tip secure the wood sides of the handle and prevent their splitting. The bars are referred to as made of the best steel for strength and durability. An improved method of case hardening has been adopted, which gives, it is stated, a uniform and desirable degree of hardness. The company call attention to the fact that the words "Knife Handle" as applied to wrenches hav-



IMPROVED WRENCH HANDLE.

ing originated with them has been adopted by them as their trade-mark, and was registered April 9, 1895.

#### Personal Integrity in Business.

In spite of many inventions, such as mechanical cash registers and bell punches, it is still a great and good fact that personal integrity is the most important item in the world's business. And there is a vast deal more of it than is generally supposed. Immense as is the annual aggregate of defalcations and embezzlements, it is insignificant in comparison with the total of business transactions.

**PATENTS** Preliminary Consultation Free.  
**HENRY J. MILLER,**  
55 Equitable Building, BOSTON.



## REVIEW OF THE MARKETS.

**Wire Nails:** The vigorous demand for Wire Nails has gradually given way, and the mills will soon be in a position when deliveries may be definitely anticipated, something they have not been able to accomplish for some time past. Quotations remain without change as follows: f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in ten days:

To jobbers in carload lots.....	\$2.30
"    less than carload lots.....	2.35
To retailers in carload lots.....	2.40
"    less than carload lots.....	2.50

*New York* prices remain the same under a demand considerably lessened. Quotations are as follows:

To retailers, carload lots on dock.....	\$2.53
Small lots at store.....	2.60

**Cut Nails:** There is an average demand for Cut Nails in the market, and the slight irregularity in prices has been sufficiently modified under a lighter demand. The following quotations represent the market: f. o. b. Pittsburgh, plus the actual freight to point of destination, terms 60 days, or 2 per cent. discount for cash in ten days:

In less than carload lots.....	2.10
Carload lots.....	2.05 to 2.10

*New York* prices. The following quotations represent the market:

To jobbers in carload lots on dock.....	\$2.13
"    less than carload lots on dock.....	2.18
Small lots from store.....	\$2.25 to 2.30

**Barb Wire:** Inability to obtain the necessary supplies wanted by the jobbing trade throughout the country has finally caused the demand for Barb Wire to settle down, and many of the jobbers to bemoan the fact that large sales could have been made, could only the wire have been obtained from the mills. While the mills are still running behind orders, the indications are that it will not be a great while before they can commence to look forward to an accumulation of stock. Quotations remain as previously quoted, and are as follows: f. o. b. Pittsburgh, terms 60 days or 2 per cent. discount for cash in ten days:

To jobbers in carload lots, Painted.....	\$2.60
"    Galvanized.....	2.90
"    less than carload lots, Painted.....	2.65
"    Galvanized.....	2.95
To retailers in carload lots, Painted.....	2.75
"    Galvanized.....	3.00
"    less than carload lots, Painted.....	2.85
"    Galvanized.....	3.10

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** There seems to be but little lessening of the demand for Plain Wire, as it enters so largely into manufacturing that orders have to be booked a considerable period in advance of actual wants. This alone keeps the mills fully engaged in turning out stock. Indications point to the fact that in the immediate future the mills may anticipate delivering orders very nearly on time. At present they are still running behind, although not to so large a degree as earlier in the season. Quotations remain as previously quoted, and are as follows: f. o. b. Pittsburgh, terms 60 days, or 2 per cent. for cash in ten days:

	Base sizes.	
	Plain.	Galv.
To jobbers in carload lots.....	\$2.25	\$2.65
"    less than carload lots.....	2.30	2.70
To retailers in carload lots.....	2.35	2.75
"    less than carload lots.....	2.45	2.85

The above prices are for the base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the advances indicated in the following table:

Nos.	Plain Fence Wire Advances (Catch Weights).	Galvanized.
6 to 9.....	Base.....	\$0.40 extra.
10.....	\$0.05 advance over base.....	.40
11.....	.10	.40
12 and 12½.....	.15	.40
13.....	.25	.40
14.....	.25	.40
15.....	.46	.75
16.....	.55	.75
17.....	.70	1.00
18.....	.85	1.00

For even weight bundles, 50 pounds and over, 5 cents per bundle advance on above.

**Files:** Under date of June 1st, the Nicholson File Co., Providence, R. I., issued a new price list having reference to their "XF" and "Gold Medal" brands of Swiss Pattern Files. These goods have been sold at an advance on the previous list of 10 per cent., which difference is incorporated in the new list which supersedes the old one, in order to make the present discounts remain as previously quoted, no intention to advance the price being contemplated.

**Cordage:** There is but little change to note in the market for Cordage, prices remaining about previous quotations, as given below. There is occasionally a lower quotation made on goods manufactured from inferior hemp, but the prices for first quality rope are as follows:

	Pounds.	Cents.
Manilla, 7-16 inch and larger.....	10½	
¾ inch.....	11	
¾ inch and 5-16.....	11½	
Sisal, 7-16 inch and larger.....	8	
¾ inch.....	8½	
¾ inch and 5-16 inch.....	9	
Lath Yarn, medium and coarse.....	7½	
Jute Rope, No. 1.....	6½	
No. 2.....	5½	

**Binder Twine:** The market on Binder Twine is in a more improved condition than has been the case for a few weeks back. While the demand is not excessive, the prices are firm at the quotations given below, which are for small lots of twine, a rebate of a quarter cent per pound being entertained for carload lots, f. o. b. Eastern factory.

	Pounds.	Cents.
White Sisal, 500 feet per pound.....	8	
Standard, 500 feet per pound.....	8	
Manilla, 600 feet per pound.....	9½	
Pure Manilla, 650 feet per pound.....	11½	

**Linseed Oil:** Quotations are without change. The Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels.....	62 cents per gallon.
In lots of 5 barrels or more.....	61 cents per gallon.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.	
Calcutta Oil, 85 cents per gallon.	

### THE PHILADELPHIA TRADE.

At last there has been a welcome change in the weather, which comes with such a grateful sense of relief that one is tempted to exclaim, with the poet: "Oh, what is so rare as a day in June!" The continual rains of the last two months have brought vegetation to a point where the last few days of sunshine have simply made a break from Winter into Summer. The country is looking its very best and the stimulus given to business seems remarkable. All indications point to a large trade for the month of June, and there is undoubtedly a large amount of Hardware moving—agricultural tools and building materials being largely in demand—and in many cases great difficulty is found in filling orders.

The Wire manufacturers are as far behind as ever, and it is greatly to be regretted that the increasing practice of direct shipments compels the jobber so frequently to disappoint his customers by slow deliveries. If the trade were willing

to pay stock prices, nine jobbers out of ten would welcome a change in conditions which would permit them to carry a stock of Barbed Wire and Wire Nails so as to be able to make shipments promptly, but in our Eastern section this is practically impossible under present conditions, and, of course, where the jobber is obliged to order direct from factory, it is impossible for him to protect his customer by shipping promptly. The fault is not with the jobber, but with the system which compels direct shipments.

Prices in almost all our lines are firm, while small advances are of frequent occurrence. It is quite a common thing for stock orders to be returned to the jobber with the notification from the manufacturer they cannot accept the order except at an advanced price.

The demand throughout the country seems to be most healthy—there is an utter absence of speculative buying and stocks appear to be light, which argues well for future trade.

BIDDLE HARDWARE CO.

#### THE CHICAGO TRADE.

The month just ended was a very satisfactory one, and we look for this month to be as good. The continued scarcity of many staple items, particularly Wire, is being severely felt, and the heavy demand has made prices remain very firm, with no probability of any decline in the near future. Spring Goods are being ordered very heavily, and, owing to the backwardness of the season, are now going out with a rush.

A great many of the factories are considerably behind in the execution of their orders; hence we fear that the scarcity of goods will be felt on many more items before long, and it is probable that some of the trade are anticipating this, to judge of the liberal orders that are being placed.

The building trade is unusually active, not only locally, but very generally over all the territory we cover, which has influenced a very large sale of Builders' Hardware in all sections. Shelf Goods are also being bought very freely. Orders are also coming in to us now on several lines for Fall shipment, which gives every indication that many of the dealers are taking advantage of prices ruling at this time, feeling assured that higher, rather than lower prices, will prevail later, when the goods are actually needed.

WELLS & NELLEGAR CO.

#### THE ST. PAUL TRADE.

All the real trouble we have at present is a scarcity of Barbed Wire, which results in a howl from all our customers and a desire to know why we cannot supply them. Such explanations as we can make are not satisfactory, but rather seem to make the trade think that we are not honest in our statements, but the great Company who make the stuff are immovable and do not, possibly cannot, make promises of early delivery. The trade in this would be exceedingly good had we the stock to supply the demand. Prices are firm and should be because of its scarcity, if for no other reason. Altogether trade is very good, but already there is a cry for rain, and there is no doubt but what all the territory we travel will soon begin to suffer if the rain does not come soon, but up to the present time orders are coming in very nicely. Prices on all lines are firm. All goods made of wire or sheet steel are hard to get, with no immediate prospect of a let up. We believe the entire country will have a very large fall trade unless something unusual occurs. Thousands of emigrants are going into the States west of us, and good States they are. Soon they will be consumers of vast quantities of goods, and this city, being at the entrance to this Eldorado, and holding the key to the situation, will naturally get the benefit of the opening of this empire.

C. W. HACKETT HARDWARE CO.

#### THE DAVENPORT TRADE.

Scarcity of Barb Wire, Woven Wire fencing and staples are the leading topics of conversation among the Hardware

The demand which we have created for this excellent wood finish makes it a most profitable article for hardware dealers to handle.

**JAP-A-LAC** is the best finish on the Market for  
FLOORS AND INTERIOR WOODWORK.

Women all over the country are buying and using it. Put in a line of JAP-A-LAC and add to your revenue.

We have a very attractive proposition for dealers.

The Glidden Varnish Co.,  
CLEVELAND, OHIO.

dealers, and there is no immediate prospect of relief from the present famine in stuff made of wire.

The drouth that has prevailed here for several weeks is injuring the meadows and the crop of hay will be light.

Notwithstanding the fact that we cannot get any Barb Wire, the sales for May were largely in excess of the same month a year ago.

Collections are fairly satisfactory.

SICKELS, PRESTON & NUTTING CO.

#### THE SAN FRANCISCO TRADE.

The mixture of sunny and rainy weather in California the past fortnight is accounted as having been most propitiously done in the interest of a ripening crop season, and to-day, June 1st, the local Hardware trade has been telling the writer it never felt better than now, prospectively speaking, and both Hardware jobbers and retailers are crediting May with having been abreast of the record month in amount of sales. And this, too, in the face of considerable concern, anent labor trouble agitators and the followers they manage to keep in tow for revenue only—if not *only*, common talk is at fault. But since the Building Trades' Council, which is quite friendly to the Builders' Hardware Association, is at outs with the San Francisco Labor Council, the timid, would-be builders are getting better heart for improving their realty, and so the Builders' Hardware dealers are governing themselves accordingly. It is noted also all along the line that promptness on the part of jobbers to respond to retailers' needs is woefully lacking, yet it is a sympathetic all-around lamentation participated in alike both by jobber and retailer, the consoling understanding being that California's prosperity is general throughout the entire country, and that Eastern manufacturers and shippers cannot keep up with the demand.

Speaking of Eastern manufacturers, it is suggestive to note quite recent accessions to San Francisco's mercantile and manufacturing interests of large business and industrial establishments of the Eastern States. Inquiry from these sources continues, and it is likely that the new comers of the last few weeks are only the advance guard of the welcome forces that are moving on to this city to take full advantage of the growing Pacific Ocean trade and demand for American products. The latest addition is the firm of C. Sidney Shepard & Co., said to be one of the most extensive manufacturers of tin and enamel ware in the United States. The house has branches in a number of principal cities of the country, and has just leased in this city the commodious brick warehouse building at 224 and 226 Beale Street, running through to Fremont Street. As showing the favor with which the firm regards its trade on this coast, it may be added that the lease is for five years at \$4,200 a year. Other Eastern concerns which have located here within the last few

The **ARCADE** and **KEARNEY & FOOT**  
**FILE WORKS**  
 NOW OWNED AND CONTROLLED  
 BY THE  
**NICHOLSON**  
**FILE**  
**CO.**

These well-known brands will continue to be made at their **respective factories**

All orders and correspondence should be addressed to the **MAIN OFFICE**  
 AT  
**PROVIDENCE, R. I., U. S. A.**

weeks are the Eastman Kodak Co., of Rochester, N. Y., the Mobile Co. of America, the Otis Elevator Co., the Illinois Glass Co., and a large European and Eastern firm of manufacturers and dealers, going in this city under the title of the California Hydraulic Engineering and Supply Co.

INDUSTRIAL PRESS ASSOCIATION.

#### THE GRAPHITE TRADE.

In spite of twenty-four rainy days and three cloudy days in the month of May, we look back upon that month with a great deal of satisfaction. As many of our Hardware friends know, we have been catching up with their back orders for Dixon's Lumber Leads and at the same time we have done a larger business than ever in our general lines.

Increased sales in Crucibles show that the brass business is still good. Steel Crucibles reflect continued prosperity in the steel trades. It may be the steel industries are turning out projectiles and armor plate, for we know the powder manufacturers are buying graphite for glazing gun powder, and one goes with the other.

By the way, have you an idea of the spreading power of pure graphite? An engineering expert some time ago found, by experimenting, that a Dixon American Graphite pencil contained sufficient graphite to make a mark fifteen miles long. A further proof of the covering or spreading power of graphite is shown in the following statement made by the well-known powder manufacturers, The Lafin & Rand Powder Co.:

"We have glazed under proper conditions, one ton of powder with a teaspoonful of Dixon's best graphite. Of course, you understand this is not an every-day occurrence, and in order to do this the powder would have to be at its best and caught at the right time, and run longer than it takes ordinarily. But the above is the result of experiments which we have had at our mills."

JOSEPH DIXON CRUCIBLE CO.

#### How President McKinley Enjoyed a Hearty Laugh on Meeting a Hardwareman.

On arriving last month in San Francisco, President McKinley and his cabinet were officially met and heartily welcomed by a reception committee, of which A. A. Watkins, vice-president of W. W. Montague & Co., Hardware jobbers, was a member.

After shaking hands with the Mayor of the city, the head of the committee, this chief official of San Francisco, Hon. James D. Phelan, introduced to the chief official of the United States each member of the reception committee. And when it came Mr. Watkins' turn to be presented to Mr. Mc-

Kinley, it was noted that their hand shake was not only a bit prolonged, but also that this conversation took place:

"The last time I met you, Mr. President," said Mr. Watkins, "you appeared to be in a great hurry."

"Where was that?" Mr. McKinley asked.

"It was at Cedar Creek in sixty-four. I was with Early's command."

"Well," said the President, with a broadening smile, "I'm glad to meet you again, and under these calmer conditions. I'll never forget that 19th of September, '64, and the hurry-away movement that had possession of us, a great lot of Northern troops. You fellows gave us an awful routing. If you had only pushed ahead, I don't know where we would have stopped. I've often wondered why Early didn't keep us going."

"I can tell you," said Watkins. "We found more bacon and crackers in your wagons than we had seen in three years, and we stopped for the banquet."

#### The Terrible Cost of Delay.

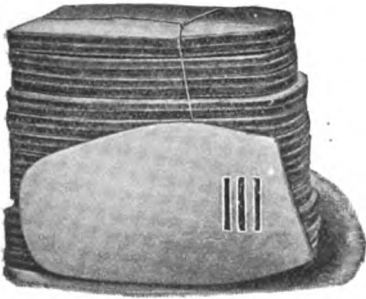
We recently heard of a retailer who, with a building and stock worth \$10,000, carried \$7,000 of insurance. On May 2 a policy of \$5,000 expired. Instead of renewing it immediately, he decided to wait, thinking, no doubt, that a delay of a day or two would make no difference. Possibly he was debating in his mind the advisability of carrying his own insurance or perhaps hoped by waiting to obtain a more favorable rate. However it was, the policy lapsed, and the insurance on \$10,000 worth of property was reduced to \$2,000. The next day the business portion of the town was swept away by fire. The dealer's store and stock were totally destroyed.

Let this be a lesson to every dealer. No insurance should be allowed to lapse unless the stock has been reduced accordingly. The temptation to carry one's own insurance is sometimes irresistible to the merchant who has never suffered a fire loss, especially when the premium on current insurance is due and must be paid. The dealer referred to would now gladly pay the premium many times over to secure the protection he threw away. The proper attitude of the business man toward insurance should be one of expectancy; he should expect that his place of business will be visited by fire any day. No dealer can afford to carry his own insurance.—*Farm Implement News*.

Mr. Watchem—Odd thing, nowadays! The single men seem to take to the married women, and the single women take to the married men.

Mr. Stingham—And the married women take to any one they can get!—*Ex.*





THREE-BAR LEATHER  
shoe-soles and top-lifts (for heels) are the best.  
Write us; we'll give you points.

Baxter Schenkelberger & Co,

350 Congress street, Boston.

### PATENTS.

The following list of Patents, Trade Marks and Designs of interest to our patrons are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

#### Patents Issued May 14th, 1901.

- 673,876. CURRYCOMB, Edward G. Kubler, Wurzburg, Germany.
- 673,897. SELF-CLOSING FAUCET, David M. Bredin, Pictou, Canada.
- 673,907. PORTABLE CLOTHES-LINE REEL, Andrew P. Johnson, Minneapolis, Minn.
- 673,932. MEAT-SLICER, Peter S. Transue, Delaware Water Gap, Pa.
- 673,933. SHARPENER FOR SCISSORS OR KNIVES, Chas. C. Wallace, Delhi, N. Y.
- 673,969. TRUSSED LADDER, Wm. J. Rutledge, Otisville, Mich.
- 674,004. VALVE FOR FLUSHING TANKS, Oscar R. Hess, Cincinnati, O.
- 674,088. CURRYCOMB, Charles H. Obey, Galena, Ill., assignor of five-eighths to R. J. Edwards, same place.
- 674,088. BOLT-CUTTER AND NUT-SPLITTER, Abijah Hoak, Sterling, Ill., assignor of one-half to Wm. B. Carolus, same place.

#### PATENTS EXPIRED MAY 20, 1901.

- 298,738. VALVE MECHANISM, David T. Ellis, Bridgeport, Conn., assignor of one-half to the Belknap Mfg. Co., same place.
- 298,745. APPLE PARER, CORER AND SLICER, Wm. H. Griscom, Reading, Pa.
- 298,750. HYDRAULIC COCK OR FILTERING-FAUCET, Albert Hollowell, Lowell, Mass.
- 298,765. COMBINED CANT-HOOK AND LIFTING-JACK, Obed H. Mitchell, Springfield, Mo.
- 298,777. BENCH VISE, Calvin Riggs, Worcester, Mass.
- 298,786. AUGER, Henry L. Shaler, Deep River, Conn.
- 298,787. PNEUMATIC DOOR-CHECK, John A. Sherman, Boston, Mass.
- 298,788. PNEUMATIC DOOR-CHECK, John A. Sherman, Boston, Mass.
- 298,791. BUILDERS' SCAFFOLDING, Daniel W. Spooner, Minneapolis, Minn.
- 298,820. SAW-JOINTER, Barnard S. Bozard, Brooklyn, N. Y.
- 298,829. TABLE-KNIFE, Arthur W. Cox, Newark, N. J.
- 298,839. LATCH, George Fowler, Philmont, N. Y.

298,892. INSERTIBLE SAW-TOOTH, Wm. B. Risdon, Trenton, N. J., assignor to the Amer. Saw Co., same place.

298,914. STAY-ROLLER FOR SLIDING DOORS, Le Grand Terry, Horseheads, N. Y.

298,995. CLAMP FOR FRAME-SAWS, Andrew McNiece, Newark, N. J., assignor of one-half to Rowland Hilton, same place.

299,076. COMBINED STREET AND LAWN SPRINKLER, Joseph Jungbluth, Erie, Pa.

#### PATENTS ISSUED MAY 21, 1901.

- 674,371. SPRAYING-NOZZLE, Carl Altenburger, Des Moines, Iowa.
- 674,399. PIPE-WRENCH, Eugene Childs, Boston, Mass., assignor to Trimont Mfg. Co., same place, and Portland, Me.
- 674,433. TWINE HOLDER AND TAKE-UP, John T. Bunting, Sr., Chicago, Ill.
- 674,504. SAD-IRON, Thomas F. Hagerty, San Francisco, Cal.
- 674,513. ASH-SIFTER, Wm. McKeever, Brooklyn, N. Y., assignor to one-half to Joseph A. Butt, same place.
- 674,628. WAFFLE-IRON, Matthew Griswold, Jr., Erie, Pa.
- 674,640. HAMMER, Francis C. W. Stelter, Astoria, N. Y.
- 674,646. SCALE, Allen De Vilbiss, Jr., Toledo, Ohio, assignor to the De Vilbiss Computing Scale Co., same place.
- 674,678. DOOR-SPRING, George W. Gerau, Middletown, Ohio.
- 674,719. SCREW-DRIVER, Gary L. Woodruff, Albany, N. Y.

#### TRADE-MARKS.

36,463. EGG-BEATERS AND CREAM-WHIPS, Landers, Frary & Clark, New Britain, Conn., the word "Universal."

#### PATENTS EXPIRED MAY 27, 1901.

- 299,100. CORKSCREW, Joshua Barnes, Brooklyn, N. Y.
- 299,142. SEGMENT-SAW, James Hilton, Newark, N. J.
- 299,144. FOUNTAIN-BRUSH, Thomas Huntbatch, Geneva, Iowa.
- 299,149. DOOR-HANGER, William J. Lane, Poughkeepsie, N. Y.
- 299,188. WINDOW-BRUSH, John Staples White, Portland, Me.
- 299,199. SASH-CORD FASTENER, Roswell N. Brown, Hoo-sick Falls, N. Y.
- 299,210. HAND PUNCH, Isaac M. Dunckleburg, Rochester, N. Y., assignor to Chas. K. Judson, same place.
- 299,217. SASH-HOLDER, George E. Gorham, Albany, N. Y.
- 299,349. SAW-SET, George Albert Francis Clayton, Masonville, Va.

# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

299,428. TOOL STOCK OR HANDLE, Robert A. Small, Jeffersonville, Ind.

PATENTS ISSUED MAY 28th, 1901.

674,854. WINDOW-SCREEN, E. B. Crocker, Boston, Mass.

674,856. ICE-CREAM FREEZER, F. H. Foster, Rahway, N. J.

674,888. WEIGHT AND PRICE INDICATING SCALE, A. U. Smith, Saugatuck, Conn., assignor to Computing Scale Co., Dayton, Ohio.

674,892. FILE-HOLDER, O. R. F. Whitten, Prescott, Ark.

674,914. NUT-WRENCH, Jacob Gansley, Victor, Iowa.

674,950. COMBINED EXTENSION AND STEP LADDER, Wm. Williamson, Saginaw, Mich.

674,962. WINDOW-CLEANER, P. R. Cumming, Chicago, Ill., assignor to the Handy Things Co., same place.

674,996. DOOR-HANGER, J. H. Burkholder, Ashland, Ohio.

675,021. SHARPENER FOR CUTLERY, ETC., J. F. Smith, and J. S. Hull, New York, N. Y.

675,098. BENCH-VISE, M. G. Lewis, New York, N. Y.

675,103. PORTABLE FIRE-EXTINGUISHER, C. Nuhning, Cincinnati, Ohio.

675,263. SASH-LOCK, D. T. Brown, Pawtucket, R. I.

675,333. SAW, Arthur L. Joslyn, Albany, N. Y.

### Warren's System of Cabinet Shelving.

J. D. Warren Mfg. Co., Chicago, Ill., are largely responsible for the comparative ease and comfort with which the retail Hardware business may be transacted in the twentieth century. The improvement of Hardware stores by the adoption of the modern fixtures placed on the market by this progressive company facilitates operations and enables double the volume of trade to be among the possibilities of an active force. Among the many purchasers who have already this year discovered this fact are the following (the demand, it will be noted, is not confined to any one section):

Steil Bros., Emmetsburg, Ia.; E. A. Weatherbee, Lincoln, Me.; Conn & Higgins, Ada, I. T.; Rendigs-Magill Hardware Co., Cincinnati, O.; Kee R. McKee, Gracey, Ky.; Phil Denitz, Clayton, N. M.; C. W. Gibson, St. Joseph, Mo.; Morris Hardware Co., Youngstown, O.; Grier & Osterhout, Punxsutawney, Pa.; J. G. Smaltz, Le Mars, Ia.; G. E. Moore, Norfolk, Neb.; H. O. Kenfuss, St. Genevieve, Mo.; A. Stenehjen, Mayville, N. D.; M. L. Larson, Warren, Minn.; Harns & Rogers, New Market, Minn.; Cavis Bros., Bristol, N. H.; Armstrong & Ellwood, Lathrop, Mo.; Ross Moyer Mfg. Co., Cincinnati, O.; Ketch Hardware Co., Richmond, Ind.; Sugg & Landerdale, Dyersburg, Tenn.; O. A. La Budde, Elkhart Lake, Wis.; H. J. Hooval, Jackson, Minn.; J. B. Buck, Rugby, N. D.; Jones & Tudor, Van Wert, O.; Moore & Tobin, Mankato, Minn.; Dunn & Wood Hardware Co., Rhinelander, Wis.; Shanton & Forge, Charleroi, Pa.; Griffith & Traukens, Floresville, Tex.; Thurston Hale & Co., Rockport, Mass.; Wm. G. Gros-

jean, Milwaukee, Wis.; Reipp & Jaynes, Early, Ia.; Warren Hardware Co., Minneapolis, Minn.; C. F. Schmidt, Marshalltown, Ia.; Creston Hardware Co., Creston, Ia.; Doremus & Becker, Geneseo, Ill.; C. C. Newman & Co., Columbia, Mo.; Ritter Bros., Higginsville, Mo.; F. A. Wood, Plainfield, Wis.; Good & Dana, Kewanee, Ill.; Scofield & Co., Sturgeon Bay, Wis.; Stevenson, Findley & Pollock, College Springs, Ia.; Bert Poffenberger, New Boston, Ill.; H. B. Gunnis, Algonac, Mich.; Arizona Copper Co., Clifton, Arizona; Lindenmeyer Bros., Dorrance, Kan.; Miles Implement Co., McPherson, Kan.; Aug. Berger, Berger, Mo.

### The Ten Great Cities of the World.

The populations of the largest cities in the world, according to the latest figures, are as follows:

London .....	(1901)	4,536,034
New York.....	(1900)	3,437,202
Paris .....	(1896)	2,536,834
Berlin .....	(1901)	1,884,151
Chicago .....	(1900)	1,698,575
Canton, China.....	.....	1,600,000
Tokio .....	(1898)	1,452,564
Vienna .....	(1891)	1,364,548
Philadelphia .....	(1900)	1,293,697
St. Petersburg.....	(1897)	1,267,023

It will thus be seen that of the ten leading cities the United States have three, while no other country has more than one.—From the *Albany Argus*.

The fire loss of the United States and Canada, as compiled by the *New York Journal of Commerce*, shows a total of \$11,352,800, as compared with \$15,036,250 in March of this year, and \$25,727,000 in April, 1900. The total loss for the first four months of 1901 amounts to \$56,956,000, as against \$66,258,500 in the corresponding period of last year. The Jacksonville disaster will, however, about equalize the difference in favor of this year.

The United States exported 30,768,000 bushels of corn in 1891; to Europe that year 23,533,000 bushels. There has been a steady increase in our foreign corn trade, and we sold abroad, in the fiscal year ended June 30, 1900, 209,348,000 bushels; to Europe 192,519,000 bushels. We used to export from 1 to 5 per cent. of the corn crop. We are now exporting from 10 to 11 per cent.

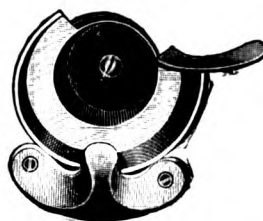
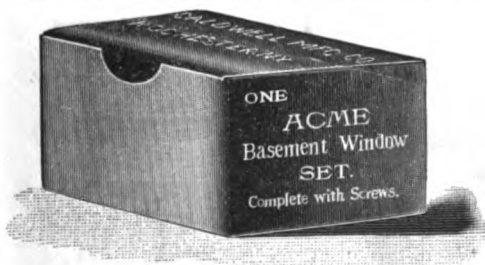
"Yes, there is something in a name. There's my wife, for instance."

"What about her?"

"Why, her name is Olive, and I didn't like her at all at first."—*Cleveland Plain Dealer*.

## ACME BASEMENT WINDOW HARDWARE,

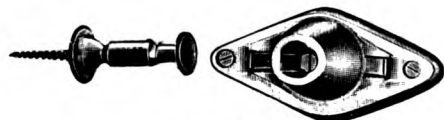
In Sets Complete, with Butts and Screws—  
SAVE TIME.



PAT. APPLIED FOR.

A Fastener which binds sash tightly into frame, excludes cold air and prevents rattling.

Write for Circular.



AN AUTOMATIC CATCH

To hold sash open. Much easier than Hook and Eye.

**Caldwell Mfg. Co.,**

4 JONES ST., ROCHESTER, N.Y.

To the **HARDWARE PUBLISHING CO.,**  
# 273 Broadway, N. Y.

Gentlemen:-

We wish to extend through your columns our congratulations to the members of the Southern Jobbers Hardware Association on account of their very successful annual Convention.

Very truly yours,  
**BOSTON & LOCKPORT BLOCK CO.,**

per *M H Tarbox* Treas.

An artificial ivory, known as "lactite," is made from milk-casein, and is used for billiard balls, toothbrush handles, combs, etc. By treatment of the same casein certain manufacturers prepare a paste or powder that can be used instead of eggs in some kinds of cookery, while costing only half as much. The casein combined with alkaline makes a hydraulic

cement. The curd is cut into bits, which are dried rapidly and then finely powdered. The powder is mixed with 20 per cent. of pulverized quicklime. Curdled milk has been for some time used in white-washing buildings and to prevent scaling. For this purpose it is mixed with lime so as to make a thick liquid.—*Ex.*

## UNION HARDWARE CO.

TORRINGTON, CONN.

New York Office, 95 Chambers Street, in charge of TOWER & LYON,

"Union Brand" Oval Edge

**TACKLE BLOCKS,**  
SHEAVES and SPECIALTIES.



We make many kinds of Blocks—  
COMMON, PATENT,  
and METALINE BUSHED.

Wood Goods—

**MALLETS, HANDLES,**  
**BASE KNOBS.**

SPECIAL WOOD TURNINGS TO  
ORDER IN QUANTITIES.

**GUN IMPLEMENTS.**

SX No. 1 "Eagle" Loading and Cleaning Set.



**DOG COLLARS, MUZZLES,**

**PUG HARNESS and LEADS.**



No. 850714.

Black or Russet Leather.  
Nickel or Brass Studs.

**TOWER & LYON,** 95 CHAMBERS ST.,  
NEW YORK.

MANUFACTURERS OF

**Fine Tools and Hardware Specialties.**

**SOLID BOLSTER.**

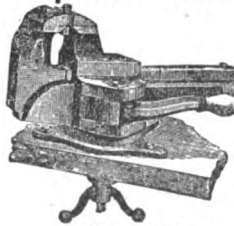


CAUTION.—See that the word  
**"CHAMPION"**  
is on each Screwdriver.

IMPROVED CLARK'S PATTERN  
EXPANSIVE BIT.



**Stephens' Patent Vises.**



SWIVEL BASE.

Quick Adjustment.  
Cam and Toggle Joint.  
Stationary or Swivel  
Base.

This Vise, well  
known as the "Old  
Reliable," is to-day  
the Best Quick Acting  
Vise made. All  
sizes, Large and  
small.

**THE OYOLOPS  
NAIL PULLER.**

**THE HANDLE**  
Saves Time in Operation,  
Saves the HANDS from Injury,  
GIVES Control of BOTH JAWS.

**THE BEST. THE SIMPLEST.  
THE QUICKEST IN ACTION.**

No other Nail Puller combines these  
points of superiority:

- 1st.—Absolute Simplicity.
- 2d.—Absolute Control of Both Jaws instead of One.
- 3d.—Absolutely No Chance to Hurt the Hands.

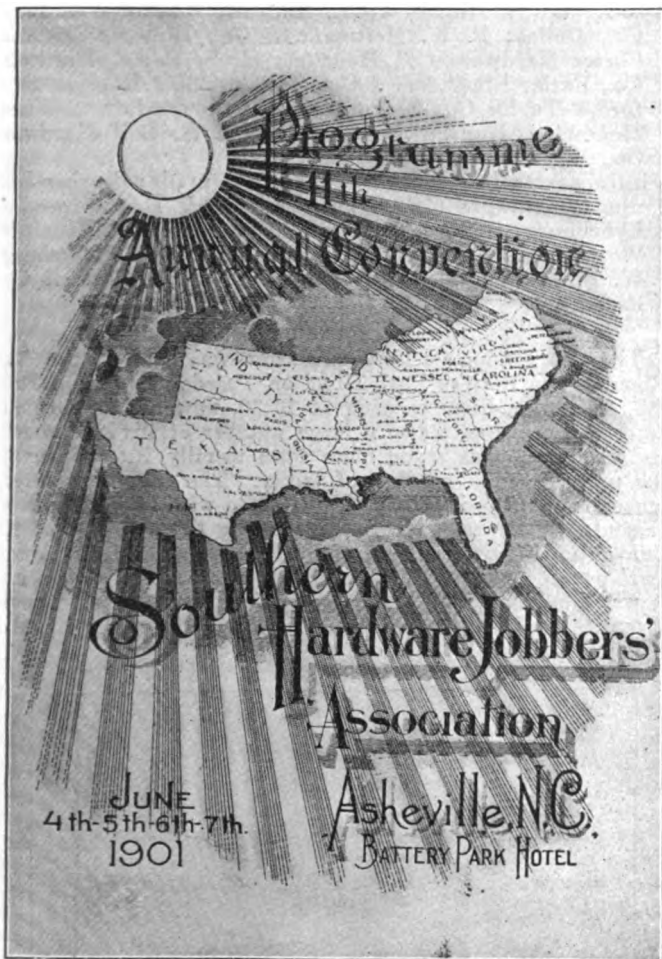




## SOUTHERN HARDWARE JOBBERS ASS'N.

SOUTHERN HARDWARE JOBBERS' ASSOCIATION.

Surrounded by the most perfect conditions imaginable, and under the most favorable auspices, the Eleventh Annual Convention of the Southern Hardware Jobbers' Association was



held at Battery Park Hotel, Asheville, N. C., on Tuesday, June 4, and the three succeeding days, and now forms part of convention history. No more attractive spot could have been found for the purpose than the place selected. It was

occasion one of the happiest of functions, and aided by their enjoyment in inspiring their escorts in the fullest sense with the true characteristics of a Southern welcome. The visitors were all received in the most cordial manner, made doubly memorable by the numerous courtesies and entertainments provided for their reception.

The officers and members, the many guests who formed part of the grand assemblage, the bright and lovely faces of the throng of wives and daughters who were present, rivalled each other in the ever-existing desire to make the affair one long to be remembered as the crowning act of Southern hospitality, in which the heart goes with the hand in a fraternal grasp that lives in memory forever after.

The hotel selected, one of the most picturesque in architectural beauty and superiority, in point of location, in the South, helped materially to advance the general comfort of the gathering. Mine Host McKissick was untiring in his efforts to add to the continued comfort of his guests, and the resources of his immense hostelry were called into action with a completeness worthy of mention in order that contentment and comfort should be the inspiring motives underlying the great amount of labor made necessary to accomplish it.

The preparations for the proper care and entertainment of the convention and the happy delegates that formed its personnel were delegated to one of the most distinguished reception committees possible for such an occasion. It represented all the leading manufacturers, more especially those who at present enjoy the most fraternal relations with the jobbing trade of the South. It had a Chairman in Irby Bennett, who, from long familiarity with its many obligations, was indefatigable in the work from which was achieved the success so happily noted.

The following list comprises the officers, standing committees and members of the Southern Hardware Jobbers' Association for 1900-1901:

### OFFICERS, 1900-1901.

President: J. D. Moore, Moore & Handley Hardware Co., Birmingham, Ala.

First Vice-President: C. E. Speer, Speer Hardware Co., Fort Smith, Ark.

Second Vice-President: F. A. Heitmann, F. W. Heitmann & Co., Houston, Texas.

Secretary-Treasurer: C. B. Carter, Russell Building, Knoxville, Tenn.

Executive Committee: W. M. Crumley, Beck & Gregg Hardware Co., Atlanta, Ga.; O. B. Barker, Barker-Jennings Hardware Co., Lynchburg, Va.; G. W. Barnett, Teague, Bar-



BATTERY PARK HOTEL.

nett & Co., Montgomery, Ala.; Chas. H. Ireland, Odell Hardware Co., Greensboro, N. C.

Transportation Committee: W. E. Newill, King Hardware Co., Atlanta; John Donnan, W. S. Donnan & Co., Richmond; W. H. Kettig, Milner & Kettig Co., Birmingham.

filled with objects of interest to enable the committees to do their share of entertaining the delegates. Obeying the mandates of the convention, the ladies who accepted the invitation, upwards of thirty of them, inspired by the grandly exceptional weather which graced the proceedings, found the

**Manufacturers' Committee:** C. H. Ireland, Odell Hardware Co., Greensboro; B. F. Eshleman, Stauffer, Eshleman & Co., New Orleans; A. B. Palmer, Palmer Hardware Co., Savannah.

**Grievance Committee:** R. C. Carson, Charlotte Hardware Co., Charlotte; P. G. Wall, Knight & Wall Co., Tampa; J. C. Bering, Bering-Cortes Hardware Co., Houston.

**Press Committee:** F. P. May, F. P. May & Co., Washington; Thos. W. Fritts, Tom Fritts Hardware Co., Chattanooga; J. C. Sproull, Anniston Hardware Co., Anniston.

**Membership Committee:** Joseph Orgill, Orgill Bros. & Co., Memphis; R. F. Bell, R. E. Bell Hardware Co., Weatherford; H. G. Lipscomb, H. G. Lipscomb & Co., Nashville; J. J. Mandlebaum, Fones Bros. Hardware Co., Little Rock; W. A. Pleasants, W. A. Pleasants Hardware Co., Shreveport.

**Reception Committee:** Irby Bennett, Chairman, Winchester Repeating Arms Co.; S. B. Bispham, Russell & Erwin Mfg. Co.; R. P. Boyd, John H. Graham & Co.; R. D. Carver, Alabama Steel and Wire Co.; Percy C. Cauthorn, W. W. Crandall & Co.; Thos. Ellis, Iver Johnson Arms and Cycle Works; F. H. Forman, The American Steel and Wire Co.; C. M. Fouché, Crucible Steel Co. of America; L. C. Frazier, Birmingham, Ala.; J. S. French, The Peters Cartfillan, Bellefonte Iron Works Co.; J. J. Gilmore, American ridge Co.; Robert Garland, Standard Chain Co.; S. G. Gil Steel and Wire Co.; N. A. Gladding, E. C. Atkins & Co.; T. H. Gossett, Peck, Stow & Wilcox Co.; S. S. Gould, St. Louis Shovel Co.; Joseph H. Grubb, Hussey, Binns & Co.; Frank Guildener, Sargent & Co.; D. P. Hale, Standard Wheel Co.; George H. Harper, Clendenin Bros.; George L. Haven, P. & F. Corbin; B. A. Hawley, Russell & Erwin Mfg. Co.; J. Hildreth, Jr., Winchester Repeating Arms Co.; G. B. Hobson, Tredegar Iron Works; John Hoen, Henry Keidel & Co.; Jos. M. Hottel, G. & H. Barnett; Fred. M. Huggins, Landers, Frary & Clark; Arthur S. Jones, Indiana Mfg. Co.; James P. Kelly, Kelly Axe Mfg. Co.; Geo. L. Knight, Tubular Rivet and Stud Co.; Geo. W. Lee, Eberhard Mfg. Co.; Felix B. Lippman, Adolph Kastor & Bro.; Carl T. McKinnie, Stanley Works; John J. Mapp, National Enameling and Stamping Co.; O. C. Mead, Mead & Smith; Guy Mitchell, Beers & Mitchell; V. A. Moore, V. A. Moore & Co.; W. J. Orr, Old Dominion Iron and Nail Works Co.; J. B. Parent, Yale & Towne Mfg. Co.; Henry F. Reese, The Fairbanks Co.; John S. Sanders, Union Metallic Cartridge Co.; John F. Schroeder, Henry Keidel & Co.; Fred. S. Seeley, Wiebusch & Hilger; W. T. Shannon, American Sheet Steel Co.; W. P. Smith, Mead & Smith; Dan. K. Stucki, Terra Haute Shovel and Tool Co.; J. P. Tabb, Tabb Bros. & Co.; L. D. Vogel, Charter Oak Stove and Range Co.; D. M. Walke, Keen & Hagerty Mfg. Co.; F. C. Wheeler, Hermann Boker & Co.; Chas. H. Wier, Wier & Wilson; John K. Wilson, Wier & Wilson.

**Sergeant-at-Arms:** H. H. Beers, Beers & Mitchell.

#### MEMBERSHIP OF THE SOUTHERN HARDWARE JOBBERS' ASSOCIATION.

**Alabama.** Anniston Hardware Co., Anniston; Mayberry Hardware Co., Birmingham; May & Thomas Hardware Co., Birmingham; Milner & Kettig Co., Birmingham; Moore & Handley Hardware Co., Birmingham; Paden-Ewing Hardware Co., Gadsden; Cunningham Hardware Co., Mobile; D. M. Snow & Co., Montgomery; Teague, Barnett & Co., Montgomery; Teague & Sons, Montgomery; Tullis Hardware Co., Montgomery; Allen & Jemison Co., Tuscaloosa.

**Arkansas.** Atkinson Hardware Co., Fort Smith; Ayers & Co., Fort Smith; Speer Hardware Co., Fort Smith; W. W. Dickinson Hardware Co., Little Rock; Fones Bros. Hardware Co., Little Rock; Fox Bros., Pine Bluff.

**District of Columbia.** F. P. May & Co., Washington.

**Florida.** The S. B. Hubbard Co., Jacksonville; Knight & Wall Co., Tampa.

**Georgia.** Athens Hardware Co., Athens; T. Fleming & Sons, Athens; Deveney, Hood & Co., Augusta; Anderson Hardware Co., Atlanta; E. C. Atkins & Co., Atlanta; Beck & Gregg Hardware Co., Atlanta; Dinkins & Davidson, Atlanta; King Hardware Co., Atlanta; Dunlap Hardware Co., Macon; Griffin Hardware Co., Rome; Rome Hardware Co., Rome; Edward Lovell's Sons, Savannah; Palmer Hardware Co., Savannah; J. D. Weed & Co., Savannah.

**Indian Territory.** Turner Hardware Co., Muskogee.

**Louisiana.** A. Baldwin & Co., New Orleans; Stauffer, Eshleman & Co., New Orleans; W. A. Pleasants Hardware Co., Shreveport.

**Mississippi.** Baker & McDowell Hardware Co., Natchez; Louis Hoffman Hardware Co., Vicksburg.

**North Carolina.** Charlotte Hardware Co., Charlotte; Odell Hardware Co., Greensboro.

**South Carolina.** Marshall, Wescoat & Co., Charleston.

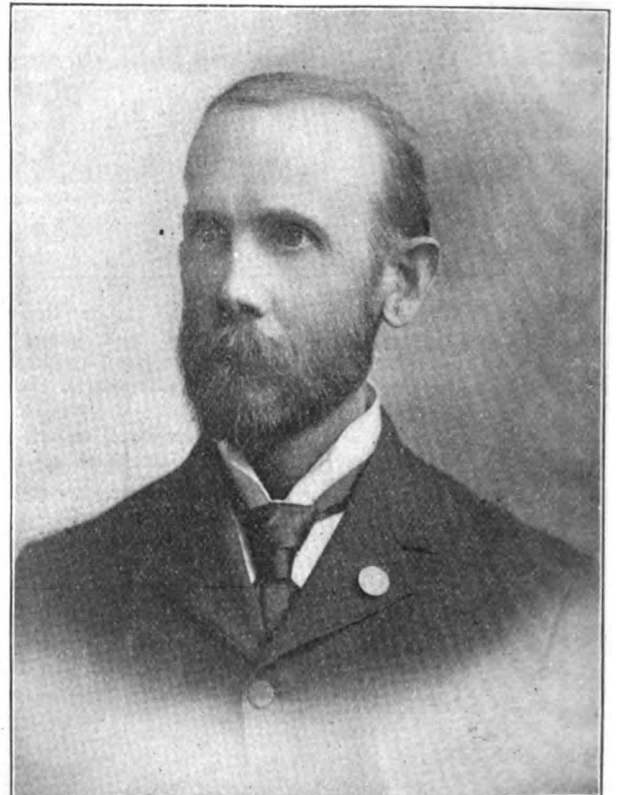
**Tennessee.** Mitchell-Powers Hardware Co., Bristol; Tom Fritts Hardware Co., Chattanooga; Magill Hardware Co., Chattanooga; S. B. Luttrell & Co., Knoxville; C. M. McClung & Co., Knoxville; Woodruff Hardware Co., Knoxville; E. C. Atkins & Co., Memphis; Manogue-Pigeon Iron Co., Memphis; Orgill Bros. & Co., Memphis; Thomas, Barnes & Miller, Memphis; J. H. Fall & Co., Nashville; H. G. Lipscomb & Co., Nashville.

**Texas.** Ed. S. Hughes & Co., Abilene; Moroney Hardware Co., Dallas; F. W. Heitmann & Co., Houston; Bering-Cortes Hardware Co., Houston; H. S. Bettes Hardware Co., Paris; Elmendorf & Co., San Antonio; Roberts, Sanford & Taylor Co., Sherman; Eikel-Breustedt Co., Waco; McLendon, Duncan & Co., Waco; R. E. Bell Hardware Co., Weatherford.

**Virginia.** Piedmont Hardware Co., Danville; Barker-Jennings Hardware Co., Lynchburg; Clark Hardware Co., Lynchburg; Paul R. Howard Hardware Co., Norfolk; Watters & Martin, Norfolk; Charles Leonard, Petersburg; W. S. Donnan & Co., Richmond; Watkins-Cottrell Co., Richmond.

#### TUESDAY MORNING SESSION.

The first session of the Convention was held in the Ball Room of the Battery Park Hotel on Tuesday morning, June 4th, the proceedings opening at 10:30, upwards of 40 delegates being present; also a large number of invited guests, and the event was made more than usually interesting by the presence of a number of ladies. The unavoidable absence of Vice-President Speer was noted with regret by those present. The president, in announcing the opening of the Convention, invited all present to unite in singing "America," which was done. The roll call was next in order, and it was found on reading the same that few delegates were absent. President Moore then proceeded to deliver his Address of Welcome.



PRESIDENT JAMES D. MOORE.

#### ADDRESS OF WELCOME BY PRESIDENT MOORE.

After the calling of the roll had been proceeded with, President Moore welcomed the delegates in the following enjoyable manner:

Ladies and Gentlemen: By virtue of my position, it becomes my duty from which I derive pleasure, of extending to you a cordial welcome to this, the opening of our Eleventh Annual Convention.

This is the land of the sky, and we have made a good start toward the happy place where all the good people go and

which is understood to be situated on high. May we finally complete the journey by going all the way and may not one of this goodly crowd be left behind. I rejoice to see so many ladies who have come to cheer us while we are studying the laws of trade and cultivating the laws of good fellowship, which shall in some degree soften the rough, keen edges of fierce competition and make business more pleasant and more profitable. You notice I emphasize the more profitable since this is important in making a success.

You may think it a little singular that an Alabamian has come to North Carolina to welcome people to her soil and extend the freedom of her privileges, but I feel that I have some right here. My maternal great-grandfather, George Dismukes, was a pioneer in this State, and was major in the Revolutionary War and helped to win some of the liberties we all enjoy. My father was born in this State and used to entertain his children around the fireside of a wintry evening, and we enjoyed the bright blaze of the Georgia pine knots under the large sticks of wood in the old-time fireplace with the wonderful stories of the great people and the great things he saw and learned when in this old North State when a boy. This has long made me want to climb her hills, drink her pure clear water, and fill my lungs with her abundance of ozone which renews our youth and keeps us ever young.

Here we are in the leafy month of June, met under auspicious circumstances in the Mecca of health, surrounded by all that is pleasant, to study how to make life more agreeable and profit by the exchange of ideas which are the soul of good business. We are glad to see the Manufacturers and have them come to renew their friendship and make them stronger than ever and give us the benefit of their presence and their counsel. The Manufacturers and Jobbers are necessary to each other and can help each other by cultivating close friendship, and we are glad to see this recognized by your presence among us. We would not be happy without you, and we want you to have a good time. We are glad to see and welcome the large body of commercial travelers whose business it is to mediate between the Manufacturers and Jobbers. He is essential to both.

A few years ago, when the great combinations or consolidations began forming, which have not yet ceased, we all wondered what was to become of the commercial travelers and thought at first there would be no longer need of him, but we are glad to find that we were mistaken and that there has never been found any agency so potent as the audible, living voice as a mediator between the Manufacturer and the distributor.

We hope while we continue in business that there will never be found anything to take his place. Some of our strongest friendships and warmest attachments are found among these men. I am glad to have them come to see me, and I am glad to have them here to take part in these, our annual conventions.

So, ladies and gentlemen, I am commissioned to extend to you all a most hearty welcome and bid you have a royal good time and take away from this place only the most happy recollections.

I now commend you to our most excellent Entertainment Committee, of which Irby Bennett is chairman. He has served in this capacity since our organization was first started and all of those who have attended our former meetings and observed his excellent work will, I am sure, agree with me that he is the right man in the right place. You will observe the other members of the committee by their badges, and I am sure that any of these ladies or gentlemen will consider it a favor to have you make any request of them that will add to your pleasure while here. I am glad to note that we have this year added a new departure from former customs and have a committee of local ladies who will be glad to assist in making the occasion even more pleasant for the ladies and others.

At the conclusion of the president's address, which was received with the usual marks of the Convention's favor, L. M. Bourne, the Corporation Counsel of the city of Asheville, was introduced and delivered the following very able address on the subject of "Asheville:"

#### ADDRESS OF LOUIS M. BOURNE.

Mr. President, Members of the Southern Hardware Jobbers' Association, Ladies and Gentlemen:

I don't know why but it is a fact, nevertheless, that since your kind invitation to me to make this address became generally known, my friends have persisted in discussing the comparative methods of hard wares and soft wares and have even attempted repeatedly to illustrate the superior virtues of soft wares. As I am a firm believer in the principle that both sides of any question are entitled to a patient and an in-

telligent hearing, I have submitted to this discussion and swallowed their illustrations to the fullest extent desired by my friends. It is needless to say that as a preliminary to this illustration, of which I have been the more or less unfortunate victim, the famous and historical expression of the Governor of North Carolina to the Governor of South Carolina has been repeatedly invoked. And I want to say right here that I am deeply grateful to a vigorous physical constitution for my ability to appear before you to-day, so strenuous has waxed the argument and so plentiful have been the illustrations. But I do not mean by anything I have said or am about to say to discourage my friends or disparage their efforts; on the contrary, I want it distinctly understood that I am still *unconvinced* and in a receptive frame of mind and body.

But seriously, my friends, we have all been looking forward with bright anticipations to this occasion. Asheville is glad to welcome you and hopes to treat you in such a kindly and sympathetic spirit that you will return to your homes with good reports of her bountiful and cheerful hospitality. Confidently believing that this will be the result, and that this result will speak more eloquently than anything I can say of her virtues as the queenliest city of our beautiful Southland, I am almost constrained to silence by my confidence. But lest it be said or thought by others that one of her sons and loyal subjects when given by your grace an opportunity to extol her virtues, held his tongue because of the meagreness of his subject, I speak to you now.

Asheville appreciates the honor conferred in her selection as the place of your annual gathering together. Though she has been often honored by those in other walks of life, she cheerfully acknowledges her appreciation of the distinction unmistakably indicated in the choice of business men who are an important part and parcel of the industrial activities of a remarkable age. And permit me to say right here that I feel assured that this selection was due, no doubt, to an intelligent exercise of that good judgment which has been so often and so successfully invoked in your business affairs.

Asheville is the capital city of Buncombe County, a county that has given a local habitation and a name to a method of argument that, though ordinarily spoken of disparagingly, yet in its analysis, is anything but base or low. Remember, my friends, when any one accuses you of speaking for Buncombe, even though he intends to disparage your effort, yet he simply means that you are talking for the benefit of those who are nearest and dearest to you, and who deserve your best thought and best talk. And I have no doubt there will be much Buncombe talk at this re-union.

This is the home of the immortal Vance, of Clingman, of Merrimon and others who in the national arena illustrated and emphasized the virtues of Southern statemanship in days that tried men's souls.

Here is the central point in the beautiful plateau that extends from the restful Ridge of Blue on the East to the grand and solemn Smokies rising, "distinct as the billows but one as the sea," to the West. Here, indeed, one can commune with Nature and enjoy her multitudinous solitudes, and yet not walk a bowshot from the trolley-car or the automobile.

Here you tread the sacred soil of the city that enjoys the unique distinction (and I pause that the emphasis may sink into your souls) of having passed and enforced the *first* anti-expectoration ordinance that was ever adopted in a municipality of America, if not of the world. You may not appreciate this momentous achievement, but the medical world is singing her praises because thereof and progressive towns and cities all over the country are following her example.

Asheville is the city in the shadow of whose walls is the house that Vanderbilt, and immediately to the south of which he Biltmore.

Asheville is a city of hotels, boarding-houses and doctors. The hotels and boarding-houses are for the accommodation of the strangers within our gates, as are the doctors. No one who lives here ever gets sick, possibly out of fear of the doctors, and none such ever die, I know, out of fear of the undertakers. Indeed, Asheville is a fine place to live in but a mighty poor place to die in. Really, the doctors here have nothing to do but watch their patients and see them gradually get well. But this watching is sometimes remunerative, and this accounts for the number of doctors here. There is one physician who lived and practiced here for a long time and the influence of the profession here was so beneficent and liberalizing that he is now suing the estate of his last patient up in Pennsylvania for a modest fee amounting to only *seven hundred and fifty thousand dollars*. It is needless to say he has the sympathy and good wishes of his professional brethren here.



Asheville has the most gorgeous scenery, the purest air, the finest water (and this always did seem to me to be unappreciated except for bathing and laundry purposes and washing dishes) and the most exhilarating mountain dew that was ever distilled by nature or man. And if you don't believe this last assertion, I commend you to the tender ministrations of the soft ware men who will fill you with conviction and later with—regrets!

I must not fail to mention before closing this tribute to Asheville's glories that here is the home of the Battery Park Hotel and of the finest Mein Host in charge that ever abandoned the certain rewards of newspaper work for the more Christian life of ministering to the hunger and thirst of the needy multitude.

Here the head of the tired and weary need not go pillowless; here can be satiated the wants of the hungry; and here just as soon as our immense auditorium with a seating capacity of three thousand people has been finished in the early Autumn, can be accommodated the largest bodies that meet in convention in the United States. Then indeed, will our title of Chief Convention City of the South be changed and will thereafter read Chief Convention City of the Union. Then we can read our title clear with none to dispute our claim. And with a population of fifteen thousand, and paved streets aggregating more than ten miles within the city limits, with an auditorium suited to the needs of the greatest organizations of the world, what city in all our broad land will dare enter the lists with Asheville when she goes to seek a convention!

All these things have made Asheville great and glorious and celebrated throughout the length and breadth of our land. But these things do not constitute her chiefest glory, the crown that makes her the Queen of the Resorts of the World with none her claims to contest.

Her chiefest glory is that here, in the shadow of Pisgah, is the *Promised Land* where the sick, the tired and weary and those who are heavy laden may come for rest and health. Oh, think of it! How much of happiness is locked up in those two words *Rest and Health*. And think further on it—that Asheville is the key to that lock. How richly endowed she is by Nature and by Nature's God. What a wealth of Divine Love is revealed in this goodly heritage. It moveth us who live here everlastingly to gratitude to Him who doeth all things well.

And in closing, permit me to express the hope that you and yours in tarrying here only a while far from the cares and wears, the hurries and worries of business life may find, even if for only a moment, some of that rest in which is much strength for the fray! If that be your good fortune, you scarcely need to remember this feeble effort of mine. Asheville will live in your memory forever and forever!

Col. B. F. Eshleman, of Stauffer, Eshleman & Co., New Orleans, then delivered an eloquent Address of Welcome to the Manufacturers present, speaking as follows:

#### ADDRESS OF COL. B. F. ESHLEMAN.

Mr. President, Ladies and Gentlemen:

When I received the invitation to say a few words of welcome to the Manufacturers, I noticed our worthy Secretary, no doubt out of consideration for your patience and endurance, emphasized "few words," and reminded me that it would not take much time to prepare a short address. If an apology for brevity were necessary, this would be sufficient, but, I am well aware that none is needed. The average business man has no time to elaborate. The unembellished, bald facts suit his purpose better.

In extending to you on the part of the Southern Hardware Jobbers' Association a cordial welcome to our Eleventh Annual Convention, I realize the fact that we are grasping the hands of men of power and influence, without whom the wheels of commerce would cease to revolve and our country become bankrupt. We are proud to look upon so many splendidly built, intellectually headed, fine faced, well groomed gentlemen, from the East, West, North and South, representing the brains that have placed this country alongside of and equal to the oldest nations on the globe. We are pleased that our Southland is doing her part in this development. A century ago when our country was yet in its infancy, New Englanders turned their attention to manufacturing, while the Southerners more favored in soil and climate chose then the more frugal life of farming. They sold their cotton to foreigners and Eastern manufacturers who, in turn, sent it back to the South in manufactured goods produced by their skill. Thus the North was built up and became rich, while the Southern planter was content to live an aristocratic life at home during the Winter, and go North and abroad to spend his money in the Summer. A higher

standard of education among the masses in the manufacturing States than in the agricultural districts was necessary and was soon provided by their system of public schools and colleges. The negroes were not suited for mill work and were sent South to the cotton fields. Slavery became unprofitable in the manufacturing States and was in time abolished. This was prior to the days of "the irrepressible conflict," when sentiment did not cut much of a figure in the slavery question.

If time permitted, it would be interesting to go back a hundred years and trace the development of our country and consider the part contributed by the manufacturers. "Necessity is the mother of invention." The American manufacturer, forced to compete with the cheap labor in foreign countries, put his wits to work and invented machinery whereby one man could do the work of ten, twenty or more, while other great American minds as Morse and Edison, were working out great problems that were to revolutionize the whole world. American inventive genius has contributed more to the advancement of civilization during the century just passed than the whole world in many hundreds of years, if we except the invention of printing.

During the past twenty years the South has made rapid strides in manufacturing industries. Before the Civil War there was an apparent lack of enterprise that was not understood, and when our differences led to a clash of arms, the North expected an easy victory over a people without the means of producing the many articles necessary to carry on a great war. Necessity again forced the issue and proved to the world that the Southern people were also Americans. In a short time they were manufacturing powder, shot and shell, and also guns when the enemy failed to supply us with them, fast enough. Thus the Southerners learned a most important lesson, which after the blessing of peace dawned upon them, they did not fail to profit by. Instead of giving their time wholly to agricultural pursuits, they turned their attention to manufacturing. But recently the National Cotton Manufacturers held their annual meeting at Charlotte, N. C. This was not surprising when we consider the great development in this industry in the South and particularly in this State. Twenty years ago there were 180 small cotton mills aggregating nearly 5,000,000 spindles.

The great development in the Iron interest is well known to you, hence I will not weary you with statistics.

Your eyes are not shut to a number of other interests, in which you as manufacturers furnishing the necessary machinery are interested, viz., Wool Mills, Flour Mills, Furniture Factories, Saw Mills, Tobacco Factories and many other which, with the oil fields of Texas and Louisiana to cheapen fuel, is making the South the ideal spot for the investment of Northern capital.

In conclusion, we are happy to meet you in the mountains of this grand old State whose people were among the first in 1774, to demand justice at the hands of the Mother Country, and failing therein, to join the other colonies in 1776, in the Declaration of Independence; in the midst of a heroic and noble people, who sent One Hundred and Twenty-seven Thousand men to the field of battle in defence of principles they believed to be right; and when, after a most sanguine and gigantic struggle, in which was sacrificed their best blood, it seemed to them the "God of Battle" was not on their side, and realizing that the destiny of the nation was wielded by a Higher Hand and Stronger Arm than that of man, had the moral courage, in tears, but in good faith, to furl the cherished flag, thenceforth knowing no North, no South, but a common country under the glorious banner of the Stars and Stripes.

It gives me unfeigned pleasure to be the medium through which this cordial welcome is extended to you.

I thank you for your attention.

The address of Col. Eshleman was received by the Convention with every indication of pleasure, and Webster R. Walkley, of the Peck, Stow & Wilcox Co., New York City, responded to the same in a very feeling and eloquent manner. In fact, his address, which was entirely in poetical measure, received almost breathless attention, and at its close created an ovation of admiration. We give a number of extracts from this poetical effort, and it may safely be said from the exquisite manner in which the thoughts were expressed, Mr. Walkley deserves the high honor he has had given him of being the "Poet Laureate of the Hardware Industry."

#### ADDRESS OF WEBSTER ROGERS WALKLEY.

It is a Summer day. The air is filled with sweet perfume, The buttercups are laughing, and the daisies are in bloom.

Once and once again, to me great kindness have you shown;  
I come to greet dear friends mid all this charming beauty,  
Where Nature paints its glories, not in flower and shrub  
alone  
But where mountain peaks sublime point the way to duty.

Mr. President:

When one's elected to preside  
O'er a body democratic,  
Some one is very apt to chide  
Or call the choice, at least, erratic.

\* \* \* \* \*

Our better thoughts reach up to Heaven,  
Our better lives touch kingly souls.  
The brightest jewel God has given  
Is friendship pure which love controls.

Mid all the cares of business life,  
Such noble thoughts have been thy aim.  
A soldier still in eager strife—  
Thou lovest best an honored name.

Ladies:

Bright and fair as the morning's dawn  
Radiant in beauty as the flowers on the lawn  
Enchanting, entrancing like fairies of old,  
Thy charms indescribable ne'er can be told.  
You lend your presence to this scene and grace this opening  
hour.

To these orators you've given fire of eloquence and power.  
They knew not whence this unrevealed spirit came  
Until they caught your glance, and saw your eyes aflame  
With love and pride. These give men strength in every land  
To crush the wrong, uphold the right, and lift a victor's  
valiant hand.

Thus to you I make my bow. You say 'tis but an old man's  
greeting,  
Yet I bring a lover's heart, and perchance from out this  
meeting  
I may catch the fire of youth. So young men should count  
the cost,  
For I have known some older men to win what younger men  
have lost.

Gentlemen:

This word seems cold on a morning like this  
While you sit in the sunshine of heavenly bliss.  
Are your thoughts on the trade which you lovingly cherish,  
Or on the fragrance of flowers which vanish and perish?  
What rest one can find in the shadows of mountains,  
What peace to the soul by life-giving fountains!  
In the Dream-Land of love do you wander again,  
Forgetting the present yet remembering when  
The smiles on these faces made lighter your task,  
And the Hope of great joy tore off your heart's mask.  
You come as working men to lay foundations broad and deep,  
To discuss with others how to best maintain and keep  
Fair prices and fair profits for your capital employed  
That old age may have some pleasures which others have  
enjoyed.

\* \* \* \* \*

Now how perfunctory and chill  
These words—they do not even thrill  
The heart nor stir the springs of life.  
From out the world's commingling strife  
What shall be my theme? A reply  
To these welcome words? You say aye.  
Then I must speak for Northern men,  
And say what I have said, again.  
There is no North. There is no South.  
From that majestic river's mouth,  
Which flows from bubbling spring to sea,  
A voice—one Country 'tis of thee  
Our land, the Land of Liberty,  
Of thee I speak. Our hearts rejoice,  
Our lips breathe praise—we lift our voice  
In prayer and song—the chorus rings,  
The People rule—they are its kings.  
As citizens of this broad land,  
We take each other by the hand  
And feel that kinship of the soul  
Which makes of States a Union whole.

I wish I could speak each man's name  
In all this gathered throng,  
I'd write it high on scroll of fame,  
And thus conclude my song.

For where in all this goodly land  
Such manhood will you find,  
Or such extended welcome hand  
Which ties of friendship bind?

Love conquers figures all the time  
Business toils for beauty,  
A sacrifice is oft sublime  
When made in line of duty.

These manly men of manly parts,  
Figure discounts often;  
Yet Cupid's arrows reach their hearts,  
And all the hard lines soften.

I bring glad tidings from the hills of the Northland.  
I bring Spring flowers from the garden of pines,  
I bring to thee, brothers, who dwell in the Southland,  
Hopes of rich fruitage from Prosperity's vines.



WEBSTER R. WALKLEY.

We hear the sweet notes of the birds of the Spring time,  
The song of the brook rushing on in its glee,  
We look up at the mountains and call them sublime;  
At rivers which run to fill up the sea.

I can tell of the music of hammer and saw,  
Of the sowing of seed in fields well tilled,  
Of sermons in churches and of summons at law,  
And coffers which now are rapidly filled.

I might sing you a song of some lover's wild dream  
And tell you how Enoch won a fair maid,  
But the song is quite old and each of you seem  
To have sung the same notes 'neath the mistletoe's shade.

I bring the fragrance of sweet scented flowers,  
The buds and blossoms of Winter's hopes;  
I bring the year's record of fast fleeting hours  
And the songs of the harvest which Summer evokes.

I bring you glad tidings of a Nation at peace,  
Its rule most benignant, its people content.  
The soil yields the farmer abundant increase—  
We thank the All Giver for the blessings He's sent.

We bring you glad tidings of a country at peace—  
The drum beat of war no longer is heard,  
Yet the songs of her triumphs shall ever increase,  
Awaking sweet music like the notes of a bird.

From river and mountain, from hill and from glen,  
A voice of thanksgiving ascends to the skies;  
To Him who hath made us the ruler of men,  
Our praise in grand chorus shall ever arise.

I bring the sweet music of spindle and loom,  
Of the anvil and plough of the mill and the shop;  
Industry still builds to give Enterprise room,  
Shall the march of our Progress never find stop?

The flowers of the Spring time with the love of our hearts,  
We bring to these toilers in life's busy fields.  
Their fragrance, the spirit which ever imparts  
The courage and valor, which true-heartedness yields.

The streams are still turning the wheels of the mill,  
The stones are still grinding the wheat of the field,  
Life's currents are running, but when 'tis God's will  
The heart shall cease beating; to Death must Life yield.

I plead for men of sterling worth,  
For business methods pure and clean,  
For honesty throughout the earth,  
For fairest dealing though unseen.

For weights and measures quite exact,  
For plan and purpose unobscured.  
For statements one will not retract,  
For noble triumphs thus secured.

I plead for men who think and act,  
Whose plans in life touch high ideals,  
Whose judgments rest on solid fact—  
Are not reversed by base appeals.

I plead for men though young in years  
To watch the rising star of hope;  
To struggle on through doubts and fears,  
Quite soon a brighter day will ope.

I plead for men who dare and do,  
Who shirk no toil that duty gives,  
Who ever to the Truth are true,  
And in whose hearts the Truth still lives.

The world needs men to till the soil,  
To sow the seed, to scatter grain,  
To reap rich harvests from their toil,  
To plough and plant and reap again.

The world needs men to build highways  
Across its plains and o'er its hills;  
Who count by deeds and not by days  
The place in life their being fills.

The world needs men upright and just,  
Who will their faith nor hope deny;  
Who in their Maker put their trust,  
And for His truth will gladly die.

\* \* \* \* \*

See, here and there a vacant chair!  
A face we've loved greets us no more.  
A voice we hear from over there,  
An echo from the other shore.

My heart is full of love  
To every one I greet;  
To me your fellowship  
Is calm and pure and sweet.

At every wedding feast  
I'll feel a welcome guest.  
In West or North or East,  
Your friendship seems the best.

In spirit will I come  
With bridal blossoms fair,  
And bring the richest gems  
A Southern bride may wear.

By every open grave  
In sorrow will I stand,  
When you've lost a brother,  
I'll give a brother's hand.

Your hopes and fears are mine,  
Your conquests and defeat.  
My prayers and tears are thine  
Until again we meet.

If across the River,  
Let's hope our work well done;  
There we'll praise the Giver  
For friendship here begun.

\* \* \* \* \*

Weaver at the loom of life, take good care  
That broken threads ne'er pass thy watchful eye.  
Note the shuttles backward, forward flying,  
Living best is best prepared for dying.

President Moore then proceeded to deliver his annual address, as follows:

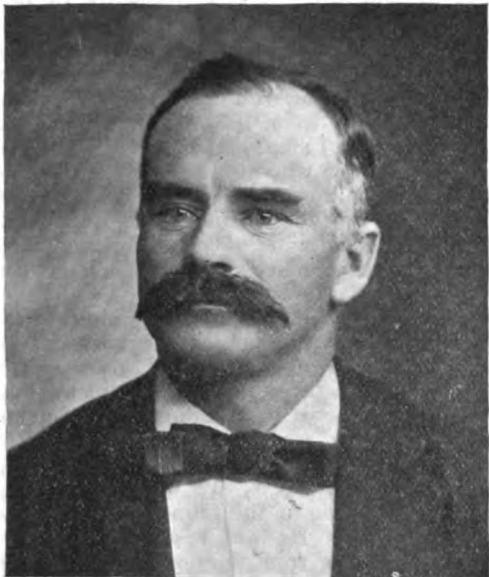
#### THE PRESIDENT'S ANNUAL ADDRESS.

Gentlemen of the Southern Hardware Jobbers' Association:  
I am pleased to see this large representative body, gathered from a territory bounded on the north and east by the Ohio and the Potomac, and on the southwest by the Rio Grande. We have turned aside from the active duties at home—traveled many miles in order to spend a week in the exchange of ideas and endeavor to better qualify ourselves for the work of the future. We have done this now for eleven years, and each year our numbers increase, which would indicate that we are making progress and that we have discovered the important lesson of helping ourselves most when we can help each other. When we started, the idea was abroad in the land that competitors in the same line of trade could not be close friends, but from experience and contact we have discovered something of the value of good fellowship. It is natural at this, our first meeting of the new century, that we stop and review what we have done in the past and see if we may find some lessons to guide us for the future. These are certainly wonderful times, and we are repeatedly surprised with changes in the industrial world, for which we know no precedent. Commerce seems to lead the way in teaching the great efficiency of co-operation and is giving many examples of how profitable it is to be united. We readily see the great power thus exerted and stand in awe and fear the vale rather than expect that good will come of them. So far, we have not seen any great evil except such as often follows genuine progress. We have been studying the great problem of industrial combinations for several years. They came upon us so unexpectedly and with such succession that we are stunned and bewildered. We feared that they meant great evil and have not yet fully satisfied ourselves whether they are a blessing or a curse. New ones continue to appear and give evidences of being permanent. They are the beginning of a new era. It behooves us to study them closely and see if there is any good in them. It may be profitable for us this morning to revert to the origin of the Southern Hardware Jobbers' Association and see what it was that gave us a start. My information is that just across the mountain here at Knoxville, about thirteen years ago, the jobbers of that enterprising city decided that they would form a local association with the idea in view of regulating prices and making them uniform, thus stimulating to excellence in service rather than cheaper price. The idea was good and worked well, but after a short while they discovered that more good could be obtained by extending their borders, and all the jobbers of the State met in Nashville to form a State association. Discussion developed that it was difficult to fix a boundary of their influence, and they decided to cover the entire field south of the Potomac and Ohio Rivers and christened it the Southern Hardware Jobbers' Association. So far as I know, this was the first Interstate Hardware Association formed in the United States, and as to what success we have had, you have but to view this large and representative gathering and inquire into our history. Our ideas have been endorsed until this broad land of ours, from the Atlantic to the Pacific, is covered with Hardware associations and the largest of them the National Hardware Association, which unites in one membership rep-



representatives from Maine to California and from the Lakes on the North to the Gulf on the South. The idea was too great to be bounded by such narrow confines, and it has gone over to our Canadian brethren on the North and also crossed the Atlantic to the British Isles and to Australia. The influence has not stopped here, but has extended to the retail Hardware trade, who have for some time been forming associations, and, more recently, they have organized a National association. May we not suppose that our good friends, the

other that shall send us home, resolved to excel, and that shall better equip us for the great problems that await us. Why should ten salesmen, representing the same line, be in the same town in one day? Why should North Carolina ship goods to Virginia and Virginia ship goods to North Carolina, thus wasting a useless freight charge on the same day? Why should Memphis ship the same kind of goods to Little Rock and Little Rock back to Memphis the same day? Why not let goods go from point of manufacture to nearest point of consumption, with least amount of freight charges? Cannot these questions be solved? The manufacturers are



VICE-PRESIDENT C. E. SPEER.

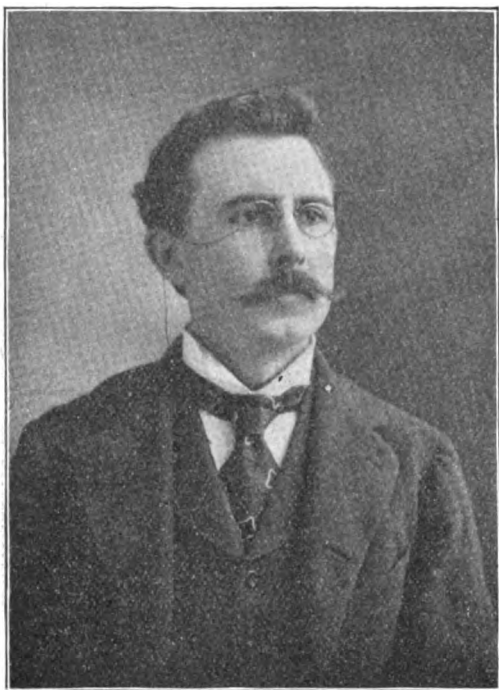
manufacturers, looked on for a while, and observing how good and pleasant it was for brethren to dwell together in unity, caught the idea and improved it, extending to a complete co-operation by selling out their unprofitable plants to each other and established a unity, placing their business on a more profitable basis? Just here, it will serve to illustrate my thought by telling an actual occurrence as related to me by a witness who was present in New York City, when the shovel makers met to fix prices. One of the manufacturers, whose profits had doubtless been small under old methods, was stopping at a cheap hotel, having his mail sent care of the Imperial Hotel and smoking Pittsburgh stogies that cost two for a nickel. The second meeting he stopped at the Imperial, smoked ten cent cigars and looked much better satisfied with the world. The third meeting he brought his wife and daughter, stopped at the Waldorf-Astoria and smoked twenty-five cent cigars and was liberal with them to his friends. You thus see the good fruits of better co-operation, from which I hope we may learn a lesson. It is useless to say that he and his friends could not be persuaded to return to the old paths, when each was fighting single-handed against the world. As a result of the many aggregations of capital, our country has taken her place as the leading exporting nation of the world and swapped sides of the ledger with the balance of trade. The balance of trade in our favor during the last three years has been about fifteen hundred millions and has resulted in bringing home many of our securities, and it is still so large that we hesitate to collect it all, lest we cripple our customers, and shut off trade. Hence, we shall turn creditor nation and loan what they owe us and collect the interest instead of paying interest, as once we did. Another solution is to buy up their great steamship lines with what they owe and thus solve the question of ocean freights without a subsidy, which has puzzled Congress to handle to the satisfaction of the people. Let us believe that as a preparation for the great work to be accomplished in the twentieth century that this great thought of co-operation has been given to the world and has started it on an era of prosperity for which we will search history in vain for a parallel. All this, too, within the history of our Association. I do not, of course, claim all this credit for our Association—far from it—but all I want to say in this connection is, that it comes largely of the spirit of co-operation of which our association was one of the first exponents and acted as a suggestion to start the work. What I have said will show you the possibilities of good ideas, well developed, and I trust each of you have come to the Convention, full of mature thought, and that you have something to give each



VICE-PRESIDENT F. A. HEITMANN.

solving them, why not we? We started the thought—they have taken it up and improved it. What we must have is a better unity, a more complete co-operation. I give you the thought—work it out. Our association was the first to regularly invite the manufacturers to our meetings and to take part in some of its discussions. We have not seen cause to regret this. We feel that the jobber and the manufacturer should be the best of friends and on the most friendly terms, for each needs the other. The legitimate sphere of the manufacturer is to produce and that of the jobber to distribute. The principles underlying each are different and require a different talent and a different ability. A man may be a good manufacturer, but a poor merchant, or a good merchant and know nothing of how to produce the goods. The best combination is the manufacturer to produce and the jobber to place before the trade. A man by making a specialty of selling and distributing can and should reduce the same to a fine art, and the same will apply to the producing of the goods. The principle underlying each is very different and requires a different talent. The natural and easy road is manufacturer to jobber, thence to retailer and to consumer, and the sooner we recognize this and become reconciled, the better for all, and we will thus preserve the underlying thought of all success—unity of action and purpose. There has never been a time when our members should take greater interest in association work. The evolutions of the commercial world are rapid and it requires the combined wisdom of all our best talent to forecast the near future and be ready for it. The tendency of trade seems to be to large sales and small profits. This requires that we be thoroughly intelligent about all the details. We cannot longer drift under old time methods when profits were large enough to take care of all the errors and leaks and leave a good margin. It appears that many of us make our prices based altogether on what our neighbor does, without knowing whether or not we can afford it. To correct this idea, our last convention passed a resolution that we would ascertain the cost of handling the several lines of goods, and judging by the responses our sec-

retary has had, we fear that not many of us have learned how much it costs to sell nails, bar iron, barbed wire or the various other lines of goods we handle. How many of us know what it costs to sell tin ware, or cutlery or guns and ammunition? I trust you have been giving this subject some good thought, and that during the sessions of our convention, you will be prepared to give us the benefit of what you have discovered. The two years just passed have been exceptional years in trade. The volume of trade has been large and the profits fair. Whether we are to have a succession of these years, we cannot tell. Let us hope that we will. We feel that the settlement of our financial system and the announcement to the world of our adoption of the best standard of money known to the world has had much to do with our prosperity. The intelligent merchant has recognized this all along and has given his influence to this end, and has done much to create the correct idea along this line. Perhaps this has made possible the formation of the great combinations of capital, resulting in the billion-dollar com-



SECRETARY-TREASURER C. B. CARTER.

bination upon which we at first looked with some fear and which we may yet be taught to look upon with more favor. So far, at least, we have not suffered the loss of any trade that has not returned to us in other ways. Laborers have found employment and that, too, at increased wages. The agriculturist has found a market for his surplus at better prices, and when taken altogether, some of the fruits have been good. So long as the fruits are good, let us not judge them unkindly. I know that it is a departure from all history, and we have no precedents to go by, and hence, we cannot predict with any degree of certainty the results. This bewilders us, and fills us with some trepidations and some fear that there is an element of danger. Instead of standing still and casting unkind epithets, let us apply this doctrine of full co-operation to our business and enlarge them and make them also the wonder of the world. We have recently had another short lesson in the study of panics. This time, the contest seemed to be between strong men who were able to lose large amounts without causing failure on their part. No doubt, many smaller men lost what they had; but perhaps the heaviest losses will never be reported. In this instance, the panic has wrought some good results and has doubtless checked the wild speculation in stocks which were getting too high and has driven investment away from the street to seek more legitimate channels and that, too, without any shock to the commercial world. Since that time, loans have been contracted and the reserve increased rapidly. I urge the jobbers of this association to give their loyal support to manufacturers who co-operate with them by giving them their trade and maintaining the full differentials provided. Do not let the thought that you buy cheaper and can distribute cheaper than your competitor lead you to invade his field with prices which are unprofitable. This will lead

to demoralization. We feel sure it is to the interest of the manufacturers to encourage this association, and we wish to thank them for what they have done in the past.

This association has done much to promote friendly relations between the jobber and the manufacturer and the benefits derived have been great. The great strikes which the cities and countries are now passing through suggest an inquiry into the prices for labor, and we will find that wages have been greatly increased in the last twenty years, and in some cases, almost doubled. It was a Frenchman with a genius for statistics who, several years ago, collected the wage figures of one hundred establishments in twenty-two different industries in the United States for a period of forty years, from 1850 to 1890, tabulating in the last year the wages of four million seven hundred thousand employees. He found that the average annual earnings of each man were in 1850 \$247, 1860 \$335, 1870 \$375, 1880 \$346 and 1890 \$484. This is a hopeful sign, and is encouraging to a large body of our countrymen who do much to produce good business. With the rapid improvement in machinery, the productive capacity of our country is greatly improved, and it does not require as long hours of labor and more time is left for mental and spiritual development, which we consider a hopeful sign of the times.

As to the details of what we have done since our last meeting, I will refer you to the secretary's report and to the report of our several standing committees, which are to follow.

For the first time in three years, it becomes the sad duty of your President to report the death of any of its members. Since our last meeting, we have been called to mourn the loss by death of one of your Executive Committee, W. E. Gibbins, Vice-President of W. W. Woodruff & Co., Knoxville, Tenn. He was one of the founders of our association and its first president. He was re-elected and served two terms, and after retiring from the presidency, he was elected to the Executive Committee, of which he remained a continuous member until the time of his death. Our association has lost in him one who loved it dearly and whose call to duty was ever obeyed. Harry A. Palmer, vice-president of Palmer Hardware Co., Savannah, Ga., was called next. His summons was rather sudden, while yet in the prime of life. All who had the privilege and pleasure of knowing him will mourn his loss as a faithful and true friend and as a noble man. Cartright Eustace, secretary and treasurer of A. Baldwin & Co., New Orleans, La., was taken next. I regret that I did not have the pleasure of an acquaintance with him. The fourth and last was E. C. Atkins, president of E. C. Atkins & Co., who died full of years and honors. He was widely known as a manufacturer of the well-known saws which are sold throughout the land and which bear his name. We have a memorial committee who will, at the appropriate time, give a more extended notice of these, our lamented brethren.

I desire to thank our Secretary, Mr. Carter, for his faithful and untiring labors in the interest of our Association and for his loyal and respectful support.

The members of the Executive Committee each have my sincere thanks for his counsel and support. I have, at all times, found them ready and willing to take up any work that would advance the good of our Association.

All the other officers have my thanks for their prompt attention to every call.

The president's address was followed by the report of the Reception Committee through its chairman, Irby Bennett, of the Winchester Repeating Arms Co., in which was stated that some changes were to be noted in the arrangement as originally laid out. He referred to the fact that on the evening of that day, Mr. McKissick, of the Battery Park Hotel, would tender the Association and its guests an entertainment, reception and dance in its hall.

This was followed by an informal reception to manufacturers, jobbers and visitors, which brought the first session of the day to a close.

#### EXECUTIVE SESSION.

In the afternoon an executive session was held, in which the minutes of the 1900 Convention were read, and C. B. Carter presented his annual report as secretary-treasurer. This was followed by the reports of the Transportation, Press, Grievance, Manufacturers', Membership and Executive committees. At this meeting a number of special committees were reported by the chairman of the Reception Committee as follows:

#### FLOOR COMMITTEE FOR DANCE TUESDAY EVENING.

T. H. Gossett, A. S. Jones, John Hoen, John Mapp, S. B. Bispham.

## INTRODUCTION COMMITTEE.

J. Wilson, O. C. Mead, J. M. Hottel, C. T. McKinnie, D. K. Stucki.

COMMITTEE IN CHARGE OF CARRIAGE DRIVE WEDNESDAY AFTERNOON  
AND TROLLEY RIDE FOR THURSDAY AFTERNOON.

W. H. Cole, E. M. Converse, Felix Lippmann, Geo. W. Lee, J. S. French.

COMMITTEE IN CHARGE OF PIGEON TOURNAMENT.

E. P. McKissick, J. S. Sander, Thomas Keller, W. J. Orr, L. D. Vogel.

## TUESDAY EVENING

was devoted to a reception and complimentary dance, which was tendered the delegates and visitors by E. P. McKissick, of the Battery Park Hotel, which was a very successful affair, and was in charge of T. H. Gossett, A. S. Jones, John Hoen, John Mapp, S. B. Bispham, acting as Floor Committee, and J. Wilson, O. C. Mead, J. M. Hottel, C. T. McKinnie and D. K. Stucki, forming an Introduction Committee. A number of invitations had been sent to leading citizens in Asheville, a large number of whom joined with the delegates and guests, participating in the Terpsichorean festivities until "the wee short hour ayont the twal'."

## WEDNESDAY MORNING SESSION.

This was designed to be a joint session of manufacturers, jobbers and their representatives, and as is usually the case, it was attended by every delegate that had arrived, and a full attendance of the manufacturers and their representatives.

A slight change was made in the programme, the opening address being made by W. M. Crumley, of Beck & Gregg Hardware Co., Atlanta, Ga., who addressed the convention on the

## POLICY, POTENCY AND PROFICIENCY

of the Southern Hardware Jobbers' Association, speaking as follows:

Mr. President, and Gentlemen of The Southern Hardware Jobbers' Association:

It is generally understood that you select your executive committee because of their good sense and judgment. I am afraid you will think they lacked both when they selected me to address you. However, I will try not to bring upon them any greater reproach than I can help by being as brief as possible in discussing the subject given me.

Do you realize that our beloved Southern land is the fairest country on which the sun shines? It is the home of a brave and hospitable people. It has produced the greatest soldiers and wisest statesmen the world has ever known. Words fail me when I would speak of our women—God bless them! No nation on the earth can surpass them in beauty, grace and goodness.

Our climate is unsurpassed; a soil that will yield a greater variety of crops with less labor than any part of the earth.

Our orchards are laden with luscious fruits that find their way to every market; the perfume of our flowers is wafted on every breeze; our fields whiten under the sun and starlight with a crop that last year brought us seven hundred and fifty-five millions. The bright sunlight and gentle breezes and rain from heaven wove into the yellow fields of corn, wheat, rice and tobacco a golden harvest that brought into our coffers five hundred millions of money.

One State alone in our Constellation with her great herds of cattle and fields of grain could feed the balance of the Southern States, and when fully developed, could feed all the States of the Union and possibly clothe them.

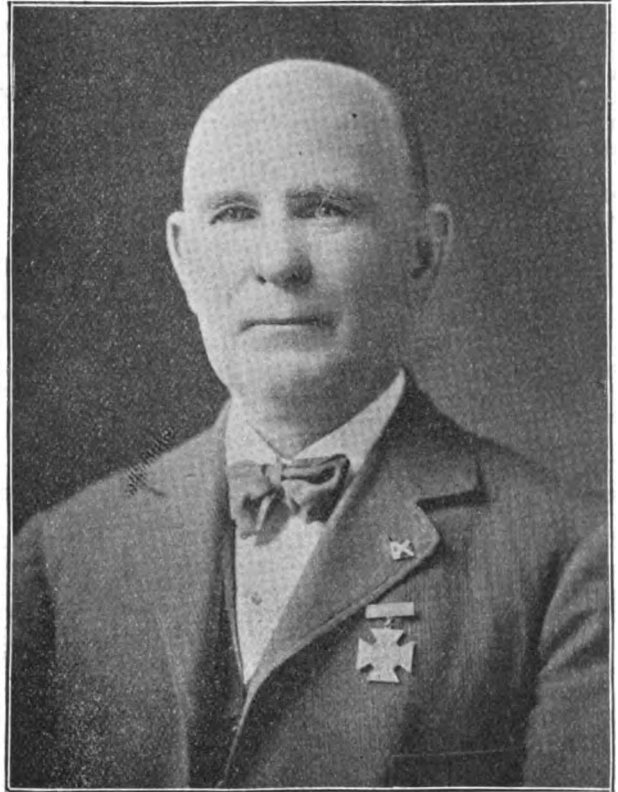
The smoke from the tobacco grown in Kentucky, Virginia and North Carolina curls over the heads of princes in their palaces and laborers in their cabins in every clime.

Our fruits and melons tickle the palate of all our Northern neighbors.

The timber in the South is equal in value to about half of all the remainder of the Union. We are now dictating to the world the price of iron and warming half the people of the country with our coal. I could weary you, if I have not already done so, with stupendous figures describing our wealth and advantages. I cannot close my remarks though without speaking of the beauty of our mountains where even liquor grows wild and mingles its aroma with the fragrance of the flowers that grow on the banks of every brawling mountain brook.

Now to apply all this to my subject from which I have wandered so far, our policy should be to utilize all the blessings God in His goodness has bestowed on our land, to its upbuilding and improvement; patronize home industries, giving them the preference always against foreign manu-

factories, thereby encouraging home capital to invest and inviting foreign capital to help build us up. We can best accomplish this by coming together as we are here, to discuss ways and means that will make our particular business a potential power for good in the building up of our whole section. I congratulate you upon belonging to the Hardware trade, for it is an evidence of your intelligence. It takes more brains and judgment to successfully run a Hardware business than any other; the time has been when "any old thing" could run a Hardware business successfully, for the



W. M. CRUMLEY, OF EXECUTIVE COMMITTEE.

profits were so large, but it is different now—it takes good judgment, and lots of it, and close figuring to arrive at the "true cost" of doing business and to enable you to declare a dividend.

You may say I have not stuck close to my text, nor have I very closely, but if you will study and practice the part of our Constitution contained in the following clause you will need no further discussion of the subject. This is the clause to which I refer:

"1st. The Southern Hardware Jobbers' Association shall be a permanent organization of the Hardware Jobbers of the South, for the purpose of promoting more intimate social relations among them and consequently a more friendly feeling.

"2d. To encourage and promote the commercial interests of the Hardware Jobbers of the South in every way possible.

"3d. To foster and encourage through social intercourse and united effort that which will insure our mutual benefit."

What can do more to this end than a united effort to build up our whole section?

The next paper to be read at this session was given by Robert Garland, of the Standard Chain Co., Pittsburg, who, on the subject of "Price Guarantees," held the attention of those present from the beginning to the close. We give the address as follows:

Address of Robert Garland, general manager of the Standard Chain Co., Pittsburg, on

## PRICE GUARANTEES.

We have all had more or less experience with guarantees in their different forms. Principal among these are:

Price Guaranteed.

Price Guaranteed against decline.

"Price Guaranteed," "Price Guaranteed against decline," expressed in a few words, but of great significance.

I venture to say that in the vocabulary in common use between Manufacturer and Jobber, there are no other sentences that can be placed on an order or on a contract that mean more. A stipulated price on such an order or contract



often means nothing; it is a secondary consideration, being something nominal, and not the invoicing or the settling price. From the Manufacturer's point of view, this broad form of guaranteeing, as it might be called, has its drawbacks, and these are serious. A Jobber will make out his order to a certain maker. He may even specify a preferred make or brand of goods, and with "Price Guaranteed," or "Price guaranteed against decline" stated thereon, he is in a position where he can apply a lower price received by him, perhaps under peculiar conditions. He may have received a quotation from another Manufacturer on a more favorable specification, or it may be the result of irresponsible competition. Goods of cheaper quality, or of untried make, may be offered, a new Richmond in the manufacturing field (and this is a crop that never fails), perhaps in ignorance of what his goods may cost him, may offer an enticing price for a first order. He will go to the Jobber, who, of course, has no compunction in beating him down; and the price so made, the manufacturer of already established goods is asked to meet, nor is he always asked. In a number of cases he first learns that he *must* meet, or is expected to meet, by having a deduction made on the remittance sheet. It can readily be seen that a number of such deductions, if allowed, will play havoc with the profits of a business. It may not occur to the Jobber that should he and his brother Jobbers place their orders with such parties, there might be difficulty in getting prompt shipment or standard goods, proper credit not being given the Manufacturer, who, in good faith, manufactures promptly, or ships from his stock on hand a standard article. This I maintain, gentlemen, is not legitimate trading.

These are only some of the instances that could be cited. It means the returning of checks, the carrying of unpaid balances, and correspondence on both sides, which takes time, and creates worry. Now and then a Jobber will be of the opinion that he is being discriminated against, and that his is an isolated case; but not so, where he has a few manufacturers from whom he buys a certain line, each Manufacturer will number his customers by the thousands, and this returning of checks, or carrying of outstanding balances is, *under such circumstances*, a matter of almost daily occurrence.

Now, while speaking of these broader forms of guarantees, it is but proper to say that there are some Jobbers who will always consider a guarantee of price against the Manufacturer's own decline, even if not so specifically stated. But, unfortunately, these gentlemen are few, and, of course, a Jobber should not be blamed for getting all he can.

We now come to another form of guarantee, which is generally expressed: "Price Guaranteed against Manufacturer's own decline." The words "up to date of shipment" are sometimes added to this form, and this is where it becomes susceptible to various meanings. The Manufacturer will contend that his lowest price *on or at* date of shipment should rule. Some Jobbers, however, go further and will ask for the benefit of the lowest price that ruled *between* the date of the placing of the order, and the date of shipment. As a consequence, we find guarantees worded "Price guaranteed *at* (instead of *up to*) date of shipment. A change in prepositions making them different propositions.

Broadly guaranteeing *up to* date of shipment on a contract or order contemplating say six months' delivery is, as can readily be seen, a serious matter to the Manufacturer, especially on a fluctuating market. He is then in a position, according to some authorities, where on such contracts all goods are sold at lowest price ruling during the period of contract, while as a matter of fact, the price at time contract was placed, and when contract was completed, might be very much higher. The fact is that, generally speaking, this matter of guaranteeing prices opens a *wide door*, and if it were done away with entirely, our trade relations would be smoother, more straightforward, and more business like. The Manufacturer of Hardware staples only hears of price guarantees when he sells the Jobber. In other words, he himself finds it impossible to make his purchases in this manner. In England *every order is a contract* just as "every tub stands on its own bottom." The British Manufacturer would not dream of guaranteeing prices any more than he would allow an order once placed to be cancelled. With our natural resources, improved machinery, and up-to-date facilities, we can outdistance England in the manufacturing field, yet in some points of trading, she is still our teacher, and her Manufacturers would hold up their hands in holy horror if it was even intimated that they should guarantee their prices. This, it seems to me, is an instance where some of us have been progressive in the wrong direction, having been overcome by the blandishments of our friend, the Jobber.

If the Manufacturer of staple goods could on his part purchase his billets, rods or wire, as the case may be, with price guaranteed, it would then be an easy matter to make guaranteeing general. But such is not the case. The buyer of raw material is not privileged to deduct a dollar a ton off the face of an invoice by claiming that "another Manufacturer has offered this price," or "this is made to meet one of your competitors." These phrases will appeal to you as being inventions of the Jobber. They do not emanate *from* the Manufacturer, but come *to* him. No, the buyer of raw material is *not* even allowed to *cancel an order on a declining market*, being held strictly to his contract to take out the last pound, no matter how much the market is off. If you, gentlemen, did not have the cancelling privilege you would consider yourself much abused, and here comes the question, "Do you on your part give your customers in the retail trade the benefit of a guarantee against your brother Jobbers?" "What is sauce for the goose is sauce for the gander." When it comes to price guarantees, the Manufacturers allowing same have evidently been the geese. Why should you not purchase your goods at a fixed price, and sell at a fixed price? We purchase our raw material, our fuel and our labor, all at fixed prices, and expect to make a fair margin of profit thereon. Just as the price on our raw material, fuel and labor is fixed, so should our selling price be fixed, and this rule should obtain in all trading. Like all questions, however, this has its two sides. On one side you will find arrayed the manu-



O. B. BARKER, OF EXECUTIVE COMMITTEE.

facturers or the sellers; on the other, the Jobbers, or the buyers, each looking at it from his own point of view, one considering guaranteeing as altogether obnoxious, and the other as something necessary. We should, therefore, strike a happy medium, and reach such a compromise as will be mutually satisfactory. It seems to me, therefore, that the Manufacturer, *if he give anything*, should not give more than a guarantee that *at* date of shipment if his price be lower, the Jobber will get the benefit of such lower price. Also giving him the privilege of timely cancellation of his order, if such order be for staple goods. If he has been quoted a lower price than the Manufacturer is willing to give, he has the privilege of cancellation. More than this should not be given on one side, nor should more be expected on the other, and if questions such as these, which might be called "points of variance" between the Manufacturer and Jobber were solved in a mutually satisfactory way, through the medium of our Hardware Jobbers' Association, and were then observed to the letter, much will be gained in the promotion of harmony in our business of trading one with the other.

#### REMARKS OF MR. IRELAND AND OTHERS.

Mr. President—Mr. Garland's speech seems to have struck the views of the jobbing portion of this audience at least. But we have another view of that thing. And I think we should go back and ask who is most capable of judging as to what the prices are to be, who fixes the price of the raw

material out of which these goods are made. I think it will be admitted by Mr. Garland even that the prices are generally fixed by the manufacturer, who buys the raw material from the smelters. The way in which these demands are created are largely due to the activity of the manufacturers themselves. I declare to you I do not believe I have ever had such a suggestion to come into my mind as to the guarantee of prices without having suggested to me on the part of the manufacturer: "Give me your business and I will control the price." Now it is this activity that has caused them to go out and solicit the trade before the season commences, and it is but natural to suppose that men who take all this risk to throw it in your hands, in the future you are going to give them some sort of protection. Now if these men who occupy positions like the Standard Chain Co. and corresponding companies do not know something about that, they have got nobody to blame but themselves. I am fully in sympathy with Mr. Garland that I do not think it is proper for any concern to take the position that because some irresponsible competitor comes along and gives a price after some standard manufacturer has made a price, that it is right to demand a change.

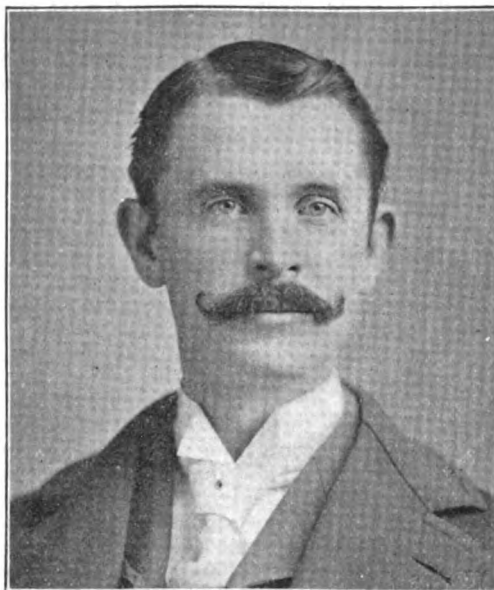
Another thing. There are other concerns who are considered a privileged class, whose business you are exceedingly anxious to get, and you go for it at whatever expense and you take that business with this understanding: I must have tonnage, I am going to have tonnage; I want that business and you must give it to me, and when you settle whatever the price goes to at the end of the season you shall have that protection back of it. You cannot injure the jobber without injuring the manufacturer, you cannot injure the manufacturer without injuring the jobber, and the sooner we learn to protect the interests of each other and to know that our interests are mutual, the quicker we will get to that place where we will not have those troubles to worry us. We are here for mutual advancement, mutual benefit, and I am glad that this question was brought up. I claim that it is possible for these men to correct these faults, and the only way to correct it is to concede that each man has a field of operation, and to stay in that field of operation, and not undertake to break over the bounds.

Mr. Crumley: I would like to emphasize one point my brother has made there, that the manufacturer is throwing the responsibility on the jobber. I think the manufacturer should go ahead and take the responsibility and manufacture the goods, and then let us draw on them as we need them.

Mr. Garland: In Mr. Ireland's remarks he seemed to place the responsibility of guaranteeing the prices more on the manufacturer than on the jobber, but I do not know that that is just exactly the case. I think the blame is probably equally divided. I do not know who was the first jobber that ever made a guarantee. But I think that really the jobber can be charged probably a little stronger than the manufacturer on those points, because I know for a fact that one of your associations did approach one of these so-called consolidations and ask them to go further and guarantee. Now some of us were asked to guarantee for ninety days after date of shipment. That was not business. I do not think that is good common sense, that after you ship the goods you guarantee them for some time afterwards. That did not come from the manufacturers. It came from the jobber. Therefore, I think the guaranteeing originated with the jobber.

Mr. Kettig: Mr. Chairman—Speaking from the jobber's standpoint, I do not believe it is to the interest of the jobber for the manufacturer to guarantee prices. I believe it is directly against the interest of the jobber. What the jobber wants is a stable market. Now if he goes to the manufacturer and places a large order on the guarantee of prices, suppose prices go up? Then what is his guarantee good for? He does not expect the manufacturer to raise his prices if prices go up. Now the point I want to make is this: If a jobber goes to the manufacturer and buys a large lot of material, a great deal more material than he can sell in his territory on the strength of the guarantee of prices, he has got nothing to lose, and if prices go up, he has everything to gain; and then he brings about this very trouble that Mr. Ireland is talking of, that is going into another jobber's territory and unloading a lot of goods that he bought unnecessarily. Mr. Chairman, I believe that every order should stick. (Applause.) I believe that every order placed by a jobber should be upon an absolute contract, and he ought to be compelled to take it, and ought not to be allowed to cancel an order. Now if the jobber understands that he has got to take the goods that he bought—the excess quantity of goods, if you please—if he understands that he has got to take that, he is not going to place such enormous orders and expect to unload them on some other jobber in a different section. He

hopes by some chance that the price on that article will go up and he will make some money, and if the price goes down he don't take the goods. Now I believe that most of the jobber's troubles in this particular line have been brought on by himself, and I, for one, would be very glad if every manufacturer would get together and say that a contract is a contract and an order is a contract, and they will have to take what they buy regardless of the price, whether it goes up or goes down, and I believe that would do more to prevent the demoralization of prices than anything else.



CHARLES H. IRELAND, OF EXECUTIVE COMMITTEE.

George W. Lee, representing the Eberhard Mfg. Co., Cleveland, Ohio, then addressed the Convention on the subject which had been allotted to him,

"The South, Socially and Commercially."

ADDRESS OF GEORGE W. LEE.

Gentlemen of the Southern Hardware Jobbers' Convention:

It affords me pleasure to again be with you here on the occasion of this, your eleventh annual gathering.

This is my third privilege of meeting with you. First, at Atlantic City; then Old Point, and now at this, a most beautiful spot, amid the mountains of North Carolina, or, as it is often called, "The Land of the Sky."

I do not know where in all the Southland you could have found a better place to have gathered. Here, there is plenty of pure, fresh and invigorating air; beautiful landscape scenery, and a place where man can commune with himself and the great handiwork of God in nature. Here you can rest from the labor and business turmoil of the past year, and gather anew strength and information for the oncoming battle of the year to follow.

One year ago I was a strong advocate for the holding of this, your Eleventh Annual Convention, in the city of Cleveland. A most hearty invitation was extended to you by municipal, social and manufacturing organizations. They would have entertained you at our many clubs and theatres in a royal manner; given you boat rides on the lake, drives through manufacturing districts, and beautiful parks. Our business men would have taken great pleasure in showing you through manufacturing plants, many of them who can count their employees up in the thousands, and many of them whom you are acquainted with in a business way, and have been buying and selling their products for several years past. It would have been a great pleasure and benefit to both, you as jobbers and they as manufacturers, to have met each other and become more intimately acquainted.

However, your Executive Committee decided otherwise, and here we are. Allow me to say further, in behalf of your Northern friends, who extended to you the cordial invitation to hold this meeting in their city, "They harbor no ill-will or ill-regard toward you for deciding adversely to their wishes. But instead, on the part of the manufacturers, the invitation is still open and holds good for you to come, either as a body or individually any time you may wish to accept.

Their doors will be kept open, a brotherly hand will greet you; you will be made welcome, and to realize that while you are far from your Southern sunny homes, yet you are with and among friends."

I was very much surprised when I received word from your Secretary informing me that I had been selected to give a fifteen minutes' address to this Convention. My first thoughts were—"What have I done to merit such reward? But, on reading the letter over the second time, I saw it was the wish of the Executive Committee. Then the thought came to me: "What have the Association done that they should be bored by having to listen to what I might have to say?" I could hardly understand what motive they had in their selection, unless it was to punish me for the active part I took in trying to induce this Association to come North. However, as I have accepted their invitation, and you have the patience to bear with me, I will try to say a few words on the subject assigned.

"THE SOUTH, SOCIALLY AND COMMERCIALY."

*Socially.*

Allow me to say that the Southern people are well known throughout the North, for being friendly, social and very hospitable, and Southern men, for showing great respect and regard for their women. I have attended conventions in different parts of the country; but no place where there is as much attention given, and courtesy extended for the welfare and social entertainment of the ladies, than by the members and friends of the Southern Hardware Jobbers' Association. This one theme, *care, comfort* and entertainment (for them) has always been uppermost in your minds in selecting a place to hold and in attending the Convention. These remarks do not only apply to the members and friends of this Association; but are applied to the entire South. Wherever one goes through the Southland, they meet with the spirit of social fellowship and good cheer; no matter whether it is amid the green fields of Virginia, the piney woods of Georgia, the cotton belt of Alabama, the oil fields of Texas, or the blue grass of Kentucky—the result is the same.

Gentlemen, this spirit of social fellowship is not only confined to the South; but extends far beyond the boundaries of the Southland. As one stands facing the North, looking either eastward or westward, he can easily observe the growth of social and fraternal fellowship and the onward march of a great army—"The Brotherhood of Man." What a grand thought it is, as we stand on the threshold of the Twentieth Century, and in one of the greatest and grandest countries on the globe, and recognize the fact that there is no longer a North and a South; but that we are one and inseparable—that my flag is your flag, and that the sons of those who wore the gray and the blue are now standing side by side, maintaining the sovereignty of our flag and nation before the world.

No higher testimony of this social feeling could be given than is contained in this clipping I have taken from a New York paper under date of May 17th, a tribute from a Southern woman to Mrs. McKinley when she was lying almost at death's door a few weeks ago. She said:

"The President's sorrow is shared alike by *North, South, East and West*. None feel for him more keenly than do I, and none prays more earnestly for his wife's recovery."

The author of this grand tribute is one whom we all know and love—Mrs. Jefferson Davis.

*The South Commercially.*

Of this part of my subject it is almost useless for me to say anything as all of you know of the rapid strides the South has made commercially in the past ten or fifteen years much better than I.

My first trip South, in a commercial way, was some fifteen years ago, when passenger trains seemed to be running over the ends of ties, than over the solid hundred pounds connecting rails of to-day; when Pullman coaches, with double glass windows, for keeping out dust, were a curiosity; when air brakes and automatic couplers were unknown. The dining car of to-day—the traveler's friend and delight—where was it? Echo answers "Where?"

Gentlemen, stop and think of the railroad advantages and comforts of to-day compared to those of the past. Ofttimes we think the railroads take undue advantage of us in passenger fare and freight rates; but is there one of us who would like to return to the primitive way of railroading of years ago? I answer "No." Railroads have done more for the South, commercially, than any other agency in the hands of man.

With climatic and natural resources of boundless wealth at your door, where would be the great developments of coal,

iron, stone, lumber, and the products of the field and factories of the South if it were not for railroads? Where would be the cities and towns of the South that you take great pride in? Do you think that the city of Birmingham, the great iron centre, would be able to make and set the price of pig iron at home and abroad if it had no railroads? "No." But to-day, with this advantage, cheap labor, and mild climate, she has this power.

You can settle your mind on these facts, that wherever you see the puffing, steaming railroad engine drawing its loads of human or merchandise freight, that in its wake comes industrial enterprise, commercial success, happy homes, contented, well-clothed, and well-fed people.

As one travels through the country he sees thrift, enterprise and expansion on every hand, and at once realizes the fact that the South is fast entering the commercial field in competition with the North, and that both, to-day, are eager to compete in the markets of the world for trade. Nothing would help the South so much to-day, commercially, than the building and completion of the Nicaragua Canal. It would mean lower freight rates to the Pacific coast and the far East markets; the enlarging of Southern ports, increase of manufacturing in various lines; more money; better wages; home consumption and conditions in the city town and farming districts.

The manufacturing development of the South has and will do much to help the industrious young man, both commercially and technically. There are, and will be, demands for men who understand their profession and trade thoroughly, and who recognize the fact that the success of their employer's business means their own advancement and success.

Therefore, let us all do our part in the great drama of life, both socially and commercially.

Gentlemen, I thank you.

Mr. Lee's paper was received with every mark of approval, and was followed by Thos. W. Fritts, of the Tom Fritts Hardware Co., Chattanooga, on the subject of "Classified Lists vs. Quantity Discounts."

ADDRESS OF THOMAS W. FRITTS.

Gentlemen of the Southern Hardware Jobbers' Convention:

Some weeks ago I received a very polite and innocent looking letter from our worthy Secretary-Treasurer, asking me to open the discussion at this meeting upon the question of "Classified Lists vs. Quantity Discounts." Without realizing the full scope and importance of the question, I said yes, and I now realize that saying yes has gotten many a poor soul into trouble as well as myself.

I am, indeed, sorry that some one with ability and wider experience was not selected for this most important duty.

Quantity Discounts: Special privileges to a special few, is the cause of *overbuying, underselling and demoralization of the market*. Why, gentlemen, it is a premium offered by the Manufacturers' Association for the unsettling of prices; true, it was not intended by them to be so, but once this mighty power of special favors is given into the hands of a favored few, the producer ceases to control the price of his product. They have transferred that right to this favored child of fortune, and what he will do to them will be a plenty. He chuckles to himself and says, "I will use this special privilege, not as a profit already made, but I will give it away;" and why? For the purpose of drawing trade from others, not in a fair business way and upon business principles, but having received this special favor, I am enabled to sell my staples at what they cost many of my competitors, and by doing this, I will be able to draw orders for Shelf Goods, Cutlery, etc., that would naturally go elsewhere.

Now we will follow this man of favors home and see what he does. In his private office at home, still pleased with what has been accomplished, he calls his men around him and explains what he has accomplished and tells them we are on the inside. We have been given a *Quantity Discount* on many lines of goods which amounts to as much as the profit usually made on these goods, and what I want you to do is to give this *Special Discount* away, thereby secure the orders of the country merchants for Shelf Goods, Cutlery, etc., on which I shall expect a good profit. The men are delighted, for, be it said to the credit of traveling men, they do like to take orders. So out into the trade they go with the Shillalah of demoralized prices in hand and the way they do lay things out is a caution.

The first round is successful; orders are snatched from the competitors. But then a rallying all along the line by his competitors with or without profit, the less favored meet the



cut, retake the lost ground and make a combined charge upon the manufacturers for lower prices. This combined effort is of greater force than that of the favored few. The reduction is secured, not always directly, but it is secured just the same.

The result: The manufacturer is damaged just the *quantity discount*. The man of many favors is damaged by a demoralized market. The fact is, all concerned have been damaged. If we would follow this man of *Quantity Discount* favors, we will find him back at the feet of the manufacturer begging for further favors and protection. Then if the manufacturer would with righteous contempt tell him to "Begone; you demoralizer of business, I have no specials for you," he could justly say, as the Irishman did when he attended a Methodist meeting. Before going he asked how he should conduct himself, and was told to sit down and be quiet. At the meeting, services began and grew fast and furious as of old, the exhorter pleading for one more soul as only an old-time Methodist exhorter could. Mr. Irishman, feeling an impulse to do his duty and restore order, moves quietly to the side of the exhorter and with a Sullivan thrust, lays him on the floor, saying, "Be quiet, you were the cause of all the trouble." And I say to you, "This *Quantity Discount* is the cause of all the trouble."

For instance, you take the American Steel & Wire Co. in a spirit of fairness. They attempted as masters of the situation to make prices based upon quantity, and this will illustrate the whole question.

Horse and Mule Shoes, 2,000 kegs, 15 cents Quantity rebate. On Nails, one price to the wholesale buyer, another to the carload buyer, and still another to the less than carload buyer.

What is the result? The larger 2,000 keg concern does not intend to make the 15 cents, but gives it away to the buyer of any little quantity wanted. The same rule applies to Nails and Wire. So the favored one has defeated the object of his benefactor.

The concerns that gamble on overbuying know when they place the order that they intend to force the goods on the market at reduced prices. Then why continue the uncatisfactory plan?

It is a hard question to handle; has never been satisfactorily handled, and may never be. But the horse-swapper never keeps a stump-sucker or a spavined horse. He swaps again, and I now advise a swapping of plans. Instead of *Quantity Discount*, I would suggest classifying merchants.

I would classify all concerns employing one or more men for the specific purpose of traveling and soliciting orders, and who do not resort to net catalogues or net price lists, and who carry a stock to supply demands, Wholesale No. 1.

I would classify net catalogues and net price list concerns as No. 2.

A concern that is entitled to wholesale prices is entitled to all there is in it. We have to compete with the same trade and conditions. Discrimination by the manufacturer in favor of the strong is not right. Put all of a class on the same basis and let the best man take the business upon business principles.

Why should we be at war with each other? The prosperity of one is the prosperity of the other. Why should I not rejoice to know that my competitor is making money, for so sure as he is, there should be no reason why I am not.

The truth is, we ought to be a band of brothers, willing to do a brother's part to each other. Who among you, if in a distant and strange city, does not instinctively turn his steps to a Hardware store with the confidence of a friendly welcome and a God speed you on your way? Then why not in our business always remember that we have a friend and brother in this same business, and that we will do no act that will damage him?

At the close of the address James P. Kelly, general manager of the Kelly Axe Mfg. Co., Alexandria, Ind., presented an interesting paper on "The Future of the Trusts," which was as follows:

ADDRESS OF JAMES P. KELLY.

Mr. President, and Gentlemen:

A great preacher once said that his best sermons took fifteen minutes to deliver, his medium sermons, about thirty minutes and his worst ones, twice as long. Duly mindful of this, in discussing the question of Trusts and their future, I will be very brief and mention but one aspect of the case.

This Trust question is a very large one, it is a condition and not a theory. When you Hardware merchants walk through your stores and realize the number of articles which you have to buy, without any option on your part as to prices and terms, the situation may at first seem serious and the future very dubious indeed. But like nearly every other question in this world, there are two sides to it. As a prac-

tical manufacturer, it has occurred to me to call your attention to one aspect of the question, which may afford some comfort to those, who are disposed to take a pessimistic view of the future situation.

In the first place, What is a Trust? In one sense a Trust may be defined as a consolidation of factories under one management, for the purpose of controlling not only the product of these factories, but generally to control the entire market for the goods. Now these different factories all once had a separate, individual existence. Each one was once an entity of itself and almost without exception was built up from a small beginning. I can not in the whole country recall a single large, successful factory that started large. Like nearly everything else, it had to start small, frequently had to fight for its very existence, and only by the inexorable law of the survival of the fittest, is it living to-day.

Now what enabled this factory to grow from a small beginning and become successful? Simply the personal, unremitting toil of some one man. This one man through his close application to this work, through that concentration on his one object in life, caused the small plant to grow and expand. Working by day and dreaming by night, on each detail of his business, it was impossible for competition to thwart him and at last he finds himself at the head of a large concern able to hold his own against all comers. This may be fairly considered as the average story of the factories that now make up the existing trusts.

On the other hand, there are some factories, whose history has been more brilliant than that of the average. Some of these concerns built up and managed by men of exceptional ability, and perhaps favored by natural advantages, far surpass their rivals in the race for the trade and thus occupy a most enviable position.

We now come to the period when so many of these factories surrender their individual existence to become merged into Trusts. We need not go far to see the reason of this. You Hardware Jobbers know perhaps better than any men in the country, what competition between manufacturers means. You also know well what competition between yourselves means. This very Association is in existence to-day as a kind of safeguard against too much of such competition. The manufacturers at first tried similar associations but they did not seem to succeed. The fact is, the competition between manufacturers assumes forms that sometimes become so intolerable, that when the promoter appears with his persuasive tale of vast profits through pools and consolidations, he finds many ready listeners, and the result is, the Trusts. Now the question is, what will be their future? Will they "sink or swim, survive or perish?" And the answer, it seems to me, depends upon their fulfillment or non-fulfillment of at least three conditions.

The first condition is, that the Trust itself be managed with the same ability that its individual factories were managed. Now as to management, it will be admitted that the Trust is greatly handicapped. The factories as a general thing, lose the services of the men who built them up. They also lose the services of able managers and superintendents, who are thrown out by the consolidation. Do these men meekly lie down and starve or let their families starve? Not much. Before the new Trust is fairly started these men are pouring into the ears of eagerly listening capitalists their statements as to how a well managed independent concern can compete with the Trust.

A prominent Treasury official stated in a public interview a few weeks since, that money was now a plethora, and that four per cent. was all that it was worth and that it would probably soon be cheaper. Therefore, when men of real ability lay their plans before capitalists, who are anxious to make more than four per cent. on their money, it is wrong to assume that the fiercest competition will not soon spring up from these men, who are not only desirous of making a living, but also of retaliating upon the concerns that throw them out, if the mistake is made of doing so.

In any event, the factory management goes to some other than the man who built up the business. No matter how capable the new manager may be, it is not in human nature that he should give the same earnest thought and work to his position as did the man who built up the business. Even if he were willing to do so, he is handicapped by the superior authority over him, which is unfortunately in many cases located in some distant city, hundreds or perhaps thousands of miles away. This distant authority is, on the other hand, equally handicapped in the management of the factory by its distance, just as you would be, Mr. Moore, if you had an office in New Orleans and managed your Birmingham busi-

ness from New Orleans. Therefore, it is evident that in order for the Trust to be managed with the same ability that built up the individual factories, a very high order of talent is absolutely necessary.

Genius has been defined as a capacity for hard and conscientious work, and nothing short of genius itself will fill the bill. Unfortunately for some Trusts, it seems that their managers have adopted the idea that their position means, that they are to live in New York and play poker at night and play Wall Street in the day time. I think you will all agree with me that such management can have but one result. On the other hand, a distinction should be made between the Trusts, which produce machine-made goods, such as rails, nails and wire, as against the Trusts, which produce fine hand-made goods, such as cutlery, tools, etc. With the machine-made goods, it may be possible to manage the Trust with apparent looseness and yet make money, because the goods being almost entirely produced by machinery can be automatically made and do not suffer the deterioration in quality which hand-made goods invariably suffer the moment the stringent care of the old personal management is relaxed. I repeat, that this *may* be so, although it is doubtful and I do not know it, but of one thing I am absolutely certain, and that is that no trust that produces hand-made goods can possibly succeed against modern competition unless the same stringent inspection of the quality of the goods is carried out, the same conscientious, close management in the factories, the same care for the personal welfare of the employees, that characterized the old days is observed.

Right here is where an element of danger lies for such a Trust. In goods where the high quality of the work is everything, and where skilled hand work is essential, there is a constant tendency toward deterioration in quality unless an equally constant stimulus is applied, to keep it up. This stimulus must come from the highest in authority and go down the ranks. The very moment that the slightest relaxation from headquarters takes place it is felt throughout the entire system and the inevitable result is a let up in the quality and a loss of trade and consequently an opportunity for an independent competitor to gain.

The second condition is, that the jobbing distributors shall be properly protected. The Trust making goods that are usually distributed by jobbers, that attempts to ignore their interests is just as sure of failure, as the future will come. In no other country is the jobbing business so highly developed as in this. With enormous capital invested, with expert managers at the heads of the many great houses in all parts of this vast country, it needed only one thing to perfect this wonderful system of distributing goods, and that was the formation of the Hardware Associations. They bind together the great houses in a "community of interests" that make it an act of folly for any Trust to antagonize them. This is such a self evident proposition that it need not be dwelt upon.

The third condition is that the consumer shall be benefited and not burdened by the formation of the Trust. It has always seemed passing strange to me that these modern Trusts have not taken heed to the policy, which seems to have always actuated the brilliant management of the Standard Oil Co., in this respect. So far as I know, this policy has always been to keep down the cost of goods to the consumer. Their profits seem to have been made in other directions than exacting increased taxes from the consumer. However, some of their methods may be criticised, there can be no question of the genius of the management in this respect.

It is extremely inconsistent, to say the least of it, for a number of concerns to consolidate into one, claiming that they can greatly save expenses by doing so, and then at the very first move to advance the price of their goods to the consumer. This is so palpably wrong and approaches so nearly to attempting coercion and tyranny, that the utmost resentment is caused by it.

If there is one thing fully developed in the nature of the people of this country, it is that of being utterly and thoroughly opposed to coercion in any form. The great P. T. Barnum once said that the American people loved to be humbugged, but this very element in our national character that enjoys a joke on ourselves, is the best proof in the world that we would resent to the utmost any attempt to unduly tax us, and when the Trusts in the face of decreased cost of production attempt to put on the screws and try to tax us, it is hardly necessary to say that the same spirit which resented a similar attempt by Great Britain when we were a small and feeble colony is still alive to-day, but in a thousand-fold stronger form.

Therefore, I would say in conclusion, that the future of Trusts depends upon their management and upon their treatment of the consumer. If the management of the Trust relies upon its fancied power and ignores the needs of the factories and while "clothed in a little brief authority" attempts to tax the consumer instead of benefiting him, then that Trust is doomed, just as surely as any other attempt at dictation and unjust taxation is doomed, in this great country of ours. But if the management is able and the cost of the goods to the consumer is steadily reduced, such a Trust will undoubtedly win the support of the people and be not only a blessing to the country, but also a gold mine to its stockholders.

W. T. Shannon, representing the American Sheet Steel Co., then held the close attention of the Convention by the delivery of the following entertaining and instructive argument for

"UNITY OF ACTION ON PRICES AND TERMS."

He spoke as follows:

ADDRESS OF W. T. SHANNON.

Mr. President and Gentlemen:

It is the fault of your Executive Committee, and not mine, that I am to deliver this address, and I confess that after listening to the excellent addresses by the eloquent orators who have preceded me, that I feel like a lost chord in this harmony of chin music.

My topic, Unity of Action on Prices and Terms, has been the cause of so many noisy discussions, with consequent small results, that it reminds me of a story told by one of your North Carolina Congressmen.

An old negro, riding a mule through a forest one night, was overtaken by a severe storm. Being unable to pick his way, except by fitful flashes of lightning, and becoming alarmed at the peals of thunder that shook the earth, appealed to the throne of grace in this fashion: "O Lawd, if it's jest the same to you, I'd rather hav a little less noise, an' a little mo' light." It is the light we want, and whether or not I can suggest it, remains to be seen.

That there should be a more harmonious understanding among Jobbers with relation to "Price" and "Terms," is a well-known fact.

Prices on staples are constantly being demoralized, and the rule seems to be, not how much can I afford to make, but, how much can I afford to lose.

This condition is not brought about by an innate desire on the part of the Jobbers to sell goods at cost or less, but by a misunderstanding among friends, at least those who should be friends, because their interests are all identical.

This misunderstanding is the result, usually, of a bluff, or more properly speaking, an unscrupulous untruth on the part of a supposed friendly customer, who kindly informs you that he is exceedingly anxious to place a particular order with you, but cannot afford to do so, unless you will meet your competitor's price. Of course, he has confidentially made the same statement to your competitor, and, if you do not know him as he is, the scheme doubtless works, and his bluff becomes profitable to him, to the detriment of your profit and loss account.

Again, there seems to be a ruling desire among some salesmen and Jobbers, for leaders. These people will gladly sell \$100 worth of staples at cost or less, with the hope that an average profit may be made up on the prospective \$50 bill of other articles. A proposition that some time wins, but oftener loses.

Over-stocks have occasionally been the cause, but they are not the ruling commodity these days.

Possibly it is not necessary for me to refer further to the cause of a condition with which you are all intimately acquainted. It is the remedy for this evil that we seek, and I am free to acknowledge, that I could not presume to even suggest an immediate remedy, but I believe, that the future remedy, that I am about to propose, if generally adopted and persistently followed, will do all that it is recommended to do.

The practical remedy, I think, is to add a specified percentage of profit to "Pittsburgh delivery basis" and make your minimum warehouse price, plus freight, from Pittsburgh to destination. This would work no hardship, and one Jobber would have no advantage over another, in his own territory.

Each Jobber, being supposed to have 60-day contracts with the manufacturer for his anticipated wants, a certain percentage could be shipped direct to his customer, where freight rates make it advantageous.

I say a certain percentage as this protects the legitimate Jobber from the man who does not carry stock, but quotes f. o. b. mill or destination, and ships direct from the mill, at a brokerage profit, to the detriment of the dealer who does carry stock.

I think if all the Manufacturers would adopt the plan that direct "less than carload" shipments would be made only for dealers who carry stock, and then not to exceed 25 to 50 per cent. of their contract amount, it would sound the death knell to the dealer referred to, and each Jobber would receive his legitimate trade.

I mention the contract limit as 60 days, as 60-day contracts with spot specifications are equitable, while long time contracts with specifications to follow, are all against the seller. If prices advance, the buyer's stock is always depleted and he insists on the delivery of every pound due him. On the other hand, if prices decline, the buyer's stock is always complete and he cannot possibly make up his specifications, and the seller, after perhaps months of coaxing, becomes disgusted, pockets his loss, and allows the contract to go by default. Of course, none of the latter class of buyers belongs to this Association.

The consolidation of manufacturing interests is, I think, largely solving the problem for the Jobber. These consolidations want the trade of the Jobber and large Manufacturer, and for that reason cultivate them by placing them in a position to sell the smaller trade, who, under the old plan when all manufacturers were independent, bought direct from the mills who were willing to sell the small trade, if they could not sell the large.

This placing of all Jobbers on equal footing by the Manufacturer, insures a confidence among buyers that they are getting the same price as their competitors on leading staples, mill or Pittsburgh delivery basis, if they buy the same quantity, and as there are not a dozen or more representatives of different mills—which all manufacture the same product—calling on them daily, the feeling of uncertainty regarding the daily market is much reduced.

I am aware that in many instances of the past, the "Gentleman's Agreement" has been a failure, but that was when you had no definite idea as to what cost price would be in the next 24 hours. Your purchases were made with uncertainty, expecting that some one would come along the next day with a lower price. The conditions are now different and an agreement could now be more successful.

There is, at the present time, a better opportunity for a more harmonious understanding between Jobbers and Manufacturers than ever before in the country's history, and I think the Hardware Associations will do well to take advantage of the situation.

The Manufacturers, if applied to, would no doubt gladly assist the Jobbers' Association in every way possible, and the success of any advocated plan lies in the hearty co-operation of both Jobber and Manufacturer. Observe the postage stamp, how it sticks to one object until it "gets there," and I believe that if the Jobbers' Association will adopt a plan and stick to it, they will achieve the same result.

Another abuse that deserves earnest consideration is Terms. Terms, 60 days or 2 per cent. cash in ten days. Why, it slips glibly off the tongue of your salesman and office man, but this is merely a phrase, it has no real meaning.

Your customer takes 20 days or even 30 days, and sends you his check, less 2 per cent. Your bookkeeper states the case to you, and you mentally "cuss" the customer, but tell the bookkeeper to send him a receipt in full, as he is a good customer and we don't want to make him mad. Or, perhaps you have been a little doubtful of the financial standing of a certain customer, and, when at the expiration of 30 days he remits less 2 per cent., you know that he is taking the advantage of you, but consider that "a bird in hand is worth two frogs in a pond" and send him receipt in full.

Your customer who takes 60 days, oftener takes 90 days or 4 months and, when you render him bill for interest, he tells you that "Smith & Co." never charge him interest, and you meekly take the face of the invoice and square the account.

As the Manufacturers are strictly enforcing the rules on Terms and Cash Discounts, the Jobbers should do likewise. It is simply a matter of education, and there are enough members of this Association to successfully educate the trade up to the fact that 2 per cent. cash in ten days means ten days, and that past due accounts bear legal rate of interest, or no more goods.

This subject is practically unlimited and so far-reaching that it is customary to discuss it, and then quietly sit down and try to imagine that some how, it will even up some way, as the Boston woman thought when she wrote,

"The Devil sends the wicked wind, that blows our skirts knee high,  
But God is just, He sends the dust that blows in the bad man's eye."

And I think the Almighty from this time on will only help the Jobber who joins this Association and helps himself by a mutual interest in his brother's welfare.

He was followed by T. W. Gathright, now representing E. C. Atkins & Co., Atlanta, Ga., who discussed in a cogent manner "The Differentials Between Jobbers and Retailers" in the following address:

#### DIFFERENTIALS BETWEEN JOBBERS AND RETAILERS.

By what differential should exist between jobber and retailer I understand is meant what margin of profit should exist between the two.

I do not think there is any particular standard of value by which this difference could be measured, for the reason that there are some lines of goods that will admit of a larger margin of profit to both the jobber and the retailer than others, and think the class of goods should determine what differential should exist.

In considering this question, there are, as I think, three parties interested, viz., the Manufacturer, Jobber and Retailer, each of whom is equally concerned.

The manufacturer in making his price to the Jobber should not be too much inclined to take more than the lion's share of the profit, for the reason that "the laborer is worthy of his hire," and should first consider at what price his particular line of goods should go to the consumer, then take into consideration the expense of doing a retail business and fix a price for the jobber that would allow both the jobber and retailer a fair margin for expenses and interest on capital invested in addition to what they are entitled to for their services.

When this has been done and the goods are in the hands of the jobber, then he should not expect to grow rich in a day by taking all there is left, but should make such a price as would bring a fair return for his services and capital.

There is not the least doubt in the world but what the Manufacturer, Jobber and Retailer are equally dependent on one another—the Manufacturer because the expense would be entirely too great to justify him in visiting the Retailer to supply him with what few goods he would want in his particular line, while the Jobber can do so with his large line and do a sufficient volume of business to justify him in doing so.

For illustration, we will say Mr. A. manufactures axes and puts them on the market at a profit of \$1 per dozen. The average Retailer will not buy over ten dozen at a time, so you will see he has made only ten dollars for his day's work, while the expenses and salary of the salesman alone would amount to equally as much if not more; while he could go to the Jobber and sell him 800 instead of ten dozen with the same expense, and it therefore follows that the Jobber is an absolute necessity to the manufacturer.

Since writing this I find that I am entirely wrong, if Mr. C. M. Schwab is to be taken as authority. I have taken from an article by Mr. Schwab in the *Literary Digest* the following:

"And in manufacturing a further saving is effected by lopping off the middleman, who at every step between production and consumption was wont to take a big slice of profit, adding so much to the ultimate cost without adding anything to the value."

The Jobber is equally as dependent on the Retailer because it is to and through him that he expects to sell his goods, and if the Retailer is eliminated the Jobber becomes a thing of the past.

It therefore follows that the three must dwell together in unity and good fellowship, each respecting the interest of the other, so that if either one or the other should fall by the wayside, we could join the illustrious poet in saying:

"You may break, you may shatter the vase, if you will,  
But the scent of the roses will hang 'round it still."

When Mr. Gathright concluded his address Mr. Garland asked the Chairman for one minute's time, which, being granted, he said:

"As a Pittsburgher, I don't like to see one of our best people misrepresented. That part of the gentleman's address relating to Mr. Schwab is probably correct, but it has been misinterpreted. What Mr. Schwab referred to, I have no doubt, was the pig iron broker or factor, who in the past has been acting as a middleman between the furnace and, we'll say, the mill operator—the bar mill, one who was getting his 10, 25 or 50 cents or a dollar a ton brokerage, as the case might be, on a large or small transaction. He certainly did



not refer to the Hardware jobber, a gentleman with whom he has had little business dealing. He cannot, of course, get along without the Hardware jobber. I think, therefore, that justice should be done Mr. Schwab, who should not be put in a wrong light before you gentlemen."

To C. M. Fouche, of the Crucible Steel Co. of America, was assigned the subject of "Combinations," and he presented an extremely interesting paper, which was listened to attentively, upon this important subject. We give the address in full:

ADDRESS OF C. M. FOUCHE.

Mr. President, and Gentlemen of the Association:

I am well aware of the fact that I shall invite adverse criticism from many members of this Association when I assert that combinations are the legitimate offspring of the Jobbers and large buyers of this country. If this assertion is susceptible of proof, then it is equally true that this child of their loins should be fostered and preserved by them.

Up to the beginning of our Civil War, I can find no record of Combinations for the purpose of maintaining or regulating prices, and, as there was at that time no necessity for their existence, it is fair to assume that there were none.

Prior to 1860-70 the manufacturer of this country could invest his capital in various enterprises, with a reasonable assurance of obtaining a fair return upon his investments. The dealer could in turn buy the products of the manufacturer with a feeling of absolute certainty that he would be able to realize a fair margin of profit upon his purchases. Failures were rare, except during a few periods of financial panic, and such as *did* occur were caused by mismanagement, or want of business capacity. The manufacturer, before deciding to embark his capital in an industrial enterprise, would ascertain first: Whether there would be a fair demand for his products, and second: Whether they could be disposed of for reasonable profit. The jobber would invariably base his prices upon those made to him by the manufacturer, add a fair percentage of profit and sell his goods with less effort and with greater satisfaction to the buyer and consumer than at present. In more recent years there has been a marked change in these conditions, with the result that both manufacturers and jobbers have become little less than speculators, and there has been about as much certainty of profit in buying Louisiana Lottery tickets or Cotton Futures, as there has been in the purchase of an ordinary stock of goods by the merchant of the usual supply of raw material by the manufacturer.

I am sure that members of this Association will agree with me that this change in our business conditions has been neither beneficial nor profitable, and that any system which will reduce buying and selling to a more safe and certain basis should demand and receive the cordial support and encouragement of every business man in this country.

I affirm that this change in conditions has been brought about largely, if not entirely, by buyers who are usually ignorant of the actual cost of production, and who are unwilling to allow the manufacturers a reasonable profit over cost. These buyers have been materially assisted by over-zealous salesmen who are ever ready to sacrifice profit in order to secure business, and the result of their combined efforts has been the Combination and the Trust.

It has struck me that the original cause of the jobber's earnest effort to lower prices, has generally been a desire on his part to purchase goods cheaper than his competitors, and that in his endeavor to accomplish this end, he frequently seems utterly regardless of the fact that he may be forcing the manufacturer to sell at an actual loss. This constant and never-ceasing pressure for lower prices has finally resulted in forcing many manufacturers to the wall, and the survivors into agreements to maintain prices for self-preservation. I, therefore, assert without fear of successful contradiction, that the buyer is the true parent of the Combination. The unfortunate result of these efforts on the part of the jobber to take from the manufacturer his last vestige of profit in his endeavor to purchase goods at lower prices than his competitor, is found in the fact that he seldom, if ever, accomplishes his purpose, for it is a rare salesman who will confine these "special" prices to the original beneficiary. He feels that it would be both unjust and unfair to his other customers to place them at a disadvantage with others in selling his goods, and the usual result follows, that his *special* price soon becomes a *regular* one. This constant hammering of prices also frequently brings about a feeling of antagonism between buyer and seller, where only the best of feeling and true community of interest should exist. My

experience has been that the average buyer bases his ideas of cost largely upon the prices he has been able to extort from the manufacturer from time to time, and this is anything but a safe guide, as makers of such staple articles as Iron, Steel, Nails, Wire, "Pony" and "Boy Dixie" Plows, Georgia Stocks and "Dow Law" Cotton Planters can easily testify.

If there was any *real* benefit to be derived from this unreasonable demand for lower prices, there might be some excuse for it, but there is absolutely none. The jobber rarely, if ever, secures any profit from these "special" prices, for he invariably "passes it on" to his customer, and he in turn to the consumer, who has neither asked for nor expected the concession. The manufacturer has, therefore, been forced to surrender his profit without having benefited his customer. The Combination of business interests for the purpose of maintaining profitable prices only came into existence when it became necessary for self preservation, and it is, therefore, extremely probable that it is here to stay. The world has been astounded by the enormous sums which have recently been invested in various industrial and carrying enterprises, and the character and standing of the men who have embarked the bulk of their fortunes in these Companies, give us a reasonable guaranty of their stability for both the present and the future. The failure of one or more of these colossal combinations would cause a financial convulsion, such as the world has seldom seen, and the effects would be so far-reaching and general as to be acutely felt throughout the four quarters of the globe. The interests of these industrial enterprises are so closely interwoven with those of the great transportation lines, as to make them almost identical, and anything which injuriously affects the one, must, of necessity, affect the other. It is, therefore, manifestly to the interest of each to foster and build up the other. Those who are at the head of these gigantic Companies, are men who have fully demonstrated their ability to manage large affairs successfully, and it is reasonable to assume that they will pursue such a course as will popularize the new concerns with the masses, and add to the general prosperity of the country. They are well aware that they can only hope to prosper when the country generally is prosperous. Their policy will, therefore, unquestionably be such as to render prices stable and to secure the good will and support of the jobber and dealer, as it is only through them that they can hope to dispose of their products. Experience has clearly proven that violent fluctuations in prices are alike injurious to both manufacturer and jobber, and that short periods of inflated prices are invariably followed by long periods of corresponding depression and loss. We can, therefore, reasonably look for a considerable period of stable prices and fair profits in business for the future.

It will be left to the jobber in many cases to determine whether it is to his best interest to patronize the large Combinations and thus aid them in maintaining stable and profitable prices or encourage outside competition, which almost invariably results in uncertainty as to prices, and a corresponding uncertainty as to profits.

We would do well to remember that efforts to break up combinations by patronizing outside manufacturers, usually result in such concerns being bought up by the Combinations, or a protracted period of price cutting, which is injurious alike to both buyer and seller, and which invariably terminates in "the survival of the fittest." Should the fortunes of war eventually declare in favor of the stronger concern, experience has shown us that the losses sustained by them will have to be made good by advancing prices for a considerable period. This being the case, I fail to see where the jobber or consumer has been materially benefited by purchasing his goods at lower prices from outside concerns.

While I do not anticipate or predict a "Business Millennium" under the new order of things, I am firmly convinced that we are just entering upon a period of the greatest and most general business prosperity that this country has ever known, and that the future will prove that there is a true and lasting "Community of Interest" between the Combinations of manufacturers and those older and more powerful Combinations known as the "National" and "Southern Hardware Jobbers'" Associations.

The next address upon the programme was presented by Geo. H. Harper, of Clendenin Bros., Baltimore, on the subject of "Southern Trade and Expansion," speaking as follows:

ADDRESS OF GEORGE H. HARPER.

Mr. President, and Gentlemen of the Southern Hardware Jobbers' Association: You have selected a very beautiful spot to hold your Convention this year, and the manufacturers

and their representatives whom you invite I feel sure accept the invitation with much pleasure. They all recognize the importance of these meetings.

Your Association, I am told, started with some nineteen or twenty members, and at this meeting you have a membership of seventy-five. You are to be congratulated upon this splendid showing. There is one little thing, while on this part of the subject, that I would like to speak of; it is this: The manufacturers and Boards of Trade in some of our large cities have recognized the personal makeup and strength of your Association and you have been invited to meet in some of these places. Cleveland manufacturers this year were very desirous of having you meet in their city. But, with one exception, you have stuck close to places in your territory. I am sure that, should you decide in the future to accept an invitation to some of these large manufacturing cities, you would have just as large an attendance, and I think, a very profitable meeting. It will be a help to you to see how some of the large manufacturing plants turn out their products and the systems used in preparing your orders for shipment. You would, I believe, find it interesting, and the knowledge there gained prove of practical value. This is one way of applying expansion: Try it on. But what I have in mind especially is YOUR TRADE.

#### THE GROWTH OF YOUR BUSINESS IN THE LAST FEW YEARS.

The growth of the South has been phenomenal and the growth of your business is due entirely to the growth of your section. It seems that some manufacturers in the East and North have also recognized this, and have sent their representatives outside of their regular field, seeking trade where they have not heretofore had it, and resorting to methods of selling goods which are at least subject to criticism. No manufacturer can successfully expand in that direction. The large manufacturers will tell you that the jobber is a necessity, here to stay and bound to be considered at all times. While, at times, he has ample reasons to kick, yet he is not always kicking. He is the manufacturer's good friend and should be protected. And right here, along this line, there is a question I know to which you are giving some thought, and that is: "What protection are the jobbers to receive at the hands of these great Combinations?" I asked an official of one of these big corporations what were his ideas on this subject; he said, in part, as follows:

"I will tell you that, had we not consolidated, it would have been simply impossible for us to establish or maintain the difference in prices now in effect between the retailers and the jobbers. Heretofore, when our salesmen would go to a fairly good buyer in a city and quote prices, it was generally at the jobbing prices, particularly if they bought in case lots. This was done because our competitor did the same thing. A consolidation of a number of manufacturers into a large corporation gives the opportunity to maintain the prices to the different grades of buyers, which was not possible in the old plan. The large corporations will put this into effect and operation as long as the jobber shows a disposition to co-operate with the manufacturer and support him. It is evident that, by working with the manufacturer, the quality of the goods will gradually improve and the profits can be kept up on a better basis than it was possible when there were a number of manufacturers in the field and all of them competing for the jobbing and retail trade."

#### REGARDING THE PROGRESS OF TRADE.

Only a few years ago the Southern jobber had to send his orders to the Eastern and Northern manufacturer for nearly every article he wanted. This is not the case to-day. Instead of sending from a thousand to two thousand miles away, he is buying some of these almost at his own door. The bulk of the manufacturing is carried on in the North, but this does not imply that it will or always should be so. I sincerely believe that, in the course of the next few years, you will see in the South manufacturers of nearly every kind of article that is now being made by makers in other sections. It is no secret that skilled labor is not as plentiful in the South as it might be, in view of the opportunities which are afforded for its employment. In due course, however, as manufacturing plants continue to increase, there will be larger additions to its industrial population.

In 1866 there was not a cotton mill in the South. This industry has since grown by leaps and jumps. In this, during the last five years, the North has stood still; in the South it has increased 86 per cent.

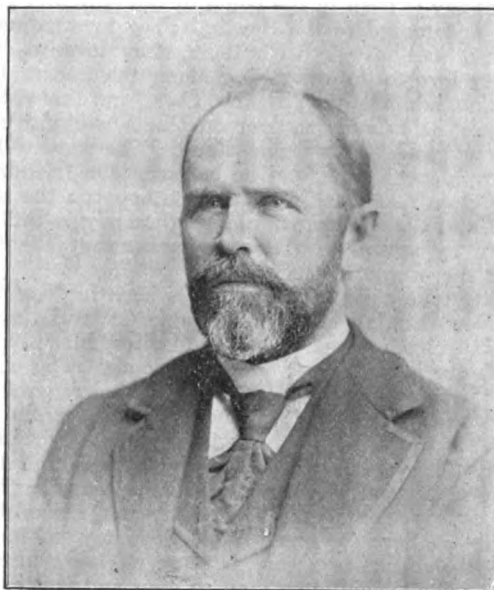
In the year 1890 there were 1,550,000 spindles and 36,300 looms.

In the year 1896 there were 2,000,000 spindles and 70,000 looms.

In the year 1900 there were 4,700,000 spindles and 110,000 looms.

The cotton makers of the South ought to be the best kind of commercial expansionists, especially in the extension of our trade abroad—and why? I will quote a few words from Mr. Rounseville Wildman, the late United States Consul-General at Hong Kong:

"If properly placed before the Chinese, American cotton goods will obtain the same foothold in Southern China that they have in Northern. The present importations are not nearly sufficient to meet the requirements. It must be borne in mind that the Chinese never wear wool, not even in the



G. W. BARNETT, OF EXECUTIVE COMMITTEE.

depth of Winter, but clothe themselves in cotton all the year around. Their bed clothes, umbrellas and, in many cases, boat sails are made of cotton, and the consumption is practically unlimited if made in accordance with native requirements."

Nothing more striking illustrates the progress of the South than its railroad construction. In fifteen years 25,000 miles were built, and thousands upon thousands of dollars expended upon them. In fifteen years the production of pig iron increased from 397,000 tons to 1,900,000 tons, and in the same time the coal production increased five-fold. It is true that a good deal of the capital for the Southern enterprises comes from the North, but the greater part represents the savings of the Southern people themselves.

History does not furnish any parallel to this recovery of a people from absolute ruin.

The Southern manufacturers, the Southern jobbers and the Southern people generally entered the new century in a splendid and healthy state. That section of this great and growing country is becoming a factor of great and permanent importance in the equation of the industrial future of the United States, and its prosperity is a sign of National health in which all classes find cause for congratulation.

The subject of "The Traveling Man—A Welcome Visitor?" was discussed by A. P. Duncan, of McLendon, Duncan & Co., Waco, Tex., and was thoroughly enjoyed by the delegates present. We present the same herewith:

The President—As I said to you yesterday, we at one time thought that the traveling man would have to go when these great combinations began to consolidate, that they would have control of the products, and everybody would have to come to it, but we have discovered that there must be a mediator, and that the living voice is the best medium yet found, and now we will have A. P. Duncan to tell us about the traveling man in working business for the jobbers.

#### ADDRESS OF A. P. DUNCAN.

Mr. President, Ladies and Gentlemen:—I have not prepared a speech. I am not a public speaker. It nearly scares me to death to get up and say anything in public. I have not prepared a paper either for the reason that I could not prepare one to my satisfaction. I tried a little bit, and I decided I was not an author, and I believe that if I were to write a paper I would be so excited that I could not read it. So I will say to my traveling brethren, "the boys" as I call them, that if I say anything that is worthy of reprimand or a

thrashing, why, you may know and feel that it is not premeditated, that it is just the inspiration of the moment.

Now I desire to consider this traveling man from two standpoints, that is the fact of the traveling man being welcome or otherwise from two standpoints. The first is a social standpoint. The South is perhaps more familiar with the true meaning of the word "welcome" than any people on earth; they, I think, understand the true meaning of the word, and practice that meaning more thoroughly than any people that live. (Applause.) Whether it is our climate, or our training or our parentage or our soil, or whether it is all these combined that makes this true, I am unable to say, but nevertheless it is true. The matter of welcome or hospitality you might say is born in the bones of the boys and girls that are born and reared in the South. They love to meet their fellow men and mingle with them, they love to entertain them, they love to do everything along the line that is hospitable, that is noble and grand. Therefore, the weary traveler as he goes to and fro over our land "seeking whom he may devour" finds the welcome hand. The word welcome is written over every door, and he becomes our friend. There is a very close relationship that exists between the traveling salesman and the merchant, and particularly is this true in the South by reason of this peculiarity that I have mentioned of the people in the South.

You may take a man, though he be born in New England or the New England States, capable of resisting everything that welcome would mean, and allow him to travel in the South for a few years, and he changes. The characteristics of the Southern people and the Southern merchants are such that they remould them and they become one of "the boys." This social relationship is valuable. It ties one to the other. They visit us from time to time and they are really the men from whom we buy. The traveling man appeals to us with his personality with that friendship and regard that we have for him. We believe any statement that he makes to be true as a rule, because we know him; therefore, as a friend socially as man to man and heart to heart, he is welcomed by the merchants of the South. He is entertained in our club and at our homes; therefore, the social relationship that springs up between us makes us happy and does us good, makes us better, and aids us in the commercial and business relations of life.

But how to avoid him from a commercial standpoint is a somewhat different proposition. There are men traveling in a territory and they go in to meet customers and dealers, but the dealers meet them, and they are glad to see them, but they cannot do business with them. Now there is a distinction. He is your friend, perhaps, and you like him, but when it comes down to a business proposition, you cannot do business with him. There are some reasons for that. They are various. Sometimes one thing and then another. But, as a general rule, the traveling man in a social sense is always welcome to our places of business, and to our cities and towns as a social friend. He should be in a commercial sense, and would be if he were the proper man, representing the proper house, with the proper goods and with the proper prices. Now to illustrate what I mean: Take the man from whom you have been buying goods for years and contributing to his salary and livelihood, by reason of his position depending upon his success on the road, whom you have learned to love, and you thought loved you, but whom you found to be an instrument in building up conditions that are detrimental to you. Now, in our section a certain line of goods is being marketed thoroughly by the wholesale jobbers of our State. Every part of the section is covered at least once a month or oftener. The ground was thoroughly covered, and no more of the goods could possibly have been sold, because they were thoroughly and completely represented; still, this friend of mine (he thinks he is a friend of mine, and I thought so) induced a large grocery house to take up the goods and handle them. I asked him why he did it, and he said, "Well, these people wanted to buy and I just sold them." Now it don't make any difference what that man might say to me, he would not convince me that he was a friend of mine for business purposes. I like him socially, but I do not care to do business with him.

Another man representing a line of goods that has always from time immemorial been handled by the Hardware trade, comes in the territory and puts them out in a different channel of distribution. You jobbers all realize (I do not think the manufacturers do; I wish to God they did) that wholesale grocers in the South are the worst "proposition" we have got. They have no more idea of the legitimate profits that Hardware should bear than the man in the moon. They look at it from a different standpoint entirely. Now this man representing a line of goods that the Hardware people

have kept before the Hardware dealers for about forty years, will go around through our State and enthrall the wholesale grocery business to handle these goods. The traveling men representing the factories are almost altogether responsible for the wholesale grocermen taking hold of these goods. That gentleman is not a welcome guest at my place of business, for business purposes, and should not be at any jobber's that has any respect for himself. (Applause.)

I am not there for the purpose of accommodating the manufacturers that desire to sell, but I am there for the purpose of making money, and we should have claim on these traveling men to treat us at least half way right. Now, when it comes to digging into our business, when it comes to placing goods in illegitimate channels, I think we should do that; but I have no desire to treat other traveling men that way who do not do that. I think no traveling man has any right to claim my business after he does that.

Another thing is that some traveling men abuse the confidence about a man's private business. If I am invited into your home as a guest and a friend, and am entertained there accepting your hospitality, and while there I notice something that is of a private nature, and does not concern me at all, and I go out and criticize it and repeat it—wouldn't you say it was very ungentlemanly and very wrong?

So it is with a traveling man that will go into a man's office and by chance see some private papers that he knows to be private; that he knows to be of such a nature that if they were made public it would be hurtful to him, not only hurtful to him, but that he knows would be hurtful to the general jobbing trade; that he knows would be hurtful to every man that he is selling goods to; still, he will take advantage of that opportunity and take that information and report it in such a way as to bring about just such injury as I have suggested. That man is not welcome to my office; he is not welcome to my place of business.

I can enumerate a few other instances, but I regard it as unnecessary.

I want to say in conclusion, however, that traveling men are welcome. No one knows that better than they. They know that they are welcome in every sense of the word, and the large majority of them are gentlemen of the very first water. I do not believe that you could get an aggregation of the same size as our Southern gentlemen, traveling the South, I do not believe that you could get the same number of men together anywhere and have them more representative and more perfect gentlemen in every sense of the word than they are. We appreciate them, and like to do business with that class of men. Our relationship with the traveling men is very close, and they are our friends. We talk confidentially to them; they give us information that is valuable; we give them information that is valuable, and they are practically the people from whom we buy the goods. There are lots of traveling men on the road to-day, that if they were to change lines, I would change with them. Lots of traveling men are that way, and they all should be that way. (Applause.)

Mr. W. H. Kettig, who was to have spoken on the subject of "The Traveling Man—A Welcome Visitor?" had been unable, owing to press of business, to prepare an address.

Following Mr. Duncan's address, T. James Fernley, Secretary-Treasurer of the National Hardware Association, in a few well chosen words invited the delegates and manufacturers present to the national convention, which is to be held in Cleveland, Oct. 9, 10 and 11. In behalf of the people of Philadelphia, Mr. Fernley also extended an invitation to those present to attend the Southern Industrial Convention, which is to be held in Horticultural Hall, Philadelphia, June 11, 12, 13 and 14.

#### THURSDAY MORNING

was devoted to an Executive session, in which the discussion of Committee Reports was one of the principal features.

J. H. Fall, Jr., vice-president of J. H. Fall & Co., Nashville, delivered an address entitled, "Who Shall Do It, and How Should Traveling Men be Posted as to Prices?" It was a very instructive and entertaining paper, to the preparation of which considerable careful thought had been given. We hope to print it in full in the next issue of *Hardware* as a special article.

Impromptu reports of several committees were also given. Another executive session was held at 3 p. m., at which the following resolution was adopted:

We, the Hardware Jobbers of the South, carrying large stocks at various jobbing points throughout this territory, employing a large corps of traveling salesmen, do request that Manufacturers continue to recognize us as the proper medium of distribution, it being generally admitted that the



goods can be more economically distributed through us than in any other manner.

During the forenoon, those who could not find room in the carriages Wednesday, enjoyed the drive over Biltmore, and during the afternoon drives were taken to Sunset Mountain and other points of interest.

#### THE BANQUET.

On Thursday evening a banquet was given in the dining room of Battery Park Hotel by the manufacturers and their representatives, at which about 350 were present, including a large number of Asheville people. Many ladies honored the occasion with their presence, their handsome faces and beautiful gowns adding much to the beauty of the scene.

The following menu was served:

#### MENU.

Cream of Tomatoes		Sherry
Spanish Mackerel, Maitre D'Hotel		
Potato Anglaise		Sauterne
Tenderloin of Beef, Champignons		
Sweetbreads en Croustade		
Chicken, Roasted, Giblet Sauce		Spaghetti au Parmesan
Mashed Potatoes		Mumm's Extra Dry
Rice		Green Peas
Vanilla Ice Cream		Apollinaris
Assorted Cakes		
Cheese		Crackers
Coffee		Cigars

After singing "America," President Moore introduced as the Toastmaster of the evening, Henry B. Lupton, of Pittsburgh.

Col. Eshleman, of New Orleans, first spoke in welcome to the guests. During his remarks he suggested that the National Hardware Convention of 1902 would very likely be held in New Orleans, and to which he extended a hearty invitation to all present.

R. R. Williams, of *The Iron Age*, New York, in a humorous speech, also welcomed the guests of the evening.

"Asheville" was the subject of the address of Chairman Irby Bennett, who received his usual ovation.

Daniel Stern, of *The American Artisan*, Chicago, very ably handled the subject, "The Potency of the Press."

The very peculiar subject, "Fishhooks" was assigned to Hon. Webster R. Walkley, of New York, who, from this apparently meagre text, evolved a very interesting address, the moral of which was—"Bait your hooks in business or love with frankness, kindness and truth."

T. James Fernley, Secretary-Treasurer of the National Hardware Association, of Philadelphia, concluded the evening's festivities with a number of side-splitting stories.

#### FRIDAY MORNING.

In Executive session, Spencer James, of the Piedmont Hardware Co., Danville, Va., read a paper on "Best Methods of Employing Traveling Men," and was followed by the delivery of another paper on the same subject by Robert F. Bell, of the R. E. Bell Hardware Co., Weatherford, Texas. The reading of these papers resulted in a general discussion of considerable interest.

James J. Mandlebaum, of Fones Bros. Hardware Co., Little Rock, Ark., held the attention of the delegates by an address on "How Can We Make Staples Bear Their Proportion of the Expense of Doing Business?" His familiarity with the necessity that exists of encouraging some general plan to accomplish this object made his arguments more interesting than was anticipated, as was evidenced by the discussion evoked.

At the concluding session on Friday morning, it was considered desirable to clean up all business of a miscellaneous character, which included final reports of special committees, which was accomplished, succeeding which came the election of officers for the ensuing year, which resulted in the election of the following:

#### OFFICERS ELECTED.

President,
J. D. Moore,
Moore & Handley Hardware Co., Birmingham, Ala.
First Vice-President,
F. A. Heitman,
F. W. Heitman & Co., Houston, Texas.
Second Vice-President,
Bruce Keener,

C. M. McClung & Co., Knoxville, Tenn.  
Secretary-Treasurer,

C. B. Carter,

Russell Building, Knoxville, Tenn.

Executive Committee,

W. M. Crumley,

Beck & Gregg Hardware Co., Atlanta, Ga.

B. F. Eshleman,

Stauffer, Eshleman & Co., New Orleans, La.

O. B. Barker,

Barker-Jennings Hardware Co., Lynchburg, Va.

Chas. H. Ireland,

Odell Hardware Co., Greensboro, N. C.

#### REPORT OF COMMITTEE ON RESOLUTIONS.

Your Committee on Resolutions beg leave to report as follows:

*Resolved*, That the thanks of this Association are hereby tendered to the President, J. D. Moore, and the officers associated with him for their faithful services rendered in the interest and welfare of our organization during the past year;

*Resolved*, That a hearty vote of thanks be extended to our gentlemanly host, E. P. McKissick, who, in his effort to please has left nothing whatever undone that might in any way conduce to the pleasure of those in attendance upon this convention. He has gone far beyond the requirements of the ordinary host, who is only expected in a general way to look after the comfort of his guests, and by his gentlemanly and courteous manner and close personal interest in all things pertaining in any way to the pleasure or comfort of those in attendance upon this, our eleventh annual gathering, has endeared himself to every one and will long be remembered as the ideal host.

*Resolved*, That the thanks of this Association be tendered to our worthy Sergeant-at-Arms, Henry H. Beers, than whom there are none better. He has almost without an effort been able to keep perfect order without even so much as a Gatling gun or a stuffed club; his winning smile and genial manner having won the hearts of all and making it a pleasure to at all times do his bidding.

*Resolved*, That we tender a vote of thanks to T. James Fernley, who has graced our meeting with his presence, and who has spoken many words of wisdom, that if taken advantage of, will accrue to our mutual benefit.

*Resolved*, That we tender to the ladies in attendance a special vote of thanks. They are the sweet and inspiring spirits to whose influence we are pleased to succumb after business and business affairs are disposed of for the day, and without them our meeting in a large degree would be a failure.

*Resolved*, That we thank the Manufacturers and their representatives for their presence, in goodly numbers, and extend to them a cordial invitation to meet with us again one year hence.

*Resolved*, That a hearty vote of thanks is extended to the Chairman of the Entertainment Committee, Irby Bennett, and his able corps of assistants for their untiring efforts in behalf of all present. There hasn't been a dull moment since our arrival, and the fact is largely due to the splendid work of this Committee.

*Resolved*, That we thank the members of the trade papers for their attendance and interest and words of friendship and good cheer.

*Resolved*, That we thank the local Hardware dealers for courtesies extended.

*Resolved*, That we thank the Asheville Club for their kind invitation extended to visit their club rooms.

*Resolved*, That a special vote of thanks is extended to the local ladies' entertainment committee, who spared no pains in their efforts to add to our pleasure.

*Resolved*, That we thank Henry B. Lupton for the gentlemanly and able manner in which he presided over our banquet.

*Resolved*, That it is our pleasure to extend a vote of thanks to Louis M. Bourne, Asheville's orator, who so felicitously entertained us during our first day's session.

Respectfully submitted,

A. P. DUNCAN,  
PAUL R. HOWARD,  
F. B. DUNLAP,

Committee.

Committee on Memorials reported on the deaths of the following members:

W. E. Gibbins, Woodruff Hardware Co., Knoxville, Tenn.  
H. W. Palmer, Palmer Hardware Co., Savannah, Ga.

Cartwright Eustace, A. Baldwin & Co., New Orleans, La.  
E. C. Atkins, E. C. Atkins & Co., Indianapolis, Ind.  
Memorials were ordered spread in full on the minutes and copies distributed to the press.

Selection of place to hold next convention was left to the Executive Committee for decision at a later day.

The convention then adjourned.

Friday afternoon was given up to a clay pigeon tournament which was held at Riverside Park, and in which a large number of both guests and delegates participated.

#### REGISTRY.

The following list of names were recorded in the Registry Book, which was in charge of Sergeant-at-Arms Henry H. Beers:

- F. B. Dunlap, Fort Smith Ark.; Speer Hardware Co.  
Mrs. F. B. Dunlap, Fort Smith, Ark.; Speer Hardware Co.  
S. H. Taylor, Philadelphia; Merchant & Co.  
H. F. Reese, Baltimore; Fairbanks & Co.  
Mrs. H. F. Reese, Baltimore.  
T. H. Keller, New York; Peters Cartridge Co.  
W. G. Thomas, Memphis, Tenn.; Thomas, Barnes & Miller.  
T. L. Collings, Memphis, Tenn.; Norfolk & Western R. R.  
T. P. Johnson, Little Rock, Ark.; Fones Bros. Hardware Co.  
A. E. Bolles, New York City; *Hardware*.  
H. W. Cortes, Houston, Tex.; Berry & Cortes Hardware Co.  
Miss Edna Cortes, Houston, Tex.  
Geo. J. May, Washington, D. C.; F. P. May & Co.  
G. M. Landers, New Britain, Conn.; Landers, Frary & Clark.  
F. M. Huggins, New Britain, Conn.; Landers, Frary & Clark.  
T. H. Gossett, New York; Peck, Stow & Wilcox Co.  
Newton Kilsey, Evansville, Ind.; N. Kilsey.  
G. B. Hobson, Richmond, Va.; The Tredegar Co.  
F. A. Heitman, Houston, Texas; F. W. Heitman & Co.  
J. D. Moore, Birmingham; Moore & Handley Hardware Co.  
G. W. Barnett, Montgomery, Ala.; G. W. Barnett & Son.  
O. B. Barker, Lynchburg, Va.; Barker-Jennings Hardware Co.  
C. B. Carter, Secretary-Treasurer, Knoxville, Tenn.  
John J. Mapp, Baltimore, Md.; National Enameling & Stamping Co.  
Mrs. John J. Mapp, Baltimore, Md.  
Daniel Stern, Chicago; *The American Artisan*.  
Miss Bertha L. Stern, Chicago.  
Geo. H. Harper, Baltimore, Md.; Clendenin Bros.  
Irby Bennett, Memphis; Winchester Repeating Arms Co.  
Frank M. Cory, Cincinnati; National Lead Co.  
William H. Cole, New York; Tower & Lyon.  
Mrs. William H. Cole, New York.  
Arthur S. Jones, Memphis, Tenn.; Indiana Mfg. Co.  
J. T. Powell, New Britain, Conn.; Stanley Rule & Level Co.  
Daniel K. Stucki, Buffalo, N. Y.; D. K. Stucki.  
F. S. Seeley, New York; Weibusch & Hilger, Ltd.  
Jas. J. Mandlebaum, Little Rock, Ark.; Fones Bros. Hardware Co.  
Mrs. Jas. J. Mandlebaum, Little Rock, Ark.  
Joseph Orgill, Memphis, Tenn.; Orgill Bros. & Co.  
G. H. Lyon, Little Rock, Ark.; W. W. Dickinson Hardware Co.  
L. W. New, Philadelphia; E. K. Tryon, Jr., & Co.  
Leo Fox, Pine Bluff, Ark.; Fox Bros.  
W. R. Patterson, Natchez, Miss.; Baker & McDowell Hardware Co.  
R. P. Boyd, Knoxville, Tenn.; Jno. H. Graham & Co.  
J. B. Curtis, Fitchburg, Mass.; Simonds Mfg. Co.  
J. M. Hottel, Philadelphia, Pa.; G. & H. Barnett Co.  
Wm. Taylor, Louisville, Ky.; American Steel & Wire Co.  
A. B. Howell, New York; Sargent & Co.  
E. E. Paine, Louisville, Ky.; B. F. Avery & Sons.  
J. R. Fones, Little Rock, Ark.; Fones Bros. Hardware Co.  
Geo. L. Knight, Nashville, Tenn.; Tubular Rivet & Stud Co.  
Mrs. Geo. L. Knight, Nashville, Tenn.  
H. G. Reinicker, Baltimore, Md.; Woolworth & Cowles Co.  
Geo. E. Eddy, Baltimore, Md.; Norwalk Lock Co.  
Brown Buford, Nashville, Tenn.; H. G. Lipscomb & Co.  
Fred. I. Johnson, Fitchburg, Mass.; Iver Johnson Arms & Cycle Co.  
Thomas Ellis, New York; Iver Johnson Arms & Cycle Co.  
E. M. Converse, Geneva, O.; Geneva Tool Co.  
Mrs. E. M. Converse, Geneva, O.  
J. B. Parent, Nashville, Tenn.; The Yale & Towne Mfg. Co.  
F. Lohoff, Evansville, Ind.; Evansville Tool Works.  
Mrs. Lohoff, Evansville, Ind.  
R. M. Bond, Willoughby, O.; Willoughby Fork & Mfg. Co.  
Thos. H. Jopline, Willoughby, I.; Willoughby Fork & Mfg. Co.  
M. W. Kouns, Bellevue, O.; Ohio Cutlery Co.  
H. W. Caldwell, Cleveland, O.; Cleveland Stone Co.  
F. Sullivan, Grafton Stone Co., Grafton, O.  
John H. Faxon, Elyria, O.; Grafton Stone Co.  
J. Hildreth, Jr., New York; Winchester Repeating Arms Co.  
John Hoen, Baltimore, Md.; Henry Keidel & Co.  
W. R. Walkley, New York; Peck, Stow & Wilcox Co.  
T. E. Biddison, Baltimore, Md.; Pennsylvania Hardware Co.  
R. K. Carter, New York; R. K. Carter & Co.  
Robert Garland, Pittsburgh, Pa.; Standard Chain Co.  
Jesse E. Pumphrey, Pittsburgh, Pa.; Standard Chain Co.  
Paul R. Howard, Norfolk, Va.; The Paul R. Howard Hardware Co.  
J. W. Ryan, Philadelphia, Pa.; P. & F. Corbin Co.  
Chas. H. Parsons, New Britain, Conn.; P. & F. Corbin Co.  
Mrs. Chas. H. Parsons, New Britain, Conn.  
Geo. W. Corbin, New Britain, Conn.; Corbin Cabinet Lock Co.  
Geo. L. Corbin, New Britain, Conn.; Corbin Cabinet Lock Co.  
Geo. F. Taylor, New York; Corbin Cabinet Lock Co.  
Frank Guildener, New York; Sargent & Co.  
Mrs. Frank Guildener, New York.  
Louis G. Beers, Trenton, N. J.; New Jersey Wire Cloth Co.  
Isaac S. Craft, Tampa, Fla.; Knight & Wall Co.  
Jno. J. Harlee, Tampa, Fla.; Knight & Wall Co.  
W. B. Northrup, Asheville, N. C.; Brown, Northrup & Co.  
J. J. Gilmore, Birmingham, Ala.; American Steel & Wire Co.  
Mrs. J. J. Gilmore, Birmingham, Ala.  
W. H. Griffith, Baltimore, Md.; American Steel & Wire Co.  
Wm. C. Biddle, New York; Biddle Purchasing Co.  
G. M. Robeson, Farmville, Va.; Farmville Mfg. Co.  
Jno. A. Rockwell, Harriman, Tenn.  
Thos. C. Shaw, Warsaw, Ind.  
C. M. Lincoln, New York; Union Metallic Cartridge Co.  
Henry B. Lupton, Pittsburgh, Pa.; Oliver Iron & Steel Co.  
S. McDowell, Natchez, Miss.; Baker & McDowell Hardware Co.  
Miss Nell McDowell, Natchez, Miss.  
Miss Edna Moore, Birmingham, Ala.  
W. B. Jackson, Athens, Ga.; Athens Hardware Co.  
Oscar Richey, Ironton, O.; Kelly Nail & Iron Co.  
F. H. Forman, Chicago; American Steel & Wire Co.  
Mrs. F. H. Foreman, Chicago.  
Robert Foreman, Chicago.  
T. T. Hitch, Fort Madison, Iowa; The Iowa Farming Tool Co.  
F. C. Wheeler, New York; H. Boker & Co.  
W. M. Thompson, Charlotte, N. C.; I. H. Weddington & Co.  
J. H. Grubb, Philadelphia, Pa.; Willoughby Fork & Mfg. Co.  
J. A. Holmes, Turner's Falls, Mass.; John Russell Cutlery Co.  
Claybrook James, Asheville, N. C.; Asheville Hardware Co.  
W. M. Crumley, Atlanta; Beck & Gregg Hardware Co.  
Mrs. W. M. Crumley, Atlanta.  
Juliette Crumley, Atlanta.  
Mrs. James D. Moore, Birmingham, Ala.; Moore & Handley Hardware Co.  
Spencer James, Danville, Va.; Piedmont Hardware Co.  
W. A. Chenoweth, Birmingham, Ala.; Mayberry Hardware Co.  
O. P. Schriver, Cincinnati, O.  
Miss Susan Austin, Birmingham, Ala.  
Jos. D. Bryan, Birmingham, Ala.  
W. C. Sproull, Anniston, Ala.; Anniston Hardware Co.  
Mrs. W. C. Sproull, Anniston, Ala.  
J. D. Mitchell, Briston, Tenn.; Mitchell-Powers Hardware Co.  
W. J. McNutt, Knoxville, Tenn.; Knoxville Iron Co.  
N. A. Gladding, Indianapolis, Ind.; E. C. Atkins & Co.  
B. M. Gladding, Memphis, Tenn.; E. C. Atkins & Co.  
L. D. Vogel, St. Louis, Mo.; Charter Oak Stove & Range Co.  
Mrs. L. D. Vogel, St. Louis, Mo.  
John S. Sanders, Atlanta; Union Metallic Cartridge Co.  
Guy Mitchell, Atlanta; Beers & Mitchell.  
T. H. Johnson, Chattanooga, Tenn.; Magill Hardware Co.  
Geo. W. Lee, Cleveland, Ohio; The Eberhard Mfg. Co.  
Harvey Anderson, Atlanta; Anderson Hardware Co.  
A. R. Sullivan, Rome, Ga.  
T. W. Fritts, Chattanooga, Tenn.; Tom Fritts Hardware Co.  
J. W. Tullis, Jr., Montgomery, Ala.; Tullis Hardware Co.  
C. A. Cowles, Atlanta; N. & W. Ry.  
C. P. Bush, Columbus, Ga.; Bush & Co.  
A. R. Sisson, Chattanooga, Tenn.; Russell & Erwin Mfg. Co.  
C. W. Shackelford, Chattanooga, Tenn.; Ross-Meeham Foundry Co.  
S. B. Bigham, New York; Russell & Erwin Mfg. Co.  
R. Reid, Columbus, Ga.; So. Plow Co.

G. W. Brown, Columbus, Ga.; So. Plow Co.  
W. M. Cosgrove, Columbus, Ga.; So. Plow Co.  
H. M. Bailey, Birmingham, Ala.; Mayberry Hardware Co.  
J. S. French, Cincinnati, O.; The Peters Cartridge Co.  
R. Reidy, Columbus, Ga.; Southern Plow Co.  
E. G. Buckwell, Cleveland, O.; Cleveland Twist Drill Co.  
Mrs. L. C. Parker, Meriden, Conn.  
L. C. Parker, Meriden, Conn.; Chas. Parker & Co.  
R. D. Carver, Birmingham, Ala.; Alabama Steel & Wire Co.  
L. C. Frazer, Birmingham, Ala.; Republic Iron & Steel Co.  
C. M. Fouche, Knoxville, Tenn.; Crucible Steel Co. of America.  
Miss Rose Fouche, Knoxville, Tenn.  
Miss Katherine Fouche, Knoxville, Tenn.  
W. A. Rockwell, Harriman, Tenn.; Harriman Plow & Handle Co.  
W. P. Harris, Johnson City, Tenn.; Harris Mfg. Co.  
Mrs. Ida F. Harris, Johnson City, Tenn.; Harris Mfg. Co.  
Hester P. Harris, Johnson City, Tenn.  
W. H. Kettig, Birmingham, Ala.; Milner & Kettig Co.  
Mrs. W. H. Kettig, Birmingham, Ala.  
C. W. Plumb, Terryville, Conn.; Eagle Lock Co.  
B. B. Leqich, Baltimore, Md.; Atwater Mfg. Co.  
T. G. Ewing, Gadsden, Ala.; Paden-Ewing Hardware Co.  
Mrs. T. G. Ewing, Gadsden, Ala.  
W. M. Cosgrove, Columbus, Ga.; Southern Plow Co.  
Felex B. Lippman, New York; A. Kastor & Bro.  
A. D. Rogers, Cincinnati, O.; Whitman & Barnes.  
C. T. McKinnie, Webster Grove, Mo.; The Stanley Works.  
Thomas Hamlin, Fulton, N. Y.; Savage Arms Co.  
F. H. Wilcox, Southington, Conn.; Peck, Stow & Wilcox Co.  
E. E. Perry, Norwich, Conn.; Hopkins & Allen Arms Co.  
Geo. G. Weeks, Monroe, La.; Monroe Hardware Co.  
M. P. Jemison, Tuscaloosa, Ala.; Allan & Jemison Co.  
W. T. Shannon, Chattanooga, Tenn.; American Sheet Steel Co.  
Chas. H. Wier, Baltimore, Md.  
John K. Wilson, Baltimore, Md.  
W. W. Woodruff, Knoxville, Tenn.  
Ed. S. Hughes, Abilene, Texas.  
J. L. Bell, Weatherford, Texas.  
R. F. Bell, Weatherford, Texas.  
John Donnan, Richmond, Va.  
R. R. Williams, *Iron Age*, New York.  
W. P. Duncan, Waco, Texas; McLendon, Duncan & Co.  
Mrs. M. Gallup, Sandusky, Ohio; Sandusky Tool Co.  
Mr. M. Gallup, Sandusky, Ohio; Sandusky Tool Co.  
Bruce Keener, Knoxville, Tenn.  
C. C. Lincoln, Danville, Va.; Look & Lincoln.  
W. W. Crandall, Nashville, Tenn.; W. W. Crandall & Co.  
W. J. Orr, Rock Hill, S. C.; Old Dominion Iron & Nail Works Co.  
Mrs. W. J. Orr, Rock Hill, S. C.  
C. H. Bowen, Atlanta, Ga.  
B. F. Eshleman, New Orleans, La.; Stauffer, Esbleman & Co.  
C. H. Ireland, Greensboro, N. C.; Ojell Hardware Co.  
F. B. Park, Northville, Mich.; J. A. Dubuar Mfg. Co.  
J. P. Overbacker, Louisville, Ky.; O. K. Stove & Range Co.  
O. P. Perkins, St. Louis, Mo.; Buck Stove & Range Co.  
Wm. Wilkins, Greenville, S. C.; Wilkens & Co.  
B. A. Hawley, New York; Russell & Erwin Mfg. Co.  
Wm. E. Jones, Columbus, O.; Ohio Tool Co.  
J. P. Kelly and wife, Alexandria, Ind.; Kelly Axe Mfg. Co.  
T. James Fernley, Philadelphia; National Hardware Association.  
W. M. Taussig, New York; Wiebusch & Hilger.  
W. B. Lashar, Bridgeport, Conn.; Bridgeport Chain Co.  
Harry C. Disston, Philadelphia, Pa.; Henry Disston & Sons.  
E. P. Cooper, Philadelphia, Pa.; Henry Disston & Sons.  
S. T. Trifillian, Ironton, O.; Belfont Iron Works Co.  
Mrs. S. T. Trifillian, Ironton, O.  
Dean Trifillian, Ironton, O.  
Edward Meyer, New York; Russell & Erwin Mfg. Co.  
J. T. Quarles, New York; Lamson & Goodnow Mfg. Co.  
J. W. Thurber, New York; H. H. Mayhew & Co.  
Geo. T. Wierpert, New York; Sargent & Co.  
E. Warren Smith, Pike Station, N. H.; Pike Mfg. Co.  
M. W. Ansley, Atlanta, Ga.  
P. A. Wright, Atlanta, Ga.  
J. H. Weddington, Charlotte, N. C.; Weddington & Co.  
Mrs. J. H. Weddington, Charlotte, N. C.  
Mrs. J. F. Ross, Charlotte, N. C.  
J. C. McNeeley, Charlotte, N. C.; Weddington & Co.  
O. C. Mead, New York; Miller's Falls Co.  
W. S. McKinney, Pittsburgh; McKinney Mfg. Co.  
Mrs. W. S. McKinney, Pittsburgh.

Miss Louise McKinney, Pittsburgh.  
C. M. Kurg, Pittsburgh; McKinney Mfg. Co.  
Chas. F. Herrman, Tell City, Ind.  
C. P. Wilson, Atlanta, Ga.; Columbia Chain Co.  
A. M. Whaley, Trenton, N. J.; Jno. A. Roebing's Sons Co.  
A. H. Potter, Norfolk, Va.; E. C. Atkins & Co.  
G. W. Cleveland, Fayetteville, Ark.  
G. Leonard, Kenwood, N. Y.; Oneida Community.  
P. B. Noyes, Kenwood, N. Y.; Oneida Community.  
H. A. Dean, Rome, Ga.  
T. B. Coles, New York; American Steel & Wire Co.  
W. E. James, Knoxville, Tenn.  
De Los Thomas, Winston-Salem, N. C.  
Geo. G. Thompson, Jr., Raleigh, N. C.  
H. J. Turner, Buffalo, N. Y.  
J. H. Drake, Richmond, Va.  
S. P. Browning, Marysville, Ky.; Ohio Valley Pilley Co.  
Jos. D. Bryan, Birmingham, Ala.; Austin-Bryan Co.  
J. H. Towne, New York; Yale & Towne Mfg. Co.  
J. R. Shephard, Winston, N. C.  
S. P. Hale, Sandersville, Ga.; Standard Wheel Co.

## SOUVENIRS.

Among the many souvenirs distributed were the following:  
E. C. Atkins & Co., Indianapolis. A fine butcher's saw. Sixteen-inch blade, nickel-plated back and carved handle.  
Oneida Community, Kenwood, N. Y. Pan American souvenir spoon, gold plated bowl, very prettily engraved.  
New Jersey Wire Cloth Co., Trenton, N. J. Paper weight of heavy wire cloth with nickel-plated frame.  
Standard Chain Co., Pittsburgh. Match safe.  
Peters Cartridge Co., Cincinnati. Stick pin, made of 22-cal. short cartridge.  
Charter Oak Stove and Range Co., St. Louis. Greeting to Association on heavy dark paper with gilt model (flat) of stove attached.  
Fairbanks Co., Baltimore. Thermometer for desk.  
Atlas Shear Co., Bridgeport, Conn. Pocket scissors.  
Page Belting Co., Concord, N. H. Pocket bill book.  
Iowa Farming Tool Co., Fort Madison, Iowa. Memorandum book.  
Cleveland Twist Drill Co., Cleveland, O. Watch charm made of small drill triple-plated gold.  
Hay-Budden Co., Brooklyn, N. Y. Anvil paper-weight.  
A. Leschen & Sons Rope Co., St. Louis, Mo. Pencils, pen holders and blotters.  
Hamilton Rubber Co., Trenton, N. J. Pocket book.  
Peters Cartridge Co., Cincinnati, O. Pocket eraser made of 30-30 cal. cartridge, nickel-plated.  
The souvenir end of the Convention was well attended to, and of more than the usual importance, resulting in a wide distribution of these representative favors. They serve to make the recipient more than ever impressed with kind remembrances of "those happy days."

## THE SMOKER.

Wednesday evening the delegates and guests were tendered a smoker by Landlord McKissick. Nearly every one was present in the large dining-room and enjoyed fragrant Havana and liquid refreshments. The host distributed souvenirs, consisting of a leather pouch of tobacco and a genuine North Carolina cob pipe.  
Mr. McKissick presented President Moore with a very unique pipe, made of rhododendron root, beautifully carved. Music was furnished by an orchestra and a colored quartette, who rendered a number of "rag time" selections and gave exhibitions of clog dancing.  
Everybody had a good time and voted Mr. McKissick a "jolly good fellow" in a dozen different ways.

## The Executive Committee Dined.

On the 23d ult. the Executive Committee of the National Hardware Association, which was in session at Atlantic City, was tendered a dinner by Samuel Disston, of Henry Disston & Sons, Philadelphia. The sessions of the committee were held in the annex of the Hotel Brighton.

The dinner was given at the Hotel Roman, the following members of the Executive Committee being present: John Bingley, president; Richard W. Shapleigh, first vice-president; Brace Hayden, second vice-president; T. James Fernley, secretary-treasurer; Samuel A. Bigelow, W. R. Belknap, R. A. Kirk, P. E. Strauss, John A. Koch, J. D. Moore and William W. Supplee. In addition to the officers of the Association, there were present Fayette R. Plumb and Harry C. Disston and George Koon, both the latter of Henry Disston & Sons, and who had entire charge of the details of the dinner.

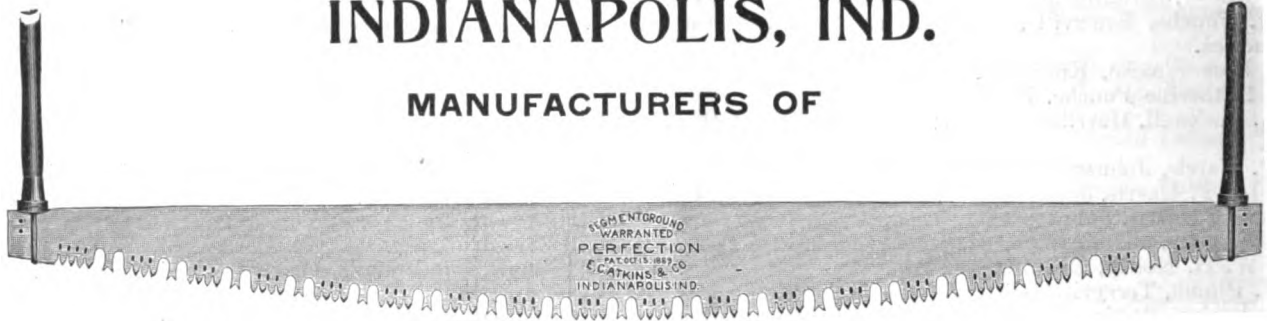
Nearly all of the guests had been doing business with Henry Disston & Sons for a period of 30 to 40 years, Samuel Disston's connection with the concern dating back 52 years.



# ❖ E. C. ATKINS & CO. ❖

INDIANAPOLIS, IND.

MANUFACTURERS OF



High Grade.

# SAWS

Silver Steel.

OF EVERY DESCRIPTION.

For all sorts of work. In all sorts of timber.

*CIRCULAR, BAND, GANG, CROSS-CUT,  
HAND, COMPASS, KEYHOLE, BACK,  
BUTCHER, KITCHEN, PRUNING, ETC.*

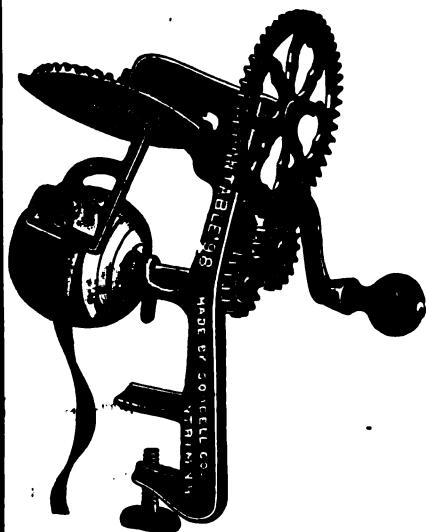


There are no saws like the "Atkins Silver Steel."

WRITE FOR CATALOGUE.

Branch Houses :

Memphis, Tenn.   Atlanta, Ga.   Minneapolis, Minn.   Portland, Ore.



## ONLY THE BEST

WILL HOLD TRADE IN THESE DAYS.



GOODELL APPLE PARERS  
HAVE NO EQUAL. \* \* \*

*Rapidity of Operation. Economy of Production.*

Be sure your stock is the right brand. We'll send you book describing the largest line of hand or power parers in the world.

**SPECIAL MACHINES FOR SPECIAL PURPOSES.  
LOOK FOR NAME GOODELL.**

## The Horton Rotary Washer

*Has proven to be  
decidedly popular.*

### WHY?

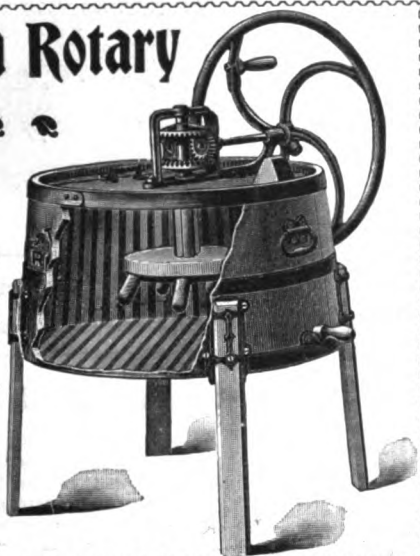
Because it is the up-to-date Washing Machine.

Because it sells readily and stays sold, and makes money and friends for the dealer.

Give it a trial, and we will guarantee the rest.

Catalogue and prices on application.

**Horton Mfg. Co.**  
FORT WAYNE, IND.



### "GIVE YOU YOUR MONEY'S WORTH."

Coldwell Lawn Mower Co., Newburgh, N. Y. [*Lawn Mowers*]: We think **HARDWARE** is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-get spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us," that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continuance.

### "BARON'S B. B." Water Filter

(PATENTED)

Will Fit any Plain or Hose Faucet

Filtering material of charcoal and quartz. Flow of water not decreased by use of Filter. Filtering material easily cleaned and replaced. All parts interchangeable.

**PRICE 50 CENTS**

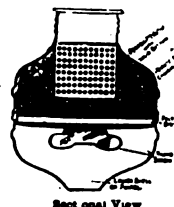
Write for Discounts

**A. L. BARON MFG. CO.**

2-4 Howard Street, NEW YORK



General View



Best oval View

## An Advertisement

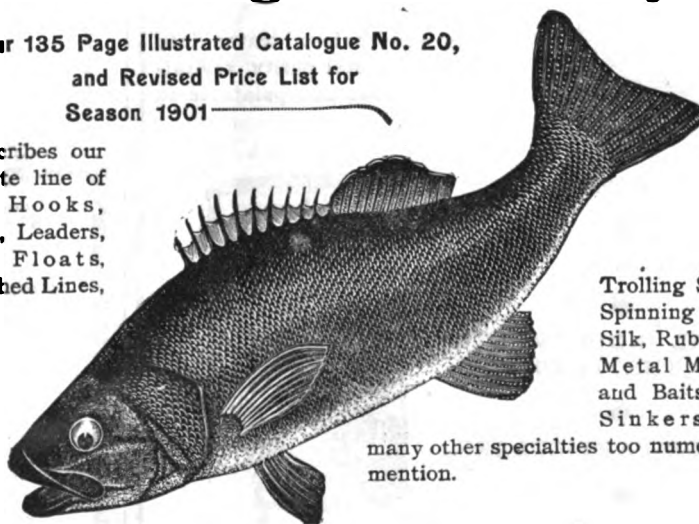
If you have a sign over your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable Trade paper is only so many thousand signs spread over a great many square miles.

You can't carry everybody to your sign, but **HARDWARE** can carry your sign to everybody.

## Mr. Fishing Tackle Buyer!

Our 135 Page Illustrated Catalogue No. 20,  
and Revised Price List for  
Season 1901

Describes our  
complete line of  
Reels, Hooks,  
Flies, Leaders,  
Snells, Floats,  
Furnished Lines,



Trolling Spoons,  
Spinning Baits,  
Silk, Rubber and  
Metal Minnows  
and Baits, Lead  
Sinkers, and

many other specialties too numerous to mention.

**THE ENTERPRISE MANUFACTURING CO.,**  
The Largest Manufacturers of Fishing Tackle in the United States.  
**AKRON, OHIO, U. S. A.**

OUR NEW LOCATION, CLEVELAND, O.



*Do these Lines  
Interest you?*

**GALVANIZED SHEETS.  
BLACK  
BAND AND HOOP STEEL.  
WIRE, NAILS.  
HARDWARE SPECIALTIES.  
KITCHEN FURNISHINGS.**

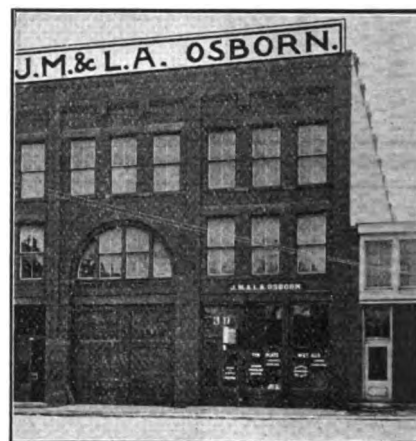
If you would like to know the entire line we carry, we will send you our Big Catalogue free upon request.

On certain lines of Light Hardware (staple goods) just now we offer Special Prices to close.

**IMMEDIATE ATTENTION WILL BE GIVEN TO ALL INQUIRIES.**

**J. M. & L. A. OSBORN,**  
CLEVELAND and COLUMBUS, OHIO.

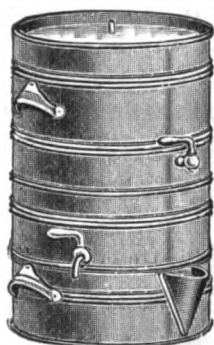
We display these pictures of our establishments to call your attention, at a glance, to the immense warehouse space we have at our command. We have a private railway switch at the rear of each Warehouse. All this means quick delivery of goods to you.. . . .



OUR COLUMBUS BRANCH.

## THE EAGLE WATER STILL

### IS EASILY SOLD



Because it is—

So simple in construction.

Easily operated.

(A child can run it.)

Costs nothing to operate it.

Does the work.

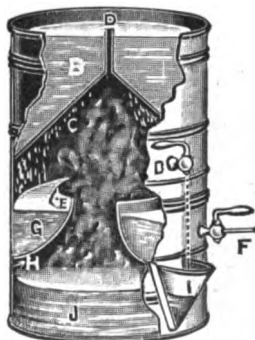
Converts the foulest water into water of crystal purity, revitalized, delicious and palatable to the taste.

Made of heavy copper.

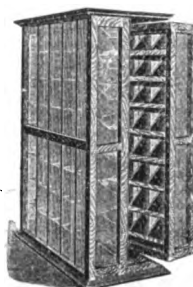
Only three parts.

**SPECIAL INDUCEMENTS  
TO THE TRADE.**

**ASK FOR PARTICULARS.**



**HEALTH AND COMFORT SUPPLY CO.,**  
Dept. O. Cincinnati, O.



Herrick's Screw Case No. 2.

## ARE YOU SATISFIED

With the way your screws are arranged for retailing? Do you realize that much annoyance and time can be saved by using one of these cases to keep your assortment of screws? All we ask is a trial to convince you that we have the best screw case on the market. We will be glad to give all information wanted.

**F. A. HERRICK CO.,**  
JACKSON, MICH.

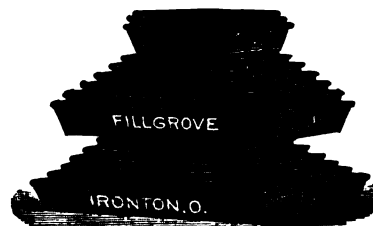
Manufacturers of Herrick's Tool Racks.

### "USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [Traps, Locks, Chains, Pulleys, etc.]: We have found your paper very useful as an advertising medium.

**FILLGROVE BROS. & CO.,**  
IRONTON, OHIO.

## "SUPERIOR" DRIPPING PANS.



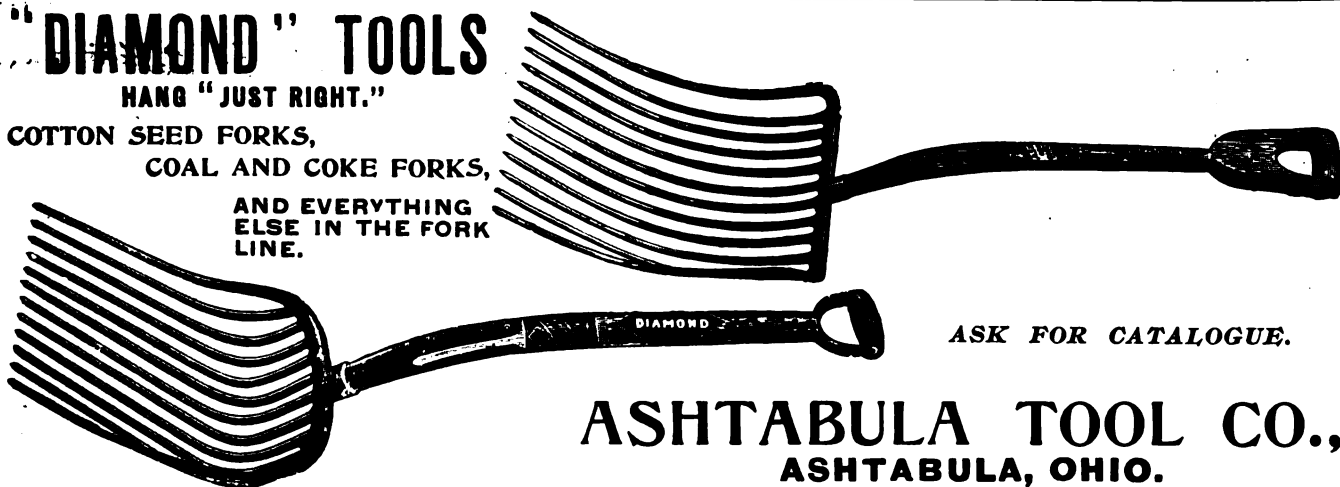
**GOOD MATERIAL, WELL MADE.**  
**WRITE FOR PRICE LIST AND DISCOUNTS.**



**"DIAMOND" TOOLS**

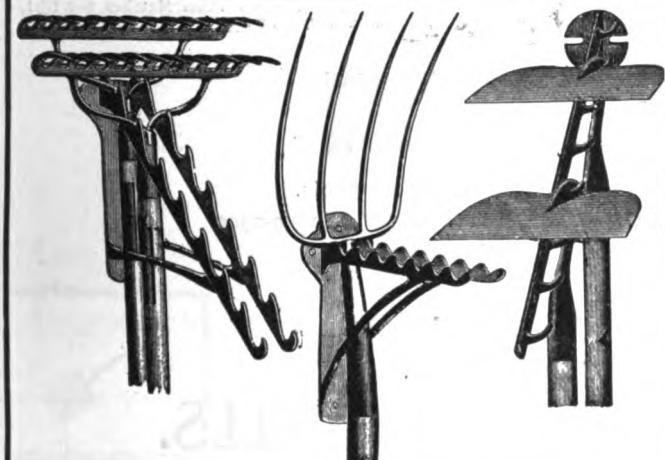
HANG "JUST RIGHT."

COTTON SEED FORKS,  
COAL AND COKE FORKS,  
AND EVERYTHING  
ELSE IN THE FORK  
LINE.



ASK FOR CATALOGUE.

**ASHTABULA TOOL CO.,**  
ASHTABULA, OHIO.

**Hager's Display Brackets**

FOR

Forks, Shovels, Rakes,  
Hoes, Etc.,

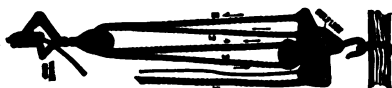
**ARE THE BEST!**

**JOHN N. HAGER, Manufacturer,**  
FORT ATKINSON, WIS., U. S. A.



**THE BURR PATENT  
STEEL  
SAFETY LIFT BLOCK.**

A Perfect Self-Locking Rope Tackle Block.



USED AS A WIRE STRETCHER.

Runs as freely as an ordinary rope tackle block.  
Holds more securely than a chain block.  
Locks instantly and does not cut the rope.  
Allows the load to be lowered safely and slowly,  
the operator using only one hand.  
Cannot stick nor jam when the load is to be lowered.

Adopted by the Penna. R. R. Co., Western Union  
Tel. Co., War Department, U. S. A., and many others.

Read what the best known practical farmer in  
America says:

SPRINGFIELD, O., Sept. 21, 1899.

THE BURR MFG. CO., Cleveland, O.

Gentlemen:—The No. 4 Burr Steel Safety Lift received from you has been found very useful on our farm. We needed a stretcher very badly to put up some wire fence. Your Safety Lift Block was brought into use and we found it the most complete stretcher ever used in erecting fences. The No. 6 for 3/4 inch rope, just received, was brought into service at once in removing our wagon-beds, and hay-ladders—either taking them off or putting them on, one man can readily and safely do the work, as no matter where one wants to stop, the lock can be relied upon to hold every inch of lift made.

We, so far, are very much pleased with the working of it. It is a wonderful invention. Your Safety Lift Block is certainly almost indispensable on the farm, especially when the prices are so reasonable. I would cheerfully recommend it to any farmer as a time and money saver on the farm. You are at liberty to use this in any way that you wish.

Yours truly,

R. L. HOLMAN,  
Business Manager Ohio State Grange.

Liberal Discounts to Hardware Dealers.

Send for circulars and prices.

**Burr Manufacturing Co.,**

Cleveland, Ohio, U. S. A.

**The "BEST" Light!**

IS MADE IN

**Over 100 Styles!**

Wall Lamps, Stand Lamps, Bracket  
Lamps, Pendants, Chandeliers, Harps, etc.,  
etc., 100 to 400 Candle Power. \* \*

Street Lamps, Lawn Lamps, Arc Lamps,  
both Gravity and Air Pressure, 100 to 2,000  
Candle Power. \* \* \*

Underneath and Overhead Generators  
made out of ONE PIECE of Bronze.  
All Screw Plugs. Every Burner Guaranteed. \* \* \*

Full line of Outdoor Torches, Paint  
Burners, Blow-Pipes, Band Torches,  
Spray Wall Lamps, Street Lamp Posts,  
Tinner's Soldering Furnaces, Tip, Plate,  
Spray and Incandescent Gasoline Burners.

Everything in Gasoline Lamps. \* \*

**THE  
Best Street Light Co.**

Offices, Works & Foundry, 726 to 800 E. 5th St.  
CANTON, OHIO, U. S. A.

Largest Gasoline Lamp Works in the World.

# AMMUNITION.

## QUICK SELLING GOODS

BECAUSE THEY HAVE WON THE  
GREAT SHOOTING CHAMPION-  
SHIPS FOR MANY YEARS.

A PRODUCT OF THE NEW CENTURY



For RIFLE, REVOLVER  
and PISTOL

### THEY WON

The Indoor Rifle Championship for the World in 1898, 1899, 1900 and 1901.  
Interstate Military Match, 1900.  
Regimental Interstate Team Match, 1900.  
Allcomers' Military Match, 1900.  
New Jersey Rifle Association Match, 1900.  
Winchester Match, Sea Girt, N. J., 1900.  
Revolver Re-entry and Revolver Team Matches, Sea Girt, N. J., 1900, and many others.

LOADED  
WITH

*King's Semismokeless Powder*

WON THE WIMBLEDON CUP, 1900.—30 shots at 1000 yards.  
THE CHAMPIONSHIP OF GREATER NEW YORK and VICINITY, 1899-1900.  
Made highest Scores in International Revolver Match.

IT NEVER DETERIORATES.

## PETERS LOADED SHOTGUN SHELLS.



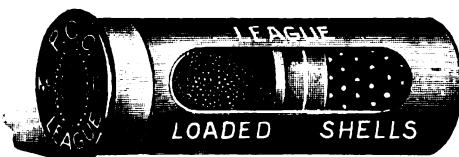
The Highest Development of Modern Shotgun Loads.  
Color, Cherry. Has high brass bottom cup and Peters No. 3 primer. Loaded with King's Smokeless Powder. An unequalled load for Field or Trap Shooting. . . . .



A Load of the greatest popularity. Color, Green.  
Loaded with King's Smokeless Powder. Used by the leading Trap and Field Shots of to-day. . . .



Color, Purple. Loaded with the famous King's Semi-Smokeless Powder. Contains all the best points of Smokeless Powder, and costs but little more than black powder loads. Reliable and satisfactory for Trap and Field Shooting. . . . .



Color, Light Manila. Loaded with black powder. It is admitted to be "The Peer of all Black Powder Loads." Popular from its introduction. Preferred by those who use black powder.

**Peters Empty Shotgun Shells, Gun Wads and Primers.**

Peters Ammunition means the highest development of Modern  
Up-to-Date Ammunition. Once tried, always preferred. \* \*

**THE PETERS CARTRIDGE COMPANY**

Eastern Department,  
80 Chambers Street, New York  
T. H. KELLER, Manager

CINCINNATI, OHIO

Agents: { Hibbard, Spencer, Bartlett & Co., Chicago, Ill.  
Charles G. Grubb, Pittsburg, Pa.  
F. B. Chamberlain Com. Co., St. Louis, Mo.



**When a Fork has this Label**



**It is a Perfect Fork**



Liberal and altruistic ideas linked with scientific workmanship

Our Catalog for Postal

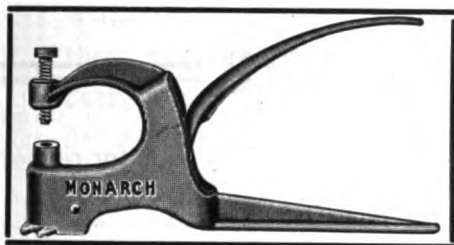
Our Prices for a Letter



## Monarch

**RIVETING MACHINES.**

**THEY ARE NICKEL PLATED.**



The most attractive machine of the kind on the market.

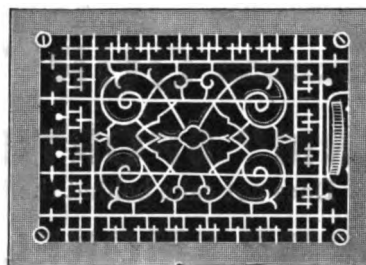
Long base and lever.

Strong and easy to operate.

Prices interesting.

## Independent

**REGISTERS and VENTILATORS.**



75 Sizes.

Any style.

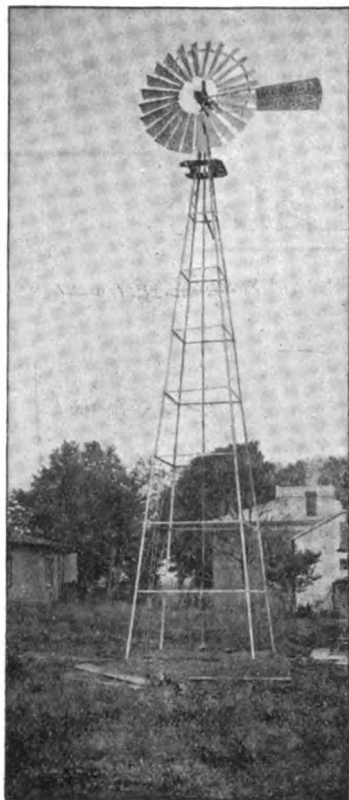
Any finish.

Send for Price Lists and Discounts.

**INDEPENDENT REGISTER CO.,**

152 Champlain Street, Cleveland, O.





## The Galvanized IMPERIAL STEEL WIND MILL.

Internal Covered Gear, Malleable Iron Working  
Parts. Galvanized Steel Towers.

## The Genuine Buckeye Force Pump

For Hand or Wind Mill Use, Works Easy  
and Throws a Constant Stream.

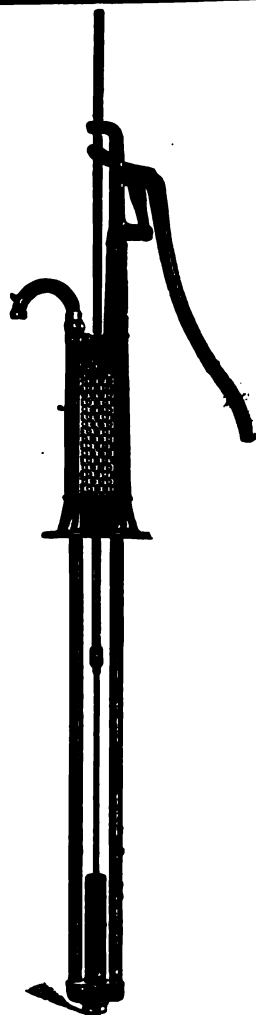
**Buckeye Power Pumps,  
Buckeye and Mascot Lawn Mowers.**

To Handle These Goods Means a  
Satisfactory Business to You.

MANUFACTURED BY

# MAST, FOOS & CO.,

26 RIVER ST., SPRINGFIELD, OHIO, U. S. A.



# POWDER

THE KIND SPORTSMEN WANT

DO YOU KEEP IT? IF NOT, WHY NOT?



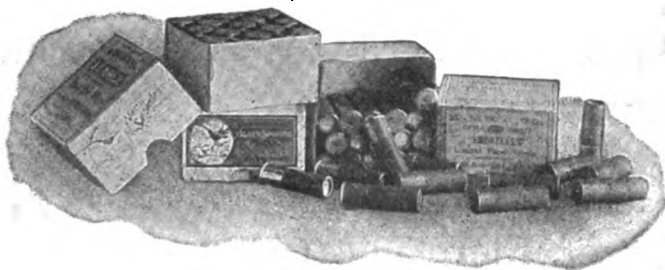
## == OUR TWO LEADERS ==

**"ALARM" SPORTING:** A clean, black powder, especially good for rifle or pistol cartridges. Does not cake behind the bullet, is strong and burns evenly.

**"ALARM" SMOKELESS:** For shot guns only. Quick, hard grain and easily loaded. Will not deteriorate while in stock as it is not easily affected by moisture or atmospheric changes.

BOTH BRANDS PUT UP IN CONVENIENT PACKAGES.

These two brands also in Loaded Shells when specified in your orders to the loading companies.



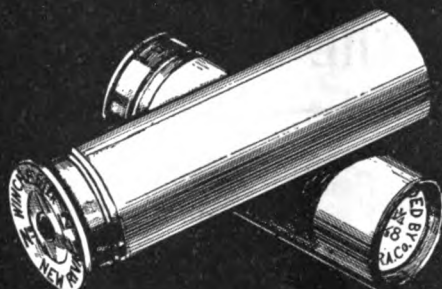
ASK FOR OUR BOOKLET.

## MIAMI POWDER CO.

XENIA, OHIO.

# WINCHESTER

“THE  
TRUE



BLUE  
SHELL”

## NEW RIVAL

BLACK POWDER LOADED SHELLS  
Blue in Color Gas Tight Base  
PATENT CORRUGATED HEAD

**W**E are now prepared to furnish the trade with Winchester New Rival loaded black powder shells, *blue in color* made with our improved, solid, gas-tight, fire-proof base, and with the Winchester patent corrugated head, which has made our Leader and Repeater smokeless powder shells such ready sellers. These features not only give the New Rival shells loaded by us strength to withstand reloading, but improve their shooting qualities, making them the best selling black powder shells upon the market. They carry the same list-prices and discounts as the New Rival shells heretofore loaded by us, also the same Winchester load numbers.

New Rival shells, green in color, without the corrugated head, and branded “1901 New Rival,” will hereafter be sold empty only to the trade, for their legitimate requirements.

Our factory loaded New Rival shells, loaded by exact machinery and with the standard brands of powder, shot and wadding, can be furnished in all gauges from 10 to 20.

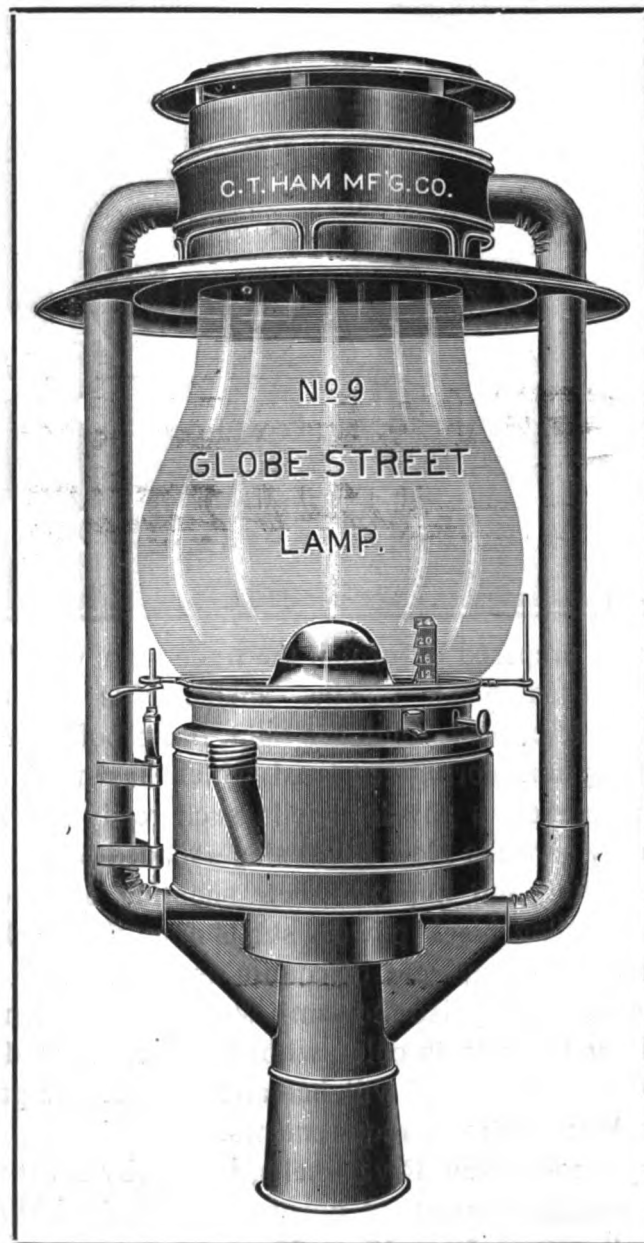
**WINCHESTER REPEATING ARMS CO.**

NEW HAVEN, CONNECTICUT.

# HAM'S TUBULAR LAMPS AND LANTERNS

include a large and complete line and are second to none on the market.

**WE SELL TO THE JOBBING TRADE ONLY.**



Insist on getting HAM'S goods from your JOBBER and you will get the finest finished and most perfect burning Lamps and Lanterns ever made.

**C. T. HAM MANUFACTURING CO.,  
ROCHESTER, N. Y.**



# BOOKS YOU NEED IN YOUR BUSINESS.



## Payne's Business and Social Letter Writer.

Covering every phase of Business and Social Correspondence.—Specimen Letters of every kind and each specimen a model of its kind.—Also Rules for Spelling and Punctuation.—Postal Laws.—Abbreviations.—Latin, French, Spanish and Italian Words and Phrases in Common Use.—350 Pages, Bound in Cloth, \$1.00

## Payne's Business Encyclopædia and Practical Educator.

Conceded to be a Thorough, Comprehensive and Exhaustive Compendium of Knowledge Necessary to Business.—Law—Law Forms.—Business Correspondence.—Mercantile Terms.—Tables.—Penmanship.—A full Business Library in one volume.—600 Pages, Substantially Bound, \$2.00

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For Master Plumbers, Builders, Architects, Apprentices and Householders.—Also contains a Complete Drainage System.—Tells How to Make Joints, Traps and Bends.—In short, every detail in up to date plumbing.—225 Pages, 138 Illustrations, Bound in Cloth, \$2.00

## The Home Mechanic,

In IX Parts.—Part I, Carpentry; Part II, Painting; III, Sign, Carriage and Decorative Painting; IV, Finishing and Ornamenting Furniture and Cabinet Work; V, Horse-Shoeing; VI, Soap-Making; VII, Candy-Making; VIII, Baking; IX, Taxidermy and its Kindred Arts; and, in conclusion, nearly One Hundred Pages of Recipes for Making Expensive Articles that are in constant demand.—876 Pages, Bound in Cloth, \$2.50

## The American Hardware Store,

An Exhaustive Treatise on the Most Approved Methods used by Successful Merchants to Arrange, Display and Sell Hardware.—Gives Full Information on all Subjects Appertaining to Store and Office Management.—Edited by R. R. Williams.—450 Pages, 500 Illustrations, Bound in Cloth, \$3.00

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Comprising 200 Pages of Positively Accurate Tables or more than 120,000 Computations, giving at a glance the Net of Any Sum at All Discounts from 1 per cent. to 95 per cent. and a great range of Combinations.—The best of its kind. Single Index, \$3.00, Double, \$4.00

## Law Without Lawyers,

By Henry B. Corey.—A Reliable Reference Book on Legal Questions constantly coming up in your business and social life. It will save you many times its price in lawyers' fees. Strong Cloth Binding, \$1.00

Will be sent post paid on receipt of price named.

We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to—

**HARDWARE PUBLISHING CO.,**  
275 Broadway, New York City.

# Mr. Dealer

WE INVITE YOU TO WRITE  
FOR OUR PRINTED MATTER,  
WHICH IS CONFIDENTIAL  
TO THE TRADE

We are putting this advertisement in the leading popular magazines to help you sell them.

## Something New

PUT THIS ON YOUR PIPE,



The  
Fowler  
Automatic  
Draft  
Regulator

and you will notice the following about your furnace, stove, or boiler:

Regular Draft at all times.  
No overheating of furnace.  
Less chimney fire danger.  
No burning out of grates.  
No escaping gases in cellar or room.  
Perfect ventilation.  
Retention of heat in furnace.  
Perfect combustion of fuel.  
Minimum of clinkers.  
Therefore, greatest economy of fuel and care in operation.

Prevention of fires burning out on windy nights.  
A great coal and trouble saver.

Why? Because "The Fowler" Automatic Draft Regulator insures absolute and perfect regulation of draft under all conditions in any heating apparatus on which it is put.

Can be quickly applied even when heater is in use.

All stove dealers have them.

Send your address and that of your stove dealer on a postal. We are sure the reading matter we send you will be interesting.

Address:

**JOSEPH BATTLES,**  
SOLE AGENT,  
Box N, LAWRENCE, MASS.

NOTICE  
HERE



# ED. S. HUGHES & Co.,

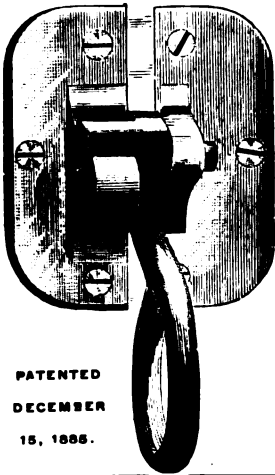
ESTABLISHED 1882.

## Wholesale Hardware,

Stoves, Cutlery, Woodwork, Wire, Wagons,  
Buggies, Implements, Queensware, Etc.

ABILENE, TEXAS.

THE "CONROY" REFRIGERATOR DOOR FASTENER.

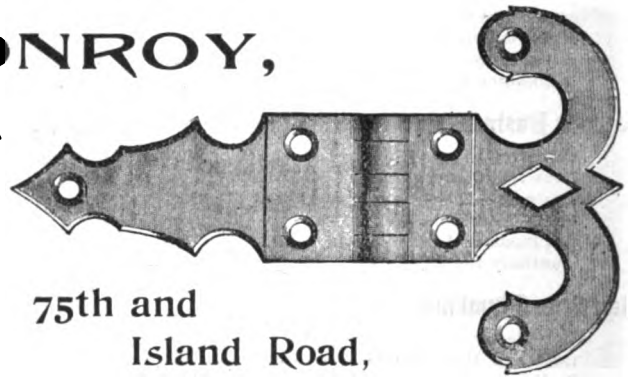


PATENTED  
DECEMBER  
15, 1885.

### P. J. CONROY,

MANUFACTURER OF

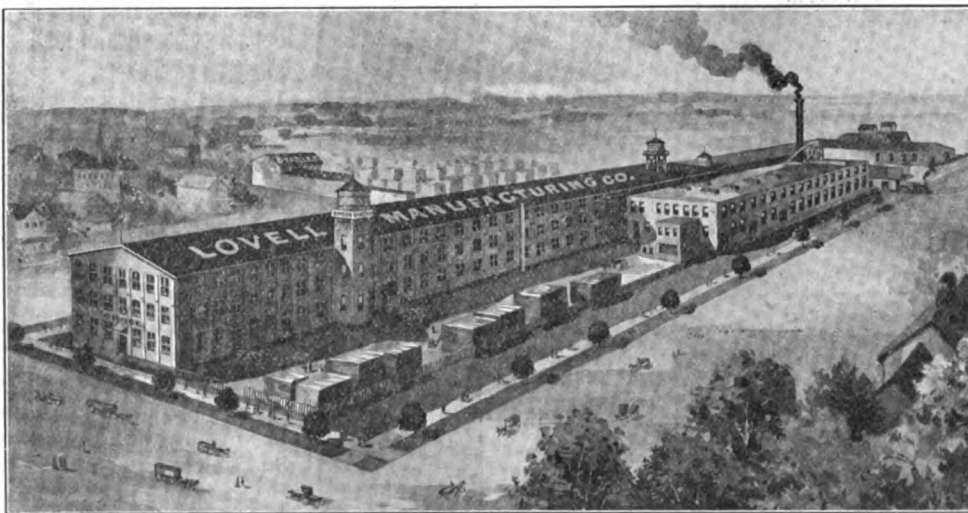
## Refrigerator Hardware.



75th and  
Island Road,

PHILADELPHIA, PA.

# LOVELL MANUFACTURING CO.,



CLOTHES  
WRINGERS  
AND  
WRINGER  
ROLLS  
ERIE, PA.

ALWAYS FIRST IN EVERYTHING PROGRESSIVE.

Lovell Mfg. Co.  
Introduced the

FIVE-YEAR GUARANTEE WRINGER.  
BICYCLE BALL-BEARING WRINGER.  
HOLD-FAST CLAMP for Galvanized Iron Tubs.  
LOVELL'S COG-WHEEL SHIELDS.

ANCHOR  
BRAND



L.M.CO.  
ERIE, PA.

ANCHOR BRAND CLOTHES WRINGERS  
BEST ON EARTH.

## A FEW GOOD THINGS

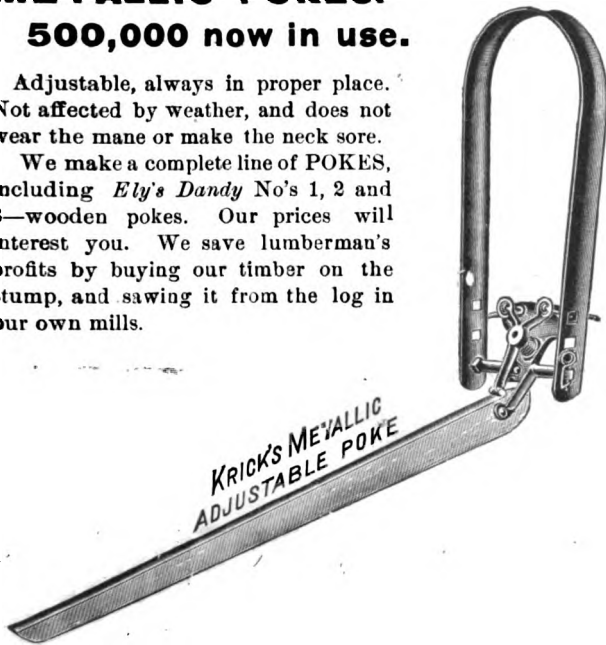
From our extensive line of  
Hardware and Woodenware Specialties.

### METALLIC POKES.

500,000 now in use.

Adjustable, always in proper place.  
Not affected by weather, and does not  
wear the mane or make the neck sore.

We make a complete line of POKES,  
including *Ely's Dandy* No's 1, 2 and  
3—wooden pokes. Our prices will  
interest you. We save lumberman's  
profits by buying our timber on the  
stump, and sawing it from the log in  
our own mills.



### PERFECT CARRIAGE TOP DRESSING



Softens the articles it is  
applied to. Will not crack  
or peel off.  
Actual tests prove this  
dressing as good a finish at

one coat as the majority of others at two coats.

### ELY'S DANDY HAY KNIFE

Has been on the market for years and is  
still in the lead.

Made of malleable iron with best steel  
section knives.

Our price is a surprise to every one—ask  
about it.



ABSOLUTE SAFETY in handling  
vicious cattle and horses.

The picture tells the story.

We are the largest manu-  
facturers of cross-cut saw  
handles in the country.

ASK FOR COMPLETE CATALOGUE.

**THEO. J. ELY MFG. CO.**  
Girard, Pa.

## Baines Patented Shelf Brackets

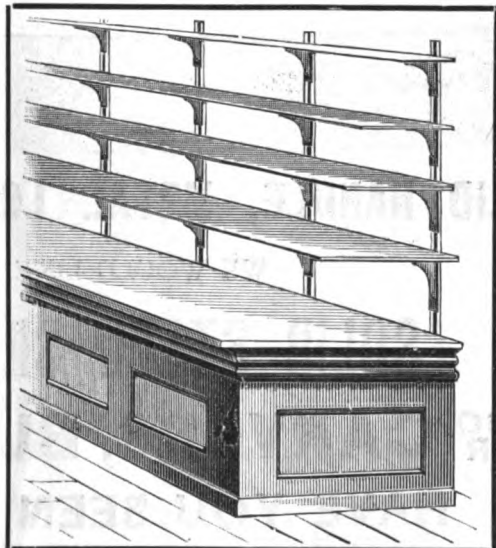
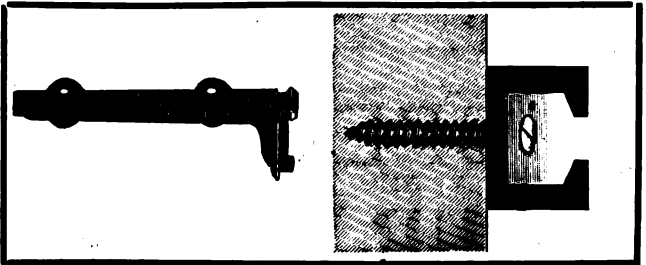
ADJUSTABLE AND FIXED.



Shelves are free from  
obstructions from props,  
among or in front of the  
goods, making a saving  
in shelf room of a large  
percentage over old style  
shelving.

The *Adjustable  
Brackets* can be  
arranged for any kind  
of stock and can be  
moved from one building  
to another without the  
slightest injury.

*Wall Bar* can be fastened to either  
brick or frame building.



We make a very attractive line of dis-  
play racks.

Write for Catalogue and Price List.

**THE PIQUA BRACKET CO.,**  
Piqua, O.



# **SOUTHERN** **HARDWARE JOBBERS**

WHEN BUYING HIGH GRADE TABLE CUTLERY, ORDER  
**GOODELL CONTINUOUS RING BOLSTER.**



## NO SPLITTING, WARPING, NOR LOOSENING

The small cut shows the bolsters transparent. Notice how the metal completely encircles the tang and solidly locks the scales. This is used on every scale tang bolster we make.



## A SPECIAL FAVORITE IS THE **FOUR HUNDRED LINE** BEST ON EARTH.



**SOLID HANDLE, METAL LOCKED TANG, WROUGHT BOLSTER.**

WE WOULD LIKE TO SHOW YOU OUR LINE OF

**SOLID STEEL SILVER PLATED CUTLERY.**

**ALSO OUR CARVERS, BUTCHER KNIVES, ETC.**

**HAVE YOU SEEN THE "RISING" STEELS?**

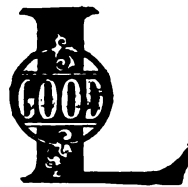
Send for our catalogue: Cutlery, Parers, Seed Sowers, Crumbers.



**GOODELL COMPANY,**

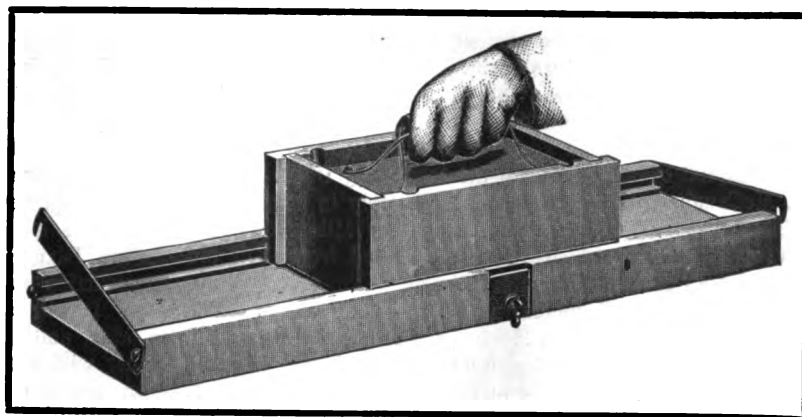
New York Office,  
 10 Warren Street.

Antrim, N. H., U. S. A.



# The Queen Vegetable Slicer

The most complete and useful kitchen article of the day. The knife is double edged, cutting both ways, and will do more and better work than any three-knife slicer on the market. ❧ ❧ ❧



It is neatly and substantially constructed of the best material and will last a life time. The knife can be removed when dull and sharpened, and is very easily adjusted to cut thick or thin slices. ❧ ❧ ❧

WRITE FOR TRADE PRICES.

MANUFACTURED ONLY BY  
**E. C. ATKINS & CO.,** Manufacturers,  
**INDIANAPOLIS, IND.**

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BENT WOODWORK.

STEEL ATTACHMENTS.

RIBBON STAND.

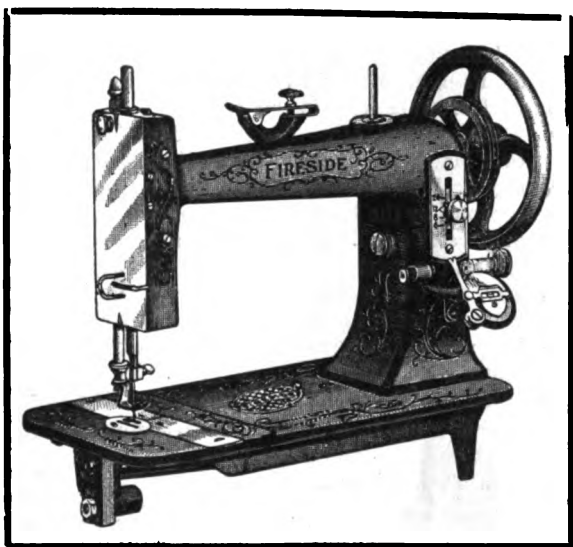
**DO**

you employ traveling salesmen? If you do why not add a good sewing machine to your line?



**SEE**

us before placing your orders for sewing machines. We can please you.



**YOU**

can sell the **FIRESIDE** from the store. It is an up-to-date machine that can be sold at a medium price.



**THIS**

machine is adapted to family sewing, simple, easy, light running, durable and of pleasing appearance.

NEW  
**DOMESTIC SEWING MACHINE CO.,**  
 16 EXCHANGE PLACE,  
 NEW YORK.

## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### Incorporations, New Stores, etc.

Aberdeen, S. D.—Aberdeen Hardware Co. has been incorporated with a capital of \$25,000. Incorporators, John J. McCaughey, Elmer O. Miller and Frank Miller.

Burlington, Ia.—The Hardware firm of C. F. Schmidt & Co., has been incorporated for twenty years with capital stock of \$100,000.

Colfax, Ia.—W. S. Cutter Hardware Co. has filed articles of incorporation. Capital stock, \$10,000.

Crafton, Pa.—Thomas Silk is making arrangements to open a Hardware store in his new building at the corner of White and Noble Avenues.

Fairfield, Me.—Allen Totman Co. has been incorporated to carry on a Hardware and general merchandise business, \$10,000 capital stock. President, Frank M. Totman, Fairfield; treasurer, Everett Totman, Fairfield.

Findlay, O.—Conrad Gassman will open a Hardware store in a few months in the room with Gunderman & Beall, the bicycle men, on South Main Street.

Greenland, Mich.—Harvey Chown.

Hatboro, Pa.—Butterworth & Fretz have opened a Hardware store in the Fennimore Building on York Street.

Montrose, Colo.—A Hardware establishment with a \$10,000 stock, has been opened for business in Montrose by E. H. Garret.

Nunda, N. Y.—Grimes & Walker have opened a new Hardware and grocery store in the Union Block.

New York, N. Y.—T. R. De Lacey Co. has been incorporated to deal in Hardware; capital, \$2,000. Directors: Henry O'Neill, R. B. Caldwell, and T. R. De Lacey, New York City.

Smithfield, N. C.—The Holt Hardware and Buggy Co. has been incorporated by the Secretary of State. Its capital stock is \$10,000 to \$20,000, and E. J. Holt, H. D. Ellington, T. R. Crocker and S. S. Holt are the incorporators. The business proposed is the conducting of a general store, but more particularly the buying and selling of Hardware and the manufacture and repair of vehicles and machines.

Vicksburg, Miss.—The Vicksburg Hardware Co. has been incorporated; capital stock, \$10,000. Incorporators: C. C. Christal, C. J. Rollman and P. A. Christal.

Wheeling, W. Va.—Thomas Morris, East Sixteenth Street.

### Changes and Improvements.

Amherst, N. S.—Douglas & Co., Hardware merchants, have formed a new partnership, consisting of W. Wood, J. H. Douglas and H. M. Stevens.

Bay City, Mich.—The Jennison Hardware Co. has increased its capital stock from \$40,000 to \$100,000.

Bridgton, Me.—George Frisbee has become the partner of John H. Roes in the Hardware business.

Baldwinville, Mass.—H. H. Hammond, of Baldwinville, is putting in the foundation for an addition to his Hardware store to accommodate his increasing trade. It will be 45x18 feet and one story in height.

Birmingham, Ala.—The Milner & Kettig Hardware Co. have moved from their old building into the new.

Cooperstown, N. Y.—The Hardware firm of H. M. Hooker & Co. has been dissolved by mutual consent. H. M. Hooker has sold his interest in the stock to D. J. McGown, the junior partner, the title to the real estate remaining as at present.

Deadwood, S. D.—A. F. Bick, of Omaha, has purchased and taken possession of the Hardware business of E. T. Baltzley.

Elizabeth City, N. C.—Sharber & White are removing to their new store on Main Street.

East Liverpool, O.—The Diamond Hardware Co. is now under a new management, J. N. Shives having disposed of his interests to M. L. Otterman, of Youngstown, O., and Henry Fowler, of Warren, O.

Gilboa, N. Y.—George Shaler has sold his entire stock of Hardware goods to Frank R. Thomas, and will discontinue the business.

Guthrie, Okla.—E. A. Neher has purchased E. R. Peterson's interest in the popular Hardware company of Henricks & Peterson. The firm name will be known as Henricks & Neher, Mr. Peterson retiring from active business for the present.

Holland, N. Y.—W. J. Tabor is enlarging his Hardware store on Main Street.

Jamestown, N. D.—R. L. Scott & Co., of St. Paul, have bought the Gieseler & Blewett Hardware store in this city.

Kansas City, Mo.—The Richards & Conover Hardware Co. has purchased the property at Fifth and Wyandotte Streets, once occupied by the Lindell hotel. Foundations, built years ago by persons who proposed to erect a big hotel there, are yet on the property, and will be used by the company for a large wholesale house it will construct within a year. The company also purchased recently a lot, 77x160 feet, on Fourth Street, adjoining its warehouse on the East. The firm now has in process of construction on Fifth Street a four-story brick warehouse with 28-foot foundations.

Muskegon, Mich.—Karel & Dekker, Hardware merchants, will build a two-story brick block on Pine Street.

Manchester, Va.—The B. P. Vaden Hardware Co. has in the course of erection a handsome brick storehouse at Fifteenth and Hull Streets, which is to be occupied by them as soon as completed.

New Cumberland, Pa.—D. Y. Lenhart will move the stock of Hardware bought of E. P. Conley to his room formerly enlarged where his stove and tinware store is, on Market Street.

Newport, Vt.—L. A. Spaulding has taken a half interest in the Hardware business with F. W. Carr.

North Vassalboro, Me.—George S. Hawes is preparing to erect a building 16x26, for a storage depot for his Hardware.

Osborne, Kan.—Roy Hewett, of Cawker, has taken possession of the Buchner Hardware store, having purchased same.

Pine Island, Minn.—W. D. Marvin is constructing another building adjoining the first. It will be finished about the middle of May, and when completed, it will, together with the original structure, have an even 100-foot frontage on Main Street. The entire building will be used for Hardware purposes.

Piqua, O.—D. N. Burr & Co. have decided to erect an addition to their Hardware store on Main Street.

Paris, Tex.—H. S. Bettes Hardware Co. has amended its charter by increasing capital stock from \$50,000 to \$125,000.

Presque Isle, Me.—The partnership which has existed between A. M. Smith and E. W. Fernald, Hardware dealers, has been dissolved by mutual consent, and the business will be carried on by Mr. Smith, Mr. Fernald retiring.

Revere, Mo.—L. M. Dawson has sold his Hardware store to C. Lucas, but reserved half interest in the implement department.

Salem, S. D.—Ellis Bros. have sold their Hardware store and stock to J. W. Ryan, of Canistota.

Struthers, O.—Charles Fitch has begun the work necessary for the removal of his Hardware store to the adjoining lot on the south of his present location.

### Recent Fires.

Amarillo, Tex.—Stringfellow & Hume.

Bremond, Tex.—Webb Hearn.

Bellows Falls, Vt.—Geo. B. Albee. Loss, \$1,000.

Dumont, Ia.—H. Faltzhoff; partially insured.

Louisville, Ky.—Stratton & Terstegge. Loss, \$65,000; partially insured.

Kindred, N. D.—C. J. Myher; partially insured.

Quincy, Ill.—Tenk Hardware Co.; loss, \$55,000; fully insured.

Rocky Ford, Colo.—Dawly Hardware & Furniture Co.

Stoutsville, Mo.—J. S. Walters. Loss, \$5,000; insured.

Weatherford, Tex.—J. R. Lewis & Co.; loss, \$10,000; insurance, \$3,600.

### Burglaries in Hardware Stores.

Bellwood, Neb.—C. D. Hudson. Loss, \$75.

Cumberland, Md.—Cumberland Hardware Co. Loss, \$50.

Essex Junction, Vt.—W. S. Teachout. Loss, \$40.

Gorham, N. Y.—Crozier Hardware store; revolvers and cutlery.

Milwaukee, Wis.—Charles Schmidt, 985 Howell Avenue; loss, \$82.





# WHEN YOU SEE VARNISHES

BEARING THIS LABEL

**You may be sure**

**they are the best made.**

**CARRIAGE VARNISHES,  
RAILWAY VARNISHES,  
PIANO VARNISHES,  
WOOD FINISHES**

VARNISHES AND JAPANS OF ALL GRADES, AND FOR EVERY USE KNOWN.

**BERRY BROTHERS LTD.**

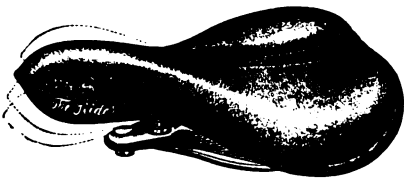
NEW YORK, 252 PEARL ST., BOSTON, 520 ATLANTIC AVE., BALTIMORE, 22 E. LOMBARD ST.,  
PHILADELPHIA, 26 & 28 N. FOURTH ST., CHICAGO, 15 & 17 LAKE ST., CINCINNATI, 304 MAIN ST.,  
ST. LOUIS, 112 FOURTH ST., SAN FRANCISCO, 12 FRONT ST.

**FACTORY & MAIN OFFICE, DETROIT.**

**IF YOU HANDLE VARNISH IT WILL PAY YOU TO DROP US A LINE.**

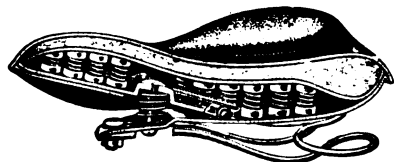


## "THE RIDER"



The Only Bicycle Seat made that is Absolutely Comfortable and Durable.

In the "Rider" Saddle we have all the objectionable features eliminated. Its unique features are its *upholstered seat* and *adjustable nose*.



"Its Nose is Adjustable, Soft and Flexible,"  
Hence impossible to hurt or injure.

THE PRICE WILL SURPRISE YOU.  
Ask about it.

—MADE BY—

**RIDER SADDLE CO.**  
194 Grand River Ave.,  
Detroit, Mich., U. S. A.

## THE NULITE

750 Candle Power

### ARC ILLUMINATORS

Produce the Finest Artificial Light in the World.

Superior to Electricity or Gas. Cheaper  
than Kerosene Oil.

NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.

They are Portable. Place them anywhere.

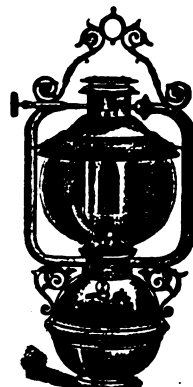
Table Lamps, Pendants, Wall Lamps, Chandeliers,  
Street Lamps, etc.

They sell at sight. Big discounts to Hardware men.  
Write for Catalog and Prices.

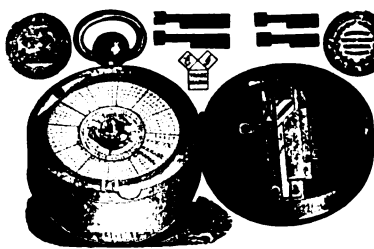
**CHICAGO SOLAR LIGHT CO.** 81 Fifth Ave.,  
CHICAGO.



Indoor.



Outdoor.



**STANDARD OF THE WORLD.**—Awarded 12 Medals for PORTABILITY, SECURITY and GENERAL ADAPTATION for purposes intended.

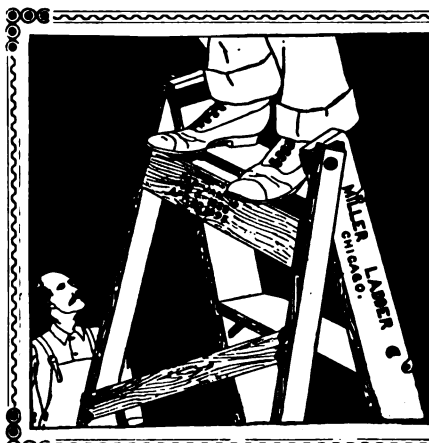
Endorsed by fire underwriters everywhere. Reduces rate of insurance.

Used exclusively U. S. Life Saving Service, Railroads, Mines Hospitals, Institutions, Banks, Breweries, Express Companies, Refineries, Hotels, Residences, Factories, Stores, etc. Compels the watchman to make systematic visits to every part of your property, and records his exact whereabouts during the entire night.

Write for Catalogue and Special Prices to Dept. C.

**E. IMHAUSER & CO.,** 206 Broadway, New York.

**The Best Water Purifier**  
Is undoubtedly the New Process Sanitary  
**EAGLE WATER STILL.**  
Simple to operate. Converts the foulest water into water of crystal purity, revitalized, delicious and palatable to the taste. A child can operate it. No household complete without it. No expense.  
Special in increment prices to the trade.  
For particulars address  
**Health & Comfort Supply Mfg. Co.,**  
Dpt. O.  
CINCINNATI, O.



1214 & 1216 Market St.  
PHILADELPHIA, PA., March 12, 1900.

GENTLEMEN:—The continued use of the Miller step ladders in our Decorating Department and the reports of many of our wholesale customers who have purchased them from us, prompts us to state that they are thoroughly satisfactory and all that you, as manufacturers, claim for them.

Very truly yours,

KAYSER & ALLMAN.

For Catalogue and Description, Write to

**MILLER LADDER CO.**  
204 Orleans St., Chicago, Ill.

The "Miller" is a radical departure from the conventional style of step ladder. It has an individuality entirely its own which has won for it recognition as the standard ladder in the decorating trades.

## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Incorporations, Etc.

Alton, Ill.—The Beall Shovel Co. has just been incorporated with a capital stock of \$50,000. The incorporators are Edmund Beall, Charles Beall, J. Wesley Beall and Chas. L. Beall. Almost all of the machinery for the manufacture of the shovels has been installed, and work will commence within a very short time.

Ashland, O.—A new company to manufacture the Hixon Adjustable Sieve has started up in the Guth Cold Storage Building on West Main Street and will manufacture a sieve different from the one formerly made by Mr. Hixon when he was connected with the old Hixon Adjustable Sieve Co.

Baltimore, Md.—The Maryland Can and Mfg. Co., for manufacturing all kinds of tinware, has been incorporated by August Hellwig, Richard H. Dashiell, Andrew J. Burns, Wm. H. H. Stevenson, Simon L. Le Cron, Robert Lee Jones and John Thomas Scheu. The capital stock is \$15,000.

Brooklyn, N. Y.—The O. K. Tool Holder Co. has been incorporated with the Secretary of State, with a capital of \$50,000. The directors for the first year are Thomas F. Nevins, Frank J. Nevins and George W. Conklin, of Brooklyn.

Columbus, O.—The Colonial Gas Burner Co., capital stock, \$15,000, has been incorporated by A. B. Coit, H. L. Town, C. W. Plekharp, W. D. Heyl and Frank J. Town. It will manufacture gas burners, arc lights, etc.

Elizabeth, N. J.—Articles of incorporation have been filed in the office of the county clerk by the Braunsdorf & Mueller Co., the incorporators of which are Henry R. Braunsdorf, Chas. F. Mueller and Frederick Clauss, all of Elizabeth. The objects of the company are the manufacture of all kinds of mechanics' and other tools. The total authorized capital stock is \$100,000.

Ilion, N. Y.—The Tucker File Co., of Ilion, has been incorporated with the Secretary of State with a capital stock of \$50,000. The directors for the first year are Samuel T. Russell, Charles Harter and B. B. Ross. The company will occupy the large brick building on Main Street, formerly occupied by the Coleman Carriage Co. The product of the company will be letter files and cabinets.

Kansas City, Mo.—Articles of incorporation have been filed by the Kansas City Mfg. and Supply Co. The capital stock is \$10,000. J. C. Murphy, of Kansas City, Towner K. Webster, of Chicago, and Louis H. Webster, of Chicago, are the incorporators. The company is formed to carry on the business of manufacturing, buying and selling machinery and implements.

### Changes and Improvements.

Auburn, N. Y.—The business of the Ohio Tool Co. has increased so extensively during the past year that the firm has found it necessary to build an addition to its plant. The building will be 140 feet long by 40 feet wide. A new office will be fitted up in a portion of the structure. The old office will be used as a storeroom.

Alexandria, Ind.—The new plant of the Kelly Axe Mfg. Co. is now completed and operations have begun. The factory is built entirely of steel and brick, of the most modern fireproof construction, with a complete electrical plant for the transmission of power. The forge shops are constructed entirely of steel and the balance of the plant is built of brick and slow-burning material, and is heated and ventilated throughout with an improved warm-blast apparatus. The axe plant has a capacity of 9,800 axes for a working day of eight hours, which can be doubled on a sixteen-hour run. The scythe plant has a daily capacity of 24,000, and is arranged with sufficient machinery to double this output.

Canandaigua, N. Y.—The Lisk Anti-Rust Tinware Mfg. Co. has bought of W. H. Tuttle the lot and buildings formerly occupied by the Perry Spring Tooth Harrow Works. This property adjoins the Lisk works on the east, and its acquisition gives the latter 150 feet additional frontage on the railroad, and abundance of room for enlarging the plant whenever necessary.

Cleveland, O.—J. M. & L. A. Osborn, tin plate and tinware manufacturers, have leased for a number of years the building on the viaduct formerly occupied by the Cooperative Stove Co.

Detroit, Mich.—The Detroit Wire Fence Co. will remove its plant to Oshawa, Ont.

Daleville, Ind.—Work has commenced on the addition to the Ideal stove foundry. A building 140 feet long and 52 feet wide will be put up to furnish space for 25 additional molders.

Grand Rapids, Mich.—The Michigan Hardware Mfg. Co., which has recently filed articles of association at Lansing, is a new company, but its business has been established for many years. The officers of the company are as follows: President, Lars H. Solosth; vice-president, Frank H. Mathison; secretary and treasurer, Andrew Allgier. There are also other well known citizens interested in the said company. The new company absorbs the Grand Rapids Specialty Co.

Janesville, Wis.—The John Pritzlaff Hardware Co. of Milwaukee, will establish a large factory in this city for the manufacture of barb wire, woven fence wire, nails and staples. The factory will be located on North River Street. Improved wire machinery, made by M. D. Taylor, of this city, will be installed.

Indianapolis, Ind.—The Wagner Plow Co., the works of which are to be moved here from Vernon, Ind., has decided to pur-

chase five acres of ground situated near Churchman Avenue and the Belt road, for its factory site. The plans for the buildings are almost complete, and ground will be broken within ten days. About six buildings will be erected.

### Recent Fires.

Grand Rapids, Mich.—The window screen and ladder factory of Karreman Brothers, 155 Sigsbee Street, has been totally destroyed by fire. The total loss upon stock and building amounts to \$3,000.

Memphis, Tenn.—The plant of the Gardner Stove Co., at Marvell, Ark., has been entirely destroyed by fire, entailing a loss of \$25,000.

Oakland, Me.—Fire broke out in the Columbus Marshall Shovel Handle Factory recently and did \$2,500 damage.

Philadelphia, Pa.—The auger bit works of Job T. Pugh have been partially destroyed by fire. The entire fourth floor of the new factory building was burned out and the machinery and stock on the lower floors damaged by water. The cause of the fire is unknown, but it is supposed that the building was struck by lightning. The loss is estimated at \$30,000, fully insured.

St. Louis, Mo.—The three-story building at 802 and 806 North Main Street, occupied by the Ferris Stove and Mfg. Co., has been almost completely destroyed by fire.

St. Paul, Minn.—Fire in the frame building, 399 Goodrich Avenue, occupied by Christian & Jones, manufacturers of gasoline stoves, did damage to the extent of \$1,000; fully covered by insurance.

Winsted, Conn.—The plant of the Rogers Rake Mfg. Co., in Pleasant Valley, Hampstead, has been burned. The loss, \$10,000, is partly covered by insurance.

### Embarrassments.

Chattanooga, Tenn.—The stockholders of the Chattanooga Plow Co. held their annual meeting and election of officers recently. The election resulted in the choice of the following: President and treasurer, C. D. Mitchell; vice-president, G. W. Wheland; secretary, Howard Mitchell. The following board of directors was chosen: Newell Sanders, G. W. Wheland, C. C. Bloomfield, Howard Mitchell and C. D. Mitchell.

# PATENTS

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in all countries. Also trade  
marks and copyrights.

## DAVIS & DAVIS

ATTORNEYS-AT-LAW,  
WASHINGTON, D. C.  
34, Paul Building, NEW YORK.

QUALITY IN EVERY WAY THE BEST

DEWITT SOLVAY LA FRANCE ROSE

**M.S. BENEDICT MFG CO.**  
FACTORY EAST SYRACUSE, N.Y.  
109 WABASH AVE. CHICAGO ILL. 409 BROADWAY N.Y.  
**SILVER PLATED WARE.**

**TABOR STOP MOTION COUNTER.**

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . .



Send  
\$1 for  
Sample.

Liberal Dis-  
count to the  
trade.  
Ask your deal-  
er for it.

**The Tabor Revolution Counter,**  
Elizabeth, N. J.

**SOMETHING NEW**

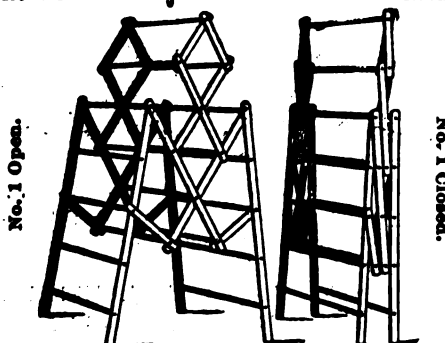
**"STANDARD" BALL-BEARING  
PHILADELPHIA CASTERS.**

Samples and Catalogue free.

**Standard Caster & Wheel Co.,**  
312-326 East 23d St., New York.



**Rogers' Patent Adjustable Extension Clothes Rack.**



**A QUICK SELLER.**

Made of hard or soft wood, with or without oil finish, as desired. Hanging surface 50 feet. Write for our Catalogue of Household Specialties. Established 1880.  
**ROGERS & SON, Kendallville, INDIANA.**

**EACH YEAR RECEIVED BETTER RESULTS.**

Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in **HARDWARE** we have each year received better results.

**Steel Cutters Don't Break.**



That's a point in favor of Sargent's Gem Food Chopper—a well-built machine, intended for kitchen use, day in and day out; every housekeeper has a place for it.

Do the housekeepers in your section know that there is such a time saving, work-lessening, drudgery-lightening

device, and that you sell it? If not, distribute some of the printed matter we will be pleased to furnish, make a window exhibit of the Gem, and you will have sales—profits, too.

**SARGENT & COMPANY,**

Manufacturers,

New York, New Haven, Conn., Philadelphia, Boston.

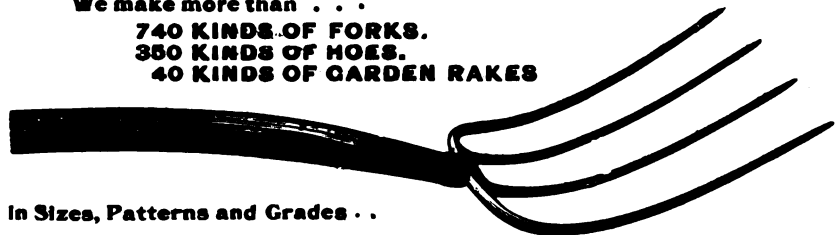
**FORKS, HOES, RAKES, &C., FOR EXPORT.**

We make more than . . .

**740 KINDS OF FORKS.**

**350 KINDS OF HOES.**

**40 KINDS OF GARDEN RAKES**



In Sizes, Patterns and Grades . .

**FOR ALL MARKETS OF THE WORLD.**

WORKS RUN CONTINUOUSLY MORE THAN 40 YEARS.

**THE IOWA FARMING TOOL CO.,**

Illustrated Catalog  
on Application. . .

**FORT MADISON, IOWA, U. S. A.**

**HAVE A DRINK!**

OF COOL, PURE WATER FROM THE

**TORRENT PURIFYING PUMP.**



**THE TORRENT  
PURIFYING PUMP.**

**NOTHING LIKE IT.**

If you deal in pumps, why handle the same old-style slow kind that your competitor does? It would pay you to get something up-to-date, which would please your customers and take the business.

Write for particulars.

**THE TORRENT PUMP & FENCE CO.,**  
CLEVELAND, U. S. A.

EXPORT AGENT:—JOSEPH ALLEN, 141 BROADWAY NEW YORK.

**THE WALLACE BARNES CO.,**  
BRISTOL, CONN., U. S. A.

Manufacturers of

**SMALL SPRINGS**

of every description;

and dealers in

**WIRE and COLD ROLLED  
STEEL.**

**ESTABLISHED 1857.**



## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Augusta, Me.—Bachelder & Seabury.  
Addison, N. Y.—C. F. Bronson, repairing.  
Anamosa, Ia.—Hall & Eldred.  
Black River Falls, Wis.—Wm. Robison.  
Bay City, Mich.—Edgar C. Gould.  
Binghamton, N. Y.—Sectional Pneumatic Tire Co., has been incorporated. Capital, \$50,000. Directors: E. C. Inderlied, R. A. Baumann and F. J. Baumann, of Binghamton.

Columbia, S. C.—W. D. Addie, West Main Street.

Cornwall, N. Y.—Howard B. Johnson, repairing.

Cornwall, Ont.—C. F. Wright.

Chicago, Ill.—Union Tire and Rubber Co., with \$50,000 capital. Incorporators, John W. D. Carsland, Charles W. Hills and Louis J. Delson.

Cherryvale, Kan.—The Cloughey Automobile Co., of this city, has been organized with a capital of \$100,000, and a charter has been applied for. It is the purpose of the company to manufacture the Cloughey patent automobile. A site has been secured and a brick building two stories high and 109 x 153 feet will be erected at once.

Cayuga, Ind.—The Northwestern Powder Co., the new company building a plant near Opedee, has been incorporated for \$60,000. The new company consists of Theodore C. Keller and Charles F. Robinson, of Chicago, and George A. Murphy, of Clinton.

East Orange, N. J.—The Spink Mfg. Co., with \$100,000 capital stock, its object to manufacture and sell rubber athletic goods, and its principal office 73 North Maple Avenue, East Orange, have filed articles of incorporation with Corporation Clerk Brooke, at Trenton.

Greenfield, Ind.—Lacey & Gapin.

Great Barrington, Mass.—C. E. Cross.

Glens Falls, N. Y.—John Savage, Armistage Block, repairing.

Haverhill, Mass.—Seavey Bros.

Jefferson, Ind.—Fred. Hutchinson.

Luzerne, Pa.—George Sober has started a bicycle repair shop in the building of A. W. Pembleton.

Long Branch, N. J.—Harry Gross, Brighton Avenue.

McComb, Ind.—T. G. Scott.

Niagara Falls, N. Y.—John Fox, Main Street, North, repairing.

Onset, Mass.—J. Magoon.

Presque Isle, Me.—C. L. Bullard.

Pittsfield, Mass.—Jacobs & Medicks, Tyler and Burbank Streets.

Rochester, N. Y.—Regas Vehicle Co., with \$25,000 capital. Directors: J. Harry Sager, Cora B. Sager and George D. Green, all of Rochester.

Reddick, Ill.—Gonderman & Hertz have put in a rubber tire plant and are now ready for work.

Sherburne, N. Y.—C. G. La Fontaine has leased the Easton store and will conduct a retail bicycle and automobile business.

Stephenson, Mich.—H. A. Longrie.

Sandy Hill, N. Y.—L. E. Sexton, Main Street.

Shortsville, N. Y.—Earl Perry.

Skowhegan, Me.—Leon Baker, repairing.

Viola, Ill.—C. J. Winn and Ed. Smith, repairing.

West Suffield, Mass.—John F. Barnett, Jr.

Waverly, Mass.—Ernest Harlow, Lexington Street.

West Randolph, Vt.—Edwin Young, McIntyre Block.

Westerly, R. I.—Samuel Girven.

### Changes and Improvements.

Augusta, Ill.—Charles L. Brunton succeeds J. F. Williams.

Baltimore, Md.—Snodel Mfg. Co. succeeds L. F. Snodel & Co.

Burlington, Vt.—L. G. Burnham Co., 71 Church Street, closing out.

Bedford, Ia.—Martin & Stephens succeed Bailie & Stephens.

Bluffton, Ind.—Rogers & Cole succeed Justus & Rogers.

Bedford, Ind.—Heitger Stove & Hardware Co., succeed Heitger Bros.

Chilton, Wis.—Charles Kroessing, sold out.

Chester, Conn.—Clarence Watrous has rented the factory formerly occupied by Charles Barker and will move his bicycle repair shop there.

Cuba, N. Y.—F. L. Hallock is building an addition, to be used as a repair shop.

Columbus, O.—J. C. Porterfield, general manager of the Columbus Sporting Goods Co., which was recently formed by the consolidation of the sporting goods companies of J. C. Porterfield and Sherwood Co., has severed his connection with the company. His successor is Mr. J. C. Sherwood, formerly of the Sherwood Co.

Duluth, Minn.—Lindgren Cycle Co. succeeds Phillips & Lindgren.

Drayton, N. D.—Oesen & Skilldom succeed Thomas Devlin & Co.

East Hampton, N. Y.—Leroy Edwards is building an addition to his store.

El Paso, Tex.—El Paso Cycle Co.' dissolved partnership, C. D. Freeman continuing.

Fulton, Ill.—O. C. Moeszinger succeeds John Downs.

Fairland, Ind. T.—F. M. Conner & Son, sold out.

Grand Forks, N. D.—W. H. Olds, of Crookston, succeeds North Side Bicycle Co.

Hope, Ind.—Swain Hardware Co. succeeds L. S. Fishel & Bro.

Haverhill, Mass.—Seavey Bros. have opened their new store to the public. They now have the largest bicycle store in the city, it being 80 x 17 feet in size, well lighted and very conveniently arranged.

Janesville, Wis.—G. A. Lanphier, gone out of business.

Spring Valley, Ill.—J. F. Kimler succeeds Dalzell & Kimler.

Mt. Pleasant, Mich.—T. H. Battle Co. succeed Gruner & Battle.

Mount Pleasant, Mich.—Isbell Cycle Co. bought out T. H. Battle Co.

Portland, Ore.—A. A. Unruth succeeds Unruth & Shannon.

Postville, Ia.—Durno & Nicolay succeed Waters & Nicolay.

Royal Center, Ind.—Simon J. Carroll has discontinued business.

Syracuse, N. Y.—C. B. Tuttle, of New York, manager of the sales department of the Eastern branch of the American Bicycle Co. for the sale of the old Stearns wheel, has made a change in the agency of that wheel in this city. Hereafter it will be sold by W. D. Andrews.

South Framingham, Mass.—Framingham Cycle Co. sold to W. H. St. George.

Superior, Wis.—Hunter & Marticot have erected an addition to their shop.

Trenton, N. J.—John Howard, North Broad Street, has sold out.

Wilmington, Del.—V. V. Harrison, 215 West Seventh Street, has purchased the entire bicycle manufacturing plant of the McLearn & Kendall Co., at Ninth and King Streets. The purchase includes the machinery and good will of the concern.

Westfield, Mass.—Timbers for the first floor of the big addition to the bicycle factory at Lozierville have been put in place and the work is progressing rapidly.

Worcester, Mass.—The Harrington & Richardson Arms Co., is planning to build a large addition to its plant at Chandler Street and Park Avenue.

What Cheer, Ia.—Myer Carl succeeds Hueston & Carl.

Worcester, Mass.—Alston & Goulding have removed to 36 Foster Street.

Waterloo, Ia.—H. H. Hildebrand & Co., F. H. McCartney has sold his interest.

### Recent Embarrassments.

Fairfield, O.—Otto A. Wilson has filed petition in bankruptcy.

Grand Rapids, Mich.—Perkins & Richmond, dealers in sporting goods and camera supplies, have failed, with liabilities footing up to \$30,000. The available assets are between \$15,000 and \$20,000.

New Haven, Conn.—Arthur Griggs, a bicycle dealer, has filed a voluntary petition in bankruptcy, with liabilities of \$9,629.88 and assets of \$10,522.85.

Somerville, Mass.—Louis J. Kleh has filed petition in bankruptcy, with \$515 liabilities.

### Recent Fires.

Berkley, Vt.—C. H. White, loss \$500, no insurance.

Delphi, Ind.—Sidenhender & Bennett, loss, \$1,500, partly covered by insurance.

Indianapolis, Ind.—Gustave Habich, West Market Street, slight loss.

Milford, N. H.—J. Baker, slight loss.

New Kensington, Pa.—J. H. Bee. Loss, \$400.

## MORROW

COASTER AND BRAKE.

Over 100,000 Sold  
Last Year.

Everyone Giving Satisfactory  
Service.

Make Your Cycle Saleable and  
Desirable by Fitting it with  
the MORROW.

ECLIPSE MFG. CO., ELMIRA, N. Y.

NEW YORK BRANCH:  
105-107 Chambers Street.

### Don't MUTILATE

your papers  
with pins  
or fasten-  
ers but use  
the...



"GEM"  
PAPER CLIP.

Only satisfactory device for the temporary at-  
tachment of all kinds of papers. Quickly applied  
and removed. Adopted by leading corporations  
as being without an equal. Samples free.

Price, 15 cents per box of 100.

CUSHMAN & DENISON, Mfrs., 240-2 W. 23d St., N.Y.

### THE CHAMPION SASH LOCKS

ARE  
UNEQUALLED  
IN  
MERIT,  
QUALITY OF



MATERIAL, AND FINISH.

Made in three sizes and  
all finishes. . . . .

Catalogue on Application.

The Champion Safety Lock Co.,  
CLEVELAND, OHIO.

### Hardware Dealers, Do You Know

That if you are in need  
of a Self measuring Oil  
Tank, you will save big  
money by purchasing  
the Best, Simplest  
and Cheapest,

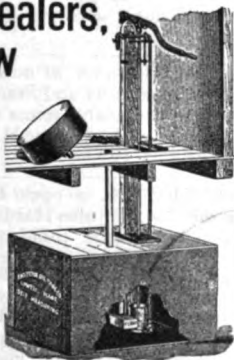
"The Eastern."

Send for catalogue,  
containing price and  
points of merit.

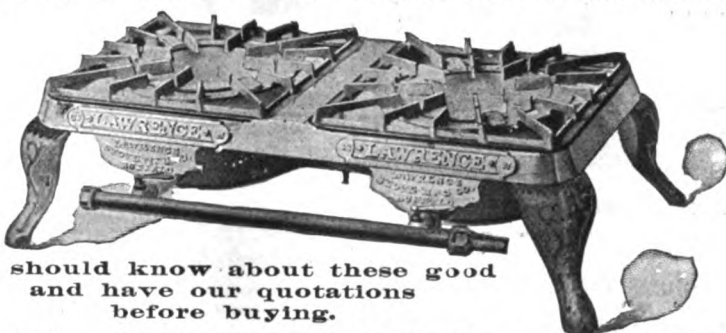
All Outfits War-  
ranted.

Eastern Oil-Tank Co.

146 Fletcher St., Lowell, Mass.



### 'LAWRENCE' and 'SENECA' FRAME STOVES and HOT PLATES



You should know about these good  
and have our quotations  
before buying.

Catalog "H."

LAWRENCE STOVE MFG. CO., BUFFALO, N. Y.

### Columbian 1000-Shot Air Rifle.

Patented  
Oct.  
24, 1893.

CHAMPION  
MODEL.

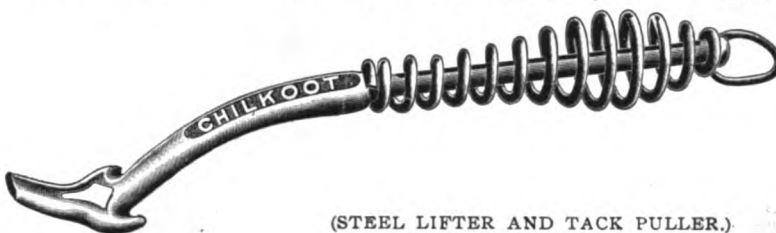
This Air Rifle possesses advantages over all the Air Rifles now  
on the market. The materials used in its construction are  
the best. The appearance and workmanship is far ahead of  
any other Air Rifle made. It has an adjustable sight it shoots stronger  
and more accurate, less liable than any other to get out of order, all  
parts are interchangeable. We think we have the right to claim this as  
the "Champion" of all Air Rifles. List, per doz., Enameled, \$30.00; Full Nickel, \$42.00.

—Write for Discounts to Trade.—

WM. G. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

### THE FANNER MFG. CO.,

CLEVELAND,  
OHIO.



(STEEL LIFTER AND TACK PULLER.)

Ask for our catalogue of Hardware Specialties, Arctic  
Stove Trimmings, &c.

### PELOUZE SCALE & M'FG CO.

CHICAGO.  
CATALOGUE

MANUFACTURERS OF  
"D"

HOUSEHOLD  
COUNTER  
MARKET  
CANDY  
POSTAL  
SCALES  
SPRING BALANCES  
& ETC.



### SOMETHING NEW IN KNIVES.

Smith's Pat. Blade is made of german silver when  
plated wears indefinitely and the thin strip of

inserted Steel is ALWAYS SHARP.

Send 32 two-cent stamps to E. H. H. SMITH, 9, 11, 13, Maiden Lane, N.Y., for a Beautiful Sample Knife



### Daus' "Tip Top" Duplicator

100 copies duplicated in black ink from pen.  
50 copies from Typewriter.

PRICE COMPLETE \$7.50

To introduce we will allow our discount to the trade 33 1/3  
per cent. for payment within five days after receipt of goods.

SENT SUBJECT TO  
TEN DAYS TRIAL.

SOLE MANUFACTURERS;  
THE FELIX F. DAUS DUPLICATOR CO.,  
3 Hanover St., NEW YORK.



GOOD AGENTS WANTED TO SELL




**IRON & WIRE FENCING**  
FOR ALL PURPOSES  
115 S. Senate Ave. Indianapolis Ind

Prison, House and Stable Work;



JOIST  
HANGERS;  
LAWN  
FURNITURE;  
FENCING, ETC.

**VAN DORN IRON WORKS CO.,**  
CLEVELAND, OHIO.



**J. E. BOLLES IRON AND WIRE WORKS**  
DETROIT, MICH.

Bank Railings, Elevator Enclosures and Cars,  
Grills, Electro Bronze Work, Architectural  
and Builders' Iron Work, etc. . . . .  
Send for Catalogue and mention this paper.



MRS. POTTS' SADD IRON HANDLE

**J. A. COCHRANE, CLEVELAND, O.**

**RIVETS & WIRE NAILS.**



**C. C. & E. P. TOWNSEND,**  
New Brighton, Penn.

**SHEARS,** Steel Laid and Hard Cast, in great variety. Nail  
Pullers, Screw Drivers, Pliers, Wire Cutters, etc. Meta  
Goods of any kind to order on large contracts.



**The Bridgeport Mfg. Co.,**  
Admiral Street, Bridgeport, Conn.

**HAYES FILE CO.** Established 1870,  
DETROIT, MICH.



Now in our new plant with greatly in-  
creased capacity.  
We manufacture everything in Files.

**ADAM'S STEEL & WIRE WORKS,**

Wire Fencing,  
Ornamental Steel  
Fencing,  
Window Guards,  
Wire Signs,  
Jail Work, etc.



Send for Catalogue.

**W. J. ADAM, JOLIET, ILLINOIS.**

**AMERICAN CORN AND SHOCK COMPRESSOR**  
Best Pulley HOLDS WHILE YOU TIE.  
Write for Price  
List.



DOES NOT CUT  
THE ROPE

On Earth.

**A. B. HUGHES, GREENSBURG, IND.**



**THE POSITIVE EXPANSION BOLT.**  
**D. C. SEAMAN & CO.,**  
1688 Hutchinson Street, Philadelphia, Pa.

For Sale by  
NEAL & BRINKER, 18 Warren St., N. Y.  
JOHN SIMMONS CO., 110 Centre St., N. Y.  
SOMERS, FITLER & CLARKE, 323 Wafer St., Pittsburgh, Pa.  
—SEND FOR PRICE LIST.—

**ROBERT MURRAY.**  
24 Duane St.,  
New York City.

**General Hardware**

Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.

Write us for prices on \_\_\_\_\_

**Roofing Cement,  
Roofing Paint, &c.**

**J. L. PERKINS & CO.,**  
239 Lake Street,  
CHICAGO.



**TRIMO PIPE CUTTER**

Decided improvement. Less friction. Can be  
changed from a roller to a three-wheel cutter.  
Extra wheels in the handle. Send for catalog.

**TRIMONT MFG. CO., Roxbury, Mass., U.S.A.**

### Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will  
be inserted in this column free of charge. Should not exceed  
Four Lines.

**ALL OTHER NOTICES, twenty-five cents per line.**

#### Situations Wanted.

**AS BUSINESS MANAGER,** a progressive and wide-awake business  
man of large and advanced experience in the manufacture of Hardware  
and sheet steel specialties, at present directing the business end of a large  
corporation; would like to associate with some good company in same  
capacity; first-class financier with unusual executive ability; thorough  
organizer in way of tabulating statistical information, figuring detail  
costs to produce goods at the very minimum; posted in the latest costs of  
all raw material; ten years' mechanical and commercial experience; clean  
record and highest credentials; only a position of responsibility; fair  
expectation. Address, ABILITY, care HARDWARE, No. 275 Broadway,  
New York. 223

**A FIRST-CLASS ACCOUNTANT,** book-keeper and cashier, under-  
standing matters of finance and office work in every particular,  
desires to connect himself with some prominent house, or corporation,  
where integrity and strict attention to business would meet with fair  
compensation. Address R. D. FIELD, care HARDWARE, 275 Broadway,  
New York. 142

**BLACKSMITHING.**—Young man, 19, would like to learn black-  
smithing. Address James White, 159 Chrystie Street, New York.  
217

#### Situations Wanted.

**BOOKKEEPING AND GENERAL OFFICE WORK.**—Young  
man, with a thorough knowledge of French and German,  
and English as well, thoroughly acquainted with foreign trade,  
bookkeeping and general office work, six years' experience in  
machinery and Hardware business in France and Germany.  
desires position. Address M. E. S., care HARDWARE, 275 Broad-  
way, New York. 218

**BOOKKEEPER AND SIGN WRITER**—Man, 32 years of age,  
with nine years' practical experience in retail Hardware as clerk  
and buyer, A1 double entry bookkeeper and sign writer, wants like  
position. First class reference. Address S., care HARDWARE, 275  
Broadway, New York. 197

**BUYER, MANAGER OR SALESMAN.**—A gentleman of 38 with  
a creditable business career of 20 years in Hardware, House Fur-  
nishing, Paints, etc., seeks position. Address S. F., care HARDWARE,  
275 Broadway, New York. 165

**ENGINEERING SALESMAN** wants to make connection with A1  
house, and travel in New York City and State; has good circle of  
acquaintances and will work for reasonable terms while developing busi-  
ness; good references. Address E. L. I., care HARDWARE, 275 Broad-  
way, New York. 168

**EXPERIENCED BOOKKEEPER** is open for engagement. Has  
knowledge of general office work; also Hardware and Gas business.  
Address BOOKKEEPER, 55 Dupont Place, Johnstown, Pa. 190

**EXPERIENCED ENGINEER** and estimator in machinery, steam  
heating and general iron work, and having acquaintance with archi-  
tects and builders of Greater New York, would like to take position with  
concern doing structural steel building work, doing outside work, solicit-  
ing, superintending, etc., to get more perfect knowledge of estimating,  
etc. Good references. Small salary only expected at start. Address  
D. EDWARDS, 441 W. 51st Street, New York. 189



## Situations Wanted.

**EXPERIENCED HARDWAREMAN** is desirous of finding a concern willing to pay \$2000 a year for the services of a man 32 years of age with 13 years' experience in manufacturing and jobbing Hardware business. Address **WHOLESALE**, care **HARDWARE**, 275 Broadway, New York. 141

**EXPERIENCED SALESMAN** desires position with retail Hardware or implement firm. Can furnish good references. Address Box 355, Forest, Ohio. 88

**EXPERIENCED TINSMITH**—Tinsmith of 20 years' experience desires a steady position. Can do furnace and range work, roofing and all inside work of every description; also corrugated iron work. Address **B. A. BROOKS**, 171 E. 108th Street, New York. 176

**FOREMAN OR TIMEKEEPER**.—Situation wanted by a man (32) as foreman or timekeeper. A hustler; can handle any kind of help; thoroughly posted on piece work system; 12 years' reference from last place. Address **J. H. L.**, care **HARDWARE**, 275 Broadway, New York. 200

**HARDWARE AND IMPLEMENT CLERK**.—Position as clerk in Hardware and Implement Store in some Northwestern or Coats State. Would invest some capital in the business if agreeable. Address **P. O. Box 142**, Madison Square Branch, New York City. 135

**HARDWARE CLERK**.—A position by a thoroughly experienced Hardwareman as clerk in a retail Hardware or general store in a good live town. Is desirous of locating permanently if satisfactory. Western town preferred; best of references; twelve years' experience. Address **F. H. SICKELS**, 15 N. 6th Street, Minneapolis, Minn. 151

**HARDWARE CLERK**.—Situation in retail Hardware store by young married man of 24. Have had seven years' experience, wholesale and retail. Have no bad habits. Am willing to make myself useful anywhere. Can come immediately. Address **C. C. C.**, 1133 Third Street, Fort Madison, Iowa. 157

**HARDWARE CLERK OR SALESMAN**.—Situation wanted in retail Hardware store. An all-around man; ten years' experience. Address **C. E. F.**, care **HARDWARE**, 275 Broadway, New York. 191

**HARDWARE SALESMAN OR BUYER**.—Young man desires position as salesman or buyer. Seven years' experience in importing and jobbing Hardware house. First class reference furnished. Address **Y**, care **HARDWARE**, 275 Broadway, New York. 211

**HARDWARE SALESMAN** of 14 years' successful experience, as direct representative for leading manufacturer to jobbers throughout the country, will be open for engagement after June 1. Highest references. Address **SALARY**, care **HARDWARE**, 275 Broadway, New York. 199

**HARDWARE SALESMAN**.—Young man, age twenty-three with four years' experience in retail Hardware store, desires situation. Good salesman, honest, reliable. Willing to work at anything. Address **Fred. F. Fritts**, Painted Post, N. Y. 215

**HARDWARE SALESMAN**.—German, to visit the retail trade in city and nearby towns. Commission or salary and commission. Address **George Burkner**, 227 E. 87th Street, New York. 216

**HARDWARE TRAVELER**.—Competent Hardwareman with sixteen years' experience as a retail merchant, desires to travel for a good Hardware or Stove house. Pacific Coast preferred. Address **O. H.**, care **HARDWARE**, 275 Broadway, New York. 149

**MACHINERY SALESMAN**.—Experienced man wants to represent special or general machinery and supplies, to establish New York office, or travel and install. Address **EDWARDS**, care **H. Mfg. Co.**, 121 Front Street, New York. 193

**MANAGER OR SALESMAN**.—Position as manager or salesman of Hardware store by man of 31 years, having had thorough experience. Address **EXPERIENCE**, care **HARDWARE**, 275 Broadway, New York. 202

**PAINT AND WALL PAPER SALESMAN**.—Situation wanted by a young married man, perfectly familiar with the details of the paint and wall paper trade. Address or call. **CHARLES P. LUNDQUIST**, 83 Third Street, Brooklyn, N. Y. 208

**PLUMBER, STEAM AND GAS FITTER**.—Plumber, steam and gas fitter desires work in city or country; first class in all its branches, estimating, etc. Neat mechanic; sober, honest; references. Twenty years' experience. Address **JAMES E. USHER**, 475 E. 115th Street, New York. 184

**SHIPPING CLERK**.—Assistant shipping and stock clerk desires position. Salary \$7 per week. Two years' experience with New York Hardware manufacturer. Honest and reliable. Age 20. Address **TOWNE**, care **HARDWARE**, 275 Broadway, New York. 185

**SHIPPING CLERK**.—Young man desires position as shipping and receiving clerk. Four years' experience in shipping general Hardware and machinery. Can furnish all references. Address **W. E. B.**, care **HARDWARE**, 275 Broadway, New York. 192

**TRAVELING SALESMAN**.—Experienced salesman, who has sold in Virginia, Maryland, and Washington, D. C., over 18 years, is open for a good line on commission. Address **BUCHTA**, 1427 East Monument Street, Baltimore, Md. 164

## Situations Wanted.

**TRAVELING SALESMAN**.—A young man, hustler, sober and reliable, would like to represent some manufacturer or well known jobber of cutlery in the States of North and South Carolina and Georgia. Salary no object. Very best of references. Address **ROBERT**, P. O. Box 262, Raleigh, N. C. 206

## Side Line Offered.

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address **ARGAND VAPOR LAMP Co.**, Detroit, Mich. 152

**HARDWARE SALESMEN**.—Good chance for hustling Hardware salesmen to sell our lamps on commission. **PEORIA VAPOR LIGHT Co.**, 413 Washington St., Peoria Ill. 171

**HARDWARE SALESMEN**.—To handle as a side line our labor-saving device, advertised elsewhere in this issue of **HARDWARE**. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, **DEPT. C, BURR MFG. Co.**, Cleveland, Ohio. a

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. **H. MERKEL**, Broadway and Elm Street, St. Louis, Mo.

**TRAVELING SALESMEN**.—Traveling men to handle side line on commission. **RAPID RIFLE CO., LTD.**, Grand Rapids, Mich. 222

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address **H. F. BRAMMER MFG. Co.**, Davenport, Iowa. 145

**TRAVELING SALESMAN**.—Traveler wanted for quick-selling specialty, as vest-pocket side line. Address **Liberal**, care **HARDWARE**, 275 Broadway, New York. 224

**TRAVELING SALESMEN** to sell, as a side line, on commission the American Corn and Fodder Shock Compressor. A good seller. Address **J. B. HUGHES**, Greensburg, Ind. 174

## For Sale.

**A STOCK OF HARDWARE**. Will average about \$5,000. Building, 30 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address **J. K. PENDLETON**, Clifton Forge, Va. 85

**MANUFACTURING**, Small Hardware, one-half interest, and full management. Established 35 years. Net Assets \$50,000. No liabilities. Eastern city. Principals only. Manager out of health. For full particulars and interview, address **Genuine**, care **HARDWARE**, 275 Broadway, New York. 214

**TO CLOSE A PARTNERSHIP**; in complete running order; daily sales \$110 to \$165; an exceptional opportunity; inspection invited. Address **Hardware Business**, care **HARDWARE**, 275 Broadway, New York. 221

## Agency Offered.

**LIVE HARDWAREMEN**.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care **HARDWARE**, 275 Broadway, New York. a

**TO MANUFACTURERS**.—Wholesale house with foreign branches and connections is willing to undertake the selling agency of one or two good marketable lines. This is a favorable opportunity here in the East and abroad. Ample warehouse facilities. Address **WM. SOMERVILLE'S SONS**, 68 Pine Street, New York. 225

## Agency Wanted.

**NEW YORK AND VICINITY**.—A gentleman now representing a first-class line of Hardware sold by the largest jobbers, would like to add one or more lines of importance for New York and vicinity. Best of references as to experience and ability. Address **B. H.**, care **HARDWARE**, 275 Broadway, New York. 219

## Agents Wanted.

**TO SELL THE "NULITE"**, our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address **CHICAGO SOLAR LIGHT Co.**, Garden City Block, Chicago, Ill. 116

WRITE FOR QUOTATIONS



Mention "Hardware."

GET OUR PRICES BEFORE ORDERING

**TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852**  
**Tools, Cutlery and Springs.**



SCREWDRIVERS OF ALL KINDS

SEND FOR CATALOGUE.

**STERLING WHITE LEAD**

is the best Paint because its purity is guaranteed, \$100.00 for every ounce of adulteration. Write Pittsburgh for booklet.

**One of the Best Mediums Known.**

C. T. Williamson Wire Novelty Co., Newark, N. J. [Corkscrews]: To present new goods to the trade we consider **HARDWARE** one of the best mediums known.

## Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

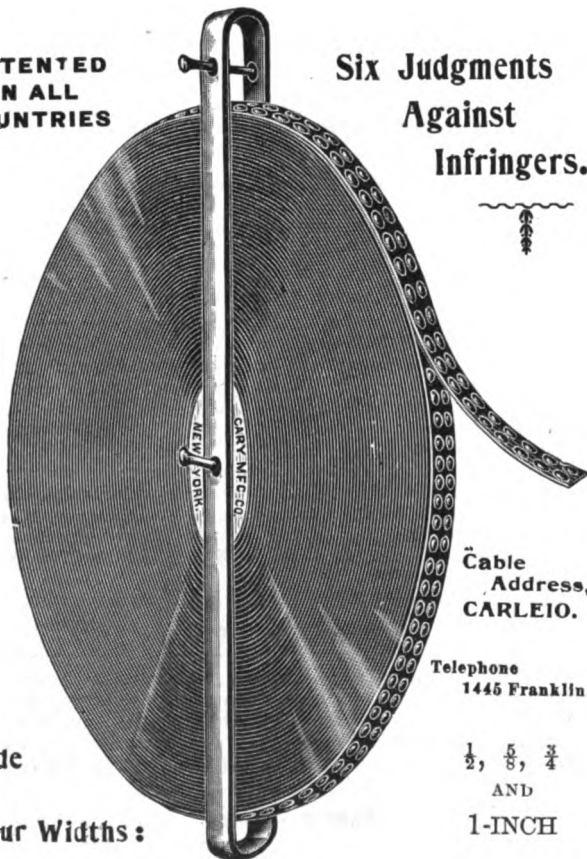
THE  
**AMERICAN STEEL ROOFING CO.**

Middletown, O.

## CARY'S UNIVERSAL BOX STRAP.

PATENTED  
 IN ALL  
 COUNTRIES

Six Judgments  
 Against  
 Infringers.



Made  
 in  
 Four Widths:

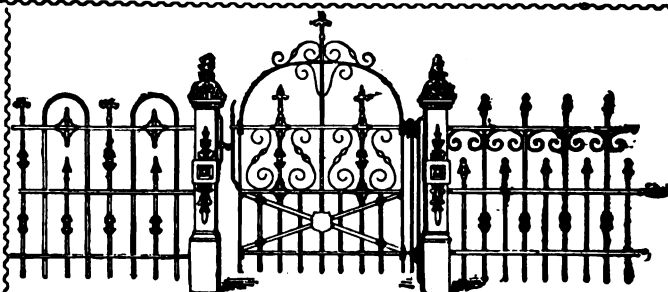
Cable  
 Address,  
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Telephone  
 1445 Franklin.

$\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
 AND  
 1-INCH

**CARY MANUFACTURING CO.,**

19 and 21 Roosevelt St., New York.



**WE WANT DEALERS**  
 TO HANDLE OUR  
**Iron Fence and Lawn Furniture.**

Send for Catalogue "85 B."

**THE STEWART IRON WORKS, Cincinnati, O.**

## The "Stay in" Flue Stopper

Guaranteed Absolutely Soot Proof.

Can't be PULLED, JARRED OR BLOWN OUT  
 after it is once fastened in,  
 unless unfastened.

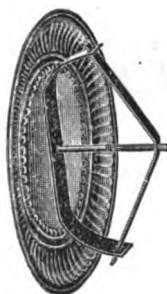
BRASS FINISHED.

NICELY DECORATED.

SELLS ON SIGHT.

Ask about our Asbestos Mats, Flour Sifters,  
 Peoria Fruit Presses and full line of pieced tinware.

— Sold by Jobbers. —



**STUBER & KUCK,**

Peoria, Ill.

## PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

<b>Adzes—</b>	
House Carpenters, Ogden's .....	50%
Ship Carpenters .....	50%
Railroad .....	50%
<b>Ammunition—</b>	
<b>CAPS, PERCUSSION—\$ 1000—</b>	
U. M. C. Co., trimmed edge .....	40c
U. M. C. Co., ground edge, heavy .....	50c
Musket, Waterproof, 1-10's .....	60c
G. D. .....	35c
<b>CARTRIDGES—</b>	
Rim Fire Cartridges .....	50%
Rim Fire Military .....	15%
Cent. Fire, Pistol and Rifle .....	25&5%
Cent. Fire, Military and Sport- ing .....	15&5%
Blank Cartridges, 22 cal. ....	10&5%
Blank Cartridges, 32 cal. ....	10&5%
Primed Shells and Bullets .....	15&5%
B. B. Caps, Round Ball .....	25&10%
B. B. Caps, Con. Ball, Swgd .....	net
<b>PRIMERS—</b>	
Berdan Primers .....	5%
B. L. Caps (for Sturtevant Shells) .....	5%
All other Primers .....	10%
<b>SHELLS—</b>	
First quality, 4, 8, 10 and 12 gauge .....	25%
First quality, 14, 16 and 20 gauge, \$7.50 .....	90%
New Club, New Rival and Climax brands, 10 and 12 gauge .....	35&5%
Primrose Club .....	15%
Nitro .....	15%
High Ball .....	15%
Smokeless .....	35&10%
Acme .....	35&10%
Brass Shot Shells, 1st quality .....	60%
Brass Shot Shells, Club, Rival and Climax .....	65%
<b>SHELLS, LOADED—</b>	
"New Club," Black Powder .....	40&5%
"New Rival," Black Powder .....	40&5%
"Smokeless," Nitro Powder .....	40&10&10&5%
"Acme," Dense Nitro Powder .....	40&10&10&5%
"Trap," Nitro Powder .....	40&10&10&5%
<b>GUN WADS—\$ 1000—</b>	
B. E. 11 up .....	\$ .60
B. E. 9 & 10 .....	.70
B. E. 8 .....	.80
B. E. 7 .....	.80
P. E. 11 up .....	1.00
P. E. 9 & 10 .....	1.25
P. E. 8 .....	1.50
P. E. 7 .....	1.50
<b>SHOT—</b>	
Tatham Bros., List June 11, 1900: \$ bag	
Drop Shot, sizes smaller than B, 25-lb bags .....	\$1.35
Drop Shot, sizes smaller than B, 5-lb bags .....	.35
Drop Shot, B and larger sizes, 25-lb bags .....	1.60
Drop Shot, B and larger sizes, 5-lb bags .....	.40
Buck Shot, 25-lb bags .....	1.60
Buck Shot, 5-lb bags .....	.40
Chilled Shot, 25-lb bags .....	1.60
Chilled Shot, 5-lb bags .....	.40
Dust Shot, 25-lb bags .....	2.10
Dust Shot, 5-lb bags .....	.50
<b>CANISTER POWDER—</b>	
E. I. Du Pont De Nemours & Co.: In cases of 25 each .....	Each
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb. ....	\$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb. ....	.45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb. ....	.80
Eagle Rifle and Superfine Sport- ing, in canisters of 1 lb. ....	.45
Du Pont Rifle, Fg, Ffg and FFfg, in canisters of 1 lb. ....	.25
Du Pont Rifle, Fg, Ffg and FFfg, in canisters of 1 lb. ....	.15
Du Pont Rifle, Fg, Ffg and FFfg, in canisters of 1 lb. ....	.12
<b>KEG POWDER—</b>	
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 25 lb .....	\$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 12½ lb .....	4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 6¼ lb .....	2.35
Du Pont Rifle, FFFg, Ffg, and "Sea Shooting" Fg, in kegs, 25 lb .....	\$4.00
Du Pont Rifle, FFFg, Ffg, and "Sea Shooting" Fg, in kegs, 12½ lb .....	2.25
Du Pont Rifle, FFFg, Ffg, and "Sea Shooting" Fg, in kegs, 6¼ lb .....	1.25
"V. G. P." for Trap Shooting, in kegs, 25 lb .....	4.00
"V. G. P." for Trap Shooting in kegs, 12½ lb .....	2.25
"V. G. P." for Trap Shooting, in kegs, 6¼ lb .....	1.25
Choke Bore, Nos. 5 and 7, in kegs, 25 lb .....	5.00
Choke Bore, Nos. 5 and 7, in kegs, 12½ lb .....	2.75
Choke Bore, Nos. 5 and 7, in kegs, 6¼ lb .....	1.50
Mealed Powder, in kegs, 25 lb .....	4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in kegs, 25 lb .....	2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in kegs, 25 lb .....	2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in kegs, 25 lb .....	1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:	
Du Pont Smokeless Shotgun Powder:	
Kegs, equal in bulk to 25 lb Black Powder .....	22.00
Half kegs, equal in bulk to 12½ lb Black Powder .....	11.25
Quarter kegs, equal in bulk to 6¼ lb Black Powder .....	5.75
Canisters, equal in bulk to 1 lb Black Powder .....	1.00
Du Pont Smokeless Rifle Powder No. 1, equal in bulk to 1 lb Black Powder .....	1.00
Du Pont Smokeless Rifle Powder No. 2, equal in bulk to 1 lb Black Powder .....	1.00
Du Pont U. S. 30 Calibre Smokeless Rifle Powder, per lb .....	1.25
Discounts on application.	
<b>PETERS PRIMERS—</b>	
All Primers .....	\$1.10-1.12½
<b>CARTRIDGES—</b>	
Peters Blank Cartridges:	
22 C. F., \$3.50 .....	10&5%
28 C. F., \$7.00 .....	10&5%
22 cal. Rim, \$1.50 .....	10&5%
28 cal. Rim, \$2.75 .....	10&5%
B. B. Caps, Con. Ball, Swgd, \$1.85-1.90 B. B. Caps, Round Ball .....	1.12-1.18
Central Fire .....	.25%
Pistol and Rifle .....	15&5%
Primed Shells and Bullets .....	15&5%
Rim Fire Sporting .....	.50%
Rim Fire Military .....	15&5%
<b>PETERS SHELLS—EMPTY—</b>	
Peters Ideal, 10 and 12 gauge .....	35&10%
"New Victor, 10, 12 and 16 gauge .....	15%
"Quick Shot, 10, 12 and 16 gauge .....	25&5%
"League, 10, 12 and 16 gauge .....	25&5%
<b>PETERS SHELLS—LOADED (BLACK POWDER)—</b>	
Peters League, 10 and 12 gauge .....	40&5%
"Quick Shot, 10, 12 and 16 gauge .....	40&5%
Loaded with (Semi-Smokeless Powder) .....	
Peters Referee, 10, 12 and 16 gauge .....	40&5%
Loaded with (Smokeless Powder) .....	
Peters New Victor, 10, 12 and 16 gauge .....	40&10&5%
"Ideal, 12 gauge .....	40&10&10&5%
<b>GUN WADS—</b>	
Peters B. R., 9 to 10 .....	70c
"10 to 20 .....	60c
"Victor, 8 .....	80c
9&10 .....	70c
11 to 20 .....	60c
"P. E., ½ in. 8 .....	\$1.50
9&10 .....	1.25
11 to 20 .....	1.00
"White Elastic, ½ in., 125 in a box 8 .....	\$4.00
9&10 .....	3.00
11 to 20 .....	2.75
"Damp roof, per 1,000: 8 .....	\$1.00
9&10 .....	1.25
11 to 20 .....	1.00
"Card Board, per 1,000: 8 .....	26c
9&10 .....	22c
11 to 20 .....	18c

<b>Nitro card:</b>	
8 .....	26c
9&10 .....	22c
11 to 20 .....	18c
<b>POWDER—</b>	
King's Smokeless (Shot-gun), Kegs (25 lbs bulk) .....	\$22.00
Half Kegs (12½ lbs bulk) .....	11.25
Quarter Kegs (6¼ lbs bulk) .....	5.75
Canister (1 lb bulk) .....	1.00
King's Smokeless (Rifle), Half Kegs (12½ lbs bulk) .....	11.25
Quarter Kegs (6¼ lbs bulk) .....	5.75
Canister (1 lb bulk) .....	1.00
King's Semi-Smokeless, Keg, 25 lbs bulk .....	10.00
Half Keg, 12½ lbs bulk .....	5.25
Quarter Keg, 6¼ lbs bulk .....	2.75
1 lb Can, bulk .....	.50
King's Quick Shot (Black), Kegs, 25 lbs .....	4.00
Half Kegs, 12½ lbs .....	2.25
Quarter Kegs, 6¼ lbs .....	1.25
1 lb Can (24 in case) .....	.25
½ lb Can (24 in case) .....	.15
Discounts on application.	
<b>Animal Pokes—</b>	
Iowa Farming Tool Co.: \$ doz.	
Hawkeye .....	\$3.25
Western .....	3.75
<b>Anti-Rattlers—</b>	
Fernald, Wire .....	50&10%
Burton's .....	50&10%
Gem .....	60%
Steel Drive .....	40%
Kohler's .....	gro.
Invisible, No. 2 .....	\$6.00
Perfect, No. 3 .....	7.00
Bolt Holder, No. 1 .....	9.00
<b>Anvils—</b>	
American "Horse-Shoe" .....	9½c
Armstrong's Mouse Hole .....	9½c
Cincinnati .....	25&10%
Eagle Anvils, ½ to 9c .....	15&15&5%
Hay Budden, Wrought .....	8½c
Peter Wright's .....	9½c
Samson .....	40&10%
Trenton .....	5c
<b>ANVIL AND VISE COMBINED—</b>	
Cheney Anvil and Vise .....	40%
Holt's .....	40&40&10%
Millers Falls (with drill), \$18.00 .....	15%
<b>Augers and Bits—</b>	
Boring Machine .....	70%
Com. Auger Bits .....	60&10&10&70%
Forstner Pat. Bits .....	25%
C. E. Jennings & Co.: Double Spur pattern car, No. 30 .....	50%
Nobles Double Spur, No. 32 .....	50&10%
No. 10 Extension Lip .....	40%
No. 10 Extension Lip Car Bit .....	40%
Car Bits, No. 10 .....	40%
Car Bits, No. 30 .....	50%
Ring Augers .....	70%
Jennings' Pattern .....	50&10%
Snell's Auger and Car Bits .....	60%
Swan's: Jennings' Pattern Auger Bits, 50&50&10%	
Jennings' Pattern Car .....	4%
Jennings' Pattern Machine .....	25%
Russell Jennings' Augers and Bits, 25&10&2½%	
<b>HOLLOW AUGERS—</b>	
Amer .....	25&10%
Bonney's Adjustable, No. 4, \$24.00 .....	25&25&10%
Cincinnati Nos. 1, 2 and 3 .....	25&10%
Douglas .....	25&10%
Ives .....	25&10%
Millers Falls, Goodell .....	15&7½%
Swan's .....	50%
Universal, each \$4.50 .....	20%
<b>EXPANSIVE BITS—</b>	
C. E. Jennings & Co. ....	35&5%
Clark's small, \$18 .....	50&10%
Clark's large, \$25 .....	50&10%
Ives' Model, \$ doz. \$80 .....	50%
Swan's .....	50&10%
<b>DOUBLE CUT GIMLET BITS—</b>	
Common .....	40&10&50%
Mayhew's Diamond \$ doz. \$1.25 .....	40%
Swan's .....	40%
C. E. Jennings & Co. ....	45%
Ladd's .....	60&10%
Mayhew's .....	40&10%
Snell's .....	40&10%
Snell's Bell Hangers .....	50%
<b>BIT STOCK DRILLS—</b>	
Cincinnati Tool Co., for wood, 40&10%	
for metal, 60%	
Cleveland Wood Bits for Braces, 50&10%	
Detroit .....	60%
K. & F. ....	60&10%
Morse .....	50&10%
Swan's, for wood .....	40&10%
Syracuse, for wood .....	40%
<b>TWIST DRILLS—</b>	
Cleveland .....	60&10%
K. & F. Straight Shank .....	60&10%
Morse Straight Shank .....	50&10%
New Process .....	60&10%
Standard .....	60&10%

Standard Oil Tube Drills .....	15%
Syracuse .....	60&10%
W. & B. Diamond .....	60&50&60&10%
W. & B. Universal Self-Oiling .....	10%
<b>SHIP AUGERS AND BITS—</b>	
L'Hommiedieu's .....	15&15&10%
Snell's .....	80&10%
Watrous' .....	35&5%
<b>Awl and Auger Handles—</b>	
See Handles	
<b>Awls—</b>	
Handled Brad .....	40&10%
Handled Scratch .....	40&10%
Patent Peg .....	50%
Sewing, Com. ....	85c&\$1.00
Shouldered Peg .....	50%
Shouldered Brad .....	50%
Socket Scratch \$ doz .....	\$1.00
Stanley Rule & Level Handled Brad .....	30&10%
Patent Pegging .....	50&50&10%
<b>Awl and Tool Sets—</b>	
Aiken's Awls and Tools: No. 10, \$ doz. \$7.50; No. 20, \$ doz. \$10 .....	60%
Brad Sets: No. 42, \$10.50; No. 45, \$12.50 .....	70%
Fray's Adj. Tool Hds., Nos. 1, \$12; 2, \$18; 3, \$12; 4, \$9; 5, \$7 .....	50%
Ice Awls .....	55%
Millers Falls Adj. Tool Holders: Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18. 15&15&10%	
C. E. Jennings & Co.'s Adjustable Tool Handles .....	35&5%
Stanley's Excelsior, No. 1, \$7.50; No. 2, \$4.00; No. 3, \$3.50 .....	30&10%
<b>Axes—</b>	
First quality, best brands .....	\$6.50&7.00
First quality, other brands .....	6.00&6.50
Beveled, add 25c. \$ doz.	
<b>HATCHETS—</b>	
Hunt's, Underhill's or Blood's .....	40&10%
Peck's: Champion Blade .....	45%
Empire Brand .....	50&10%
D. Simmons & Co.: Broad .....	50&5%
Shingling and Claw .....	50&5%
Lath, Hunters', etc. ....	50&5%
M. C. Ogden's: Broad .....	40&10%
Shingling, Claw, etc. ....	40&70%
Handled Axes .....	40%
Boys .....	50%
<b>Axle Grease—</b>	
Dixons' "Everlasting": 1-lb box .....	25
2-lb box .....	25
10-lb pail .....	\$1.30
25-lb keg .....	2.75
50-lb keg .....	5.00
<b>Balances—</b>	
Chatillon's: Light, Class A .....	40&10%
Circular Balances, Class C .....	50%
Ice Balances, Class B .....	50%
Straight Balances, Class A1 and A2 .....	40%
Large Dial, Class D .....	30%
Balances, Sash .....	50&10&60%
Pullman's .....	50&10&60%
<b>Barn Door Hangers—</b>	
See Hangers.	
<b>Barrel Drainers—</b>	
National .....	30%
<b>Beef Shavers—</b>	
Enterprise: Japanned, each, \$7.50 .....	25&30%
Tinned, each, \$9.00 .....	25&30%
<b>Bells—</b>	
<b>HAND—</b>	
Extra Heavy Brass .....	60&60&10%
Light Brass .....	60&10%
Pure Bell Metal .....	55%
Globe (Cone's Patent) .....	35%
Silver Chime .....	35%
White Metal .....	55&5%
<b>DOOR—</b>	
Trip, Gem .....	40%
Alarm, Abbe's .....	40%
Alarm, Yankee .....	50%
Gong, Abbe's .....	40%
Gong, Yankee .....	50%
Lever, R. & E. Mfg. Co.'s .....	50&10%
Multi-Stroke .....	40%
New Departure .....	45&50%
<b>Common Wrought .....</b>	
75%	
Kentucky .....	70&70&10%
Kentucky, Sargent's List .....	70%
Texas Star .....	50%
Western, Sargent's List .....	70%
<b>Bellows—</b>	
Blacksmiths' .....	60&10&70%
Hand .....	25&10%
Moulders' .....	25&10%
<b>Belted, Rubber—</b>	
Boston Belting Co.: "Boston" .....	50%
"Imperial," seamless, stitched .....	40%



Cleveland Rubber Co.:	Price Each.
Buckeye.....	60&10%
Shield High Grade.....	50&10%
War 2 XL.....	40%
Common Standard.....	75&10%
Extra.....	60&10&5%
N. J. Car Spring & Rubber Co.:	
Extra Para.....	40&10%
Reliable.....	50&10%
Staple.....	60&10%
Standard.....	70&10%

Belting, Stitched Cotton—	
Sphinx Brand.....	60%
Competition Brand.....	70%

Belts—	
ENDLESS THRESHER—	
Four Ply, 6-in. net.....	3 foot 12c
Four Ply, 7-in. net.....	3 foot 14c
Four Ply, 8-in. net.....	3 foot 16c

Bench Stops—	
Cincinnati.....	25&10%
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....	40&10%
Seymour Smith & Sons.....	25&10%
Terrill's Nos. 1 and 2, \$3.00; No. 3, \$3.00 per doz.....	25%
Miller's Falls.....	15&10%
Weston's.....	40%

Bicycle Material—	Price per Doz.
BELLS—	
The Electro, 1 1/4 inch, Electric Stroke.....	\$1.25
The Allen Rotary Tire.....	3.75
The Mossberg No. 1 Chime-Tire Bell.....	6.00
The Mossberg No. 2 Chime-Tire Bell.....	4.00
The Mossberg No. 10 Cuckoo Bell, 2 1/4 inch.....	3.25
The Mossberg No. 12 Electric Stroke, 2 1/4 inch.....	5.25
No. 211, Bristol, 1 1/4 inch.....	1.50
No. 212, Bristol, 2 inch.....	1.75
No. 111, Bristol, 1 1/4 inch.....	1.35
No. 112, Bristol, 2 inch.....	1.60
No. E. 8, New Departure, 2 1/4 inch, Electric Stroke.....	5.00
No. E. 5, New Departure, 2 1/4 inch, Electric Stroke.....	4.50
No. E. 7, New Departure, 2 inch, Electric Stroke.....	3.00
No. E. 9, New Departure, 1 1/4 inch, Electric Stroke.....	2.50
No. 1017, New Departure, Flag Top, 2 inch, Electric Stroke.....	3.75
No. E. 7 1/4, New Departure, 2 inch, Electric Stroke.....	2.65
No. E. 9 1/4, New Departure, 1 1/4 inch, Electric Stroke.....	2.2
No. 1015, New Departure, Flag Top, 2 inch, Electric stroke.....	5.00
No. R. 5, New Departure, 2 1/4 inch, Electric Stroke.....	5.25
No. T. 9, New Departure Chime-Tire Bell.....	4.30
No. 415, New Departure Push Button Bell, 2 inch.....	4.00
No. 811 P, New Departure Push Bell, 1 1/4 inch.....	2.00
No. 1046, New Departure, 2 inch, Electric Stroke.....	3.75
Handsome Emerald Jewel in Center. No. 1076, New Departure, 2 inch, Electric Stroke. Ruby Jeweled Turtle and Embossed Serpent design.....	3.75
No. 1186, New Departure, 2 inch, Electric Stroke. Golf and Thistle design, embossed and enameled.....	3.50
Blow Torches. The Imperial Gasoline.....	\$2.25
Blow Torches. The Queen Gasoline.....	2.25
Brazing Brushes; best steel wire.....	.35
Brazing Compound—Superior.....	.28
Brazing Compound—Fluxine.....	.28

BICYCLE STANDS AND HOLDERS—	Price per Doz.
Diamond Folding.....	\$2.75
Haube's Wire.....	2.50
Eurekas for 5 machines with out signboard.....	\$1.25
Eurekas for 7 machines, with out signboard.....	1.50
Extra for signboard.....	.60
No. 5, Extension, with casters.....	1.50
Model D Wall Rack, japanned.....	1.60
Model B Wall Rack, japanned.....	2.70

BUFFERS—HANDLE BAR—	Price per Doz.
No. 1, Style M. & W.....	.50
No. 2, Style M. & W.....	.55
Breast Drills, Goodell's, No. 6.....	2.75

CALIFERS—	
Stevens', inside or outside:	
3 inch length.....	.35
4 inch length.....	.45
5 inch length.....	.50
6 inch length.....	.60

CARRIAGE—	Price per Can.
For all Gas Lamps; best quality only, in 2 lb cans.....	\$1.17

CEMENT—	Price per Bbl.
Eclipse, hard, 1 lb cakes.....	.17
Eclipse, 1 1/2 tubes, rim or rub.....	.15
Eclipse, 1 1/2 tubes, rim or rub.....	.20
Eclipse, 1 1/2 tubes, rim or rub.....	.25
Eclipse, 1 1/2 tubes, rim or rub.....	.35
Eclipse, 1 1/2 tubes, rim or rub.....	.45
Eclipse, 1 pt. cans, rim or rub.....	1.90

Eclipse, 1 qt. cans, rim or rub.....	Each.
Eclipse, 1 gal. cans, rim or rub.....	1.00
Morgan & Wright small tubes.....	.30
Wood rim or rubber.....	

CARRIERS—	Price per Doz.
Lamson No. 1.....	\$4.50
Lamson No. 4 S.....	7.75
Lamson No. 4 D.....	9.50
Kalamazoo No. 10.....	4.75
Dexter No. 1.....	4.50

CHAINS—	Price Each.
Baldwin, Pattern A, 3-16 or 1/4 inch, 5 ft. long.....	.60
Baldwin, Pattern P, 3-16 or 1/4 inch, 5 ft. long.....	1.25
Morse Roller, 3-16 or 1/4 inch, 5 ft. long.....	2.00
Crown Regular, No. 7, 3-16 or 1/4 inch, 5 ft. long.....	.40
Watch Fobs, made of Bicycle Chain.....	.15

CHAIN LUBRICANT—	Price per Doz.
Holdfast in tin cans.....	.30
Pacemaker, brush top.....	.50
Dixon's No. 691.....	.25
M. & W. Slippery Stuff.....	.45

CONES—	Price per Doz.
Hub Cones, ass'd sizes & threads.....	.75
B. & R. Adjustable Cones, all threads in stock.....	1.00
Nelson Adjustable Cones, all threads in stock.....	2.40

CRANKS—	Price per Pair.
Round, Nickel Plated, 6, 6 1/2, 7 in.....	.35c

CUPS FOR BEARINGS—	Price each.
For Hangers.....	.10
For Hubs.....	.05

CYCLEMETERS—	Price per Doz.
Veeder, 28 in. regular.....	\$6.75
New Departure, for front hub.....	5.75
20th Century, regulars.....	5.50

CRANK KEYS—	Price per Pair.
5-16, 11-32 and 3/8 in. sizes slabbled.....	.5c

ENAMEL—	Price per Doz.
1/4 pt. cans, air drying, all colors.....	.75c

ENAMEL BRUSHES FLAT	
CAMELS HAIR—	per Doz.
3/4 inch wide.....	.85
1/2 inch wide.....	1.00
3/8 inch wide.....	1.15
1/4 inch wide.....	1.35

FRAME CLAMPS—	
For attaching saddle to top bar of frame.....	Price Each.
Sidway, 1 1/2 and 1 1/4 inch.....	.25
Chalfont, 1, 1 1/4 and 1 1/2 inch.....	.30

GRIPS—	Price per Pair.
Nickel-Tip Corkaline, 3/8, 13-16 and 1/4.....	.08
Composition-Tip Corkaline, all sizes and colors.....	.07
Wood-Tip Leather, all regular sizes.....	.08
Nickel-Tip Leather, all regular sizes.....	.12

GUARDS & GUARD FITTINGS—	Price Each.
Regular 3/8 inch rear wheel guard, natural or stained, drilled and eyeleted.....	.15
Regular chain guards to match above.....	.10
Complete sets of fittings for attaching above.....	.20

Binder Twine—	
White Sisal, 500 ft. to lb.....	8c
Standard, 500 ft. to lb.....	8c
Manila, 600 ft. to lb.....	10c
Pure Manila, 650 ft. to lb.....	11c

Bit Holders—	
Angular.....	.45%
Extension:	
Barber's, per doz.....	\$15.00
Ives', per doz.....	\$20.00

Bit Stock Drills—	
See Augers and Bits.	

Blind Adjusters—	
Domestic, per doz.....	\$3.00
Excelsior, per doz.....	\$10.00
North's.....	.10%
Zimmerman's.....	.50%

Blind Fastenings and Tenons—	
Austin & Eddy, per gro. sets.....	\$5.50
Forhan's Improved Star Tenon.....	.25%
Holt's Tenons.....	.70%
Merriman's Brass Lever, per gr.....	\$15.00
Merriman's Iron Lever, per gr.....	9.00
Millers Falls, per set.....	\$1.00
Security Gravity, per gr.....	\$9.00
Washburne's Plate, per gr.....	9.00
Zimmerman's.....	.50%

Blind Hinges—	
See Hinges.	

Blocks—	
Chisholm & Moore Crane Load Blocks.....	15%
Cleveland Block Co. Steel.....	60&10&70%
Eddy's.....	60&10&70%
Hariz' Steel.....	50&60&10%
Iron Strapped, Japanned Sheaves.....	.70%
Iron Strapped, Lig Vitae Sheaves.....	.60%
Rope Strapped, Japan'd Sheaves.....	.60&10%
L. V. Sheaves.....	.40%

Lanes:	
Junior, Self Sustaining.....	.30%
Pat. Automatic.....	.30%
Perfect Safety.....	.30%
Stowell, Novelty Block.....	50&10%
Regular Iron Strapped Blocks.....	60&10&10&70%

Bolts—	
DOOR AND SHUTTER—	
Cast Iron Barrel, Square, &c.....	50&10%
Cast Iron Chain.....	50&10%
Cast Iron Shutter Bolts.....	45&10%
Ives' Patent Door Bolts.....	.60%
Wrought Barrel.....	60&10&15%
Wrought Square.....	60&10&15%
Wrought Shutter, Standard list.....	40&10%
Wrt Sunk Flush, Sargent's list.....	50&50&10%
Wrt Sunk Flush, Stanley's list.....	45&45&10%
Wrt B. K. Flush, Com'n, Stanley's list.....	50&50&15%
Wrought Spring, Sargent's.....	.75%

CARRIAGE, MACHINE, &c.—	
Bolt Ends.....	70&70&7 1/2%
Machine.....	70&70&7 1/2%
Carriage, Common.....	65&10%
Norway Iron, list Oct. '94.....	.80%
Phila., Eagle, list June 1, '99.....	.80%
Sleigh Shoe.....	.85%

TIRE—	
American Screw Co.:	
Bay State, Plain, list Dec. 28, '99.....	77 1/2%
Bay State, Plated.....	77 1/2%
Eagle Phila., list Feb. 26, '96.....	.80%
Norway, Phila., list Feb. 26, '96.....	.82 1/2%
Common, list Dec. 28, '99.....	.75%
Norway, Phila.....	.82 1/2%
Portchester, Norway.....	.75%

STOVE AND FLOW—	
Flow.....	60&10%
Stove, list Dec. 28, '99.....	.75%

MISCELLANEOUS—	
Sink.....	.75%

Bone Mills.	
Enterprise.....	25&30%
Stearns.....	.40%

Borers, Bung.	
Enterprise.....	25&30%
Each.....	\$1.25, \$1.65, \$2.50
Nos.....	1 2 8

C. E. Jennings & Co.:	
No. 6.....	.40%
No. 10.....	.25%

Borers, Tap—	
Common Ring.....	30&10%
Enterprise.....	25&30%
Ives.....	25&10%

Boring Machines—	
WITHOUT AUGERS—	
Upright.....	Angular.
Douglas'.....	\$3.75 \$3.38
Jennings'.....	3.00 3.75
Millers Falls.....	7.50 15%
Snell's, Rice's Pat.....	2.75 3.00

Bow Pins—	
Hotchkiss.....	60&10%

Boxes, Mail.	
Heller's.....	40&5%

Box Strapping—	
Cary's "Universal," in case lots, 20&10&30&10&10%	

Bracons—	
Barber's.....	50&10&60&10%
Barber's Ratchet.....	60&60&10%
Common Ball American.....	60&60&10%
Ives'.....	
Barber's.....	60&25%
Barber's Ratchet.....	60&60&10%
New Haven Novelty.....	.70%
New Haven Ratchet.....	.60&10%
Spofford.....	.60&5%

C. E. Jennings & Co.:	
No. 108&114.....	50&10%
No. 208&214.....	50&10%
Lancaster Mach. & Knife Works.....	.40%
Peck's (P. S. & W. Co.).....	50&10&60%
Gen. Spofford's.....	50&10&60%

Brackets—	
Door Screen.....	60&10%
Shelf, Bradley's Patent.....	.75%
Shelf, Plain, Regular list.....	.66 1/2%
Shelf, Flacy, Sargent's list.....	.40&10
Window Screen Corner.....	@50&5%
Reading, Plain.....	.60&10%
Reading, Rosette.....	.60%

Bracket Saw Frames—	
Millers Falls Co.....	.25%

Bracket Sets—	
Millers Falls Co.....	.33 1/2%

Box Hooks, Openers and Scrapers—	
Humason & Beckley's.....	60&60&10%

Bright Wire Goods—	
Standard. New list.....	.80%

Bull Rings—	
Humason, Beckley & Co.'s.....	.80%
Peck, Stow & Wilcox Co.'s.....	.60%
Sargent's.....	.80%
Seymour Smith & Sons.....	.60%

Bull Punches—	
Humason & Beckley's.....	.25%

Bush Hooks—	
See Hooks.	

Butchers' Cleavers—	
Bradley's.....	25&30%
Beatty's.....	.40%
Foster Bros. Flat Hds.....	.30%
Foster Bros. Round Hds.....	.30%
Lancaster Mach. & Knife Wks.....	33 1/2&10%
. & L. J. White.....	.25%
New Haven Edge Tool Co.'s.....	.40%
P. S. & W.....	33 1/2&5%

Butcher Knives—	
See Knives.	

Butchers' Saw Blades—	
Millers Falls Co. Star.....	15&15&10%
C. E. Jennings & Co.....	25&10%

Butter and Cheese Triers—	
Ordinary Black Handle.....	.25%
Humason & Beckley's.....	25&10%

Butt and Rabbit Gauges—	
Stanley's.....	25&10%

Butts—	
BRASS—	
Cast Brass, Fast Joint.....	40&10&50%
Cast Brass, Ice House.....	.40%
Cast Brass, Loose Joint.....	40&10&50%
Wrought Brass, list Sept. '96.....	40&40&5%

CAST IRON—	
Loose Joint.....	60&10&5&70%
Loose Joint, Japanned.....	60&10&5&70%
Loose Joint, Jap. with Acorns.....	60&10&5&70%
Loose Pin.....	60&10&5&70%
Mayer's Hinges.....	60&10&5&70%
Parliament Butts.....	60&10&5&70%
Fast Joint, Broad.....	60&10&5&70%
Fast Joint, Narrow.....	60&10&5&70%

WROUGHT STEEL—	
List April 1, 1895.	
Bronzed Inside Blind Butts.....	50&50&10%
Bronzed, Narrow.....	50&50&10%
Fast Joint, Narrow.....	50&50&10%
Fast Joint, Light Narrow.....	50&50&10%
Fast Joint, Broad.....	50&50&10%
Loose Joint.....	50&50&10%
Loose Pin.....	50&50&10%
Table Butts, Back Flaps, etc.....	50&50&10%

Calipers—	
Bemis & Call:	
Wing.....	.65%
Double.....	.65&10%
Inside and Outside.....	.65&10%
Straight Leg.....	.65&10%
Call's Pattern, Inside.....	.55%

Can Openers—	
American.....	per gross, \$1.75 @ \$2.00
Goodell's Acme.....	per gross, 6.00
No. 5, Iron Handle.....	per gross, \$2.00 @ \$2.25
Sardine Scissors.....	.75&10%
Sardine Scissors, Forged Steel.....	per doz., \$4.50
Sprague, No. 1, \$2.00; No. 2, \$2.25.....	per doz., \$2.25
No. 3, \$2.50.....	per doz., \$2.50
Universal, per doz.....	\$3.00

Cards—	
Cotton.....	.3%
Horse and Curry.....	.35%
Wool.....	.35%

<b>Cattle Leaders—</b>		<b>Cleaners, Sidewalk—</b> $\frac{1}{2}$ doz		<b>Door Holders—</b>		John Sommer's "Diamond," Lock.....40%	
Humason, Beckley & Co.'s.....	70&10%	Challenge Shank.....	\$8.25	Empire.....	50%	John Sommer's "Eclipse," Lock.....40&10%	50%
Peck, Stow & W. Co.....	66%	Star Shank.....	4.00			John Sommer's "Union," Lock.....	
Sargent's.....	70&10%	Star Socket.....	4.25	<b>Door Springs—</b>		John Sommer's "I. X. L.," Cork	50%
Wettons.....	70&10%			Champion (Coll.).....	50%	Lined.....	
<b>Chain—</b>		<b>Clippers—</b>		Gem (Coll.), list Oct. '95.....	20%	John Sommer's "Reliable," Cork	50&10%
Aluminum Coll and Halter.....	50&5%	<b>HORSE—</b>		Rubber, complete, $\frac{1}{2}$ doz. \$5.50.45&50%		Lined.....	
American Halter Chain.....	50&50&5%	Chicago Flexible Shaft Co.'s:		Star (Coll.), list Oct. '95.....	30%	John Sommer's "Common," Cork	70%
American Proof Coll, Cask lots,		Chicago Belt Clipping Machine,		Torrey's Rod, 39 in., $\frac{1}{2}$ gro.....	\$15.00	Lined.....	
Inch.....	Per lb.	New '98, Chicago.....	Each \$15.00 net	Torrey's Rod, 43 in., $\frac{1}{2}$ gro.....	42.00	John Sommer's "O. K.," Cork	50%
8-16.....	\$7.45	TOILET		Victor, Coll.....	50&10&10%	Lined.....	
14.....	5.65	Chicago Flexible Shaft Co.'s: $\frac{1}{2}$ doz.		<b>Drain Cleaners—</b>		John Sommer's "Chicago," Cork	60%
16.....	4.55	Mascot.....	\$8.40 net	Iwan's Adjustable.....	55%	John Sommer's "Perfection," Cedar.....	
20.....	3.70	Monitor.....	9.00 net	Iwan's Stationary.....	45%	John Sommer's "No Brand," Cedar.....	50&10%
24.....	3.65	Stewart Pat.....	10.00 net			Star.....	60&60&5%
28.....	3.45			<b>Drawer Pulls—</b>			
32.....	3.40			Sargent's List.....	60%		
36.....	3.40			<b>Drawing Knives—</b>			
40.....	3.40			Adjustable Handle.....	25&25&10%		
44.....	3.40			Bradley's.....	85%		
48.....	3.40			Dougllass.....	70&10%		
52.....	3.40			Jennings & Griffin.....	66%		
56.....	3.40			Mix.....	70&10%		
60.....	3.40			Ohio Tool Co.....	70&10%		
64.....	3.40			P. S. & W.....	70&10%		
68.....	3.40			Witherby.....	70&10%		
72.....	3.40			Watrous.....	30&10%		
76.....	3.40			L. & I. J. White.....	20&5&25%		
80.....	3.40			<b>Drills and Drill Stocks—</b>			
84.....	3.40			Automatic Boring Tools.....	50%		
88.....	3.40			Bench, Manners.....	60%		
92.....	3.40			Blacksmiths.....	60%		
96.....	3.40			Breast, Bartholomew's.....	25&10%		
100.....	3.40			Breast, Goodell's.....	25&30%		
104.....	3.40			Breast, Millers Falls, each \$3.00.15&10%			
108.....	3.40			Clamp.....	20%		
112.....	3.40			Ratchet, Billings' Double Acting.....	83%		
116.....	3.40			Ratchet, Ingersoll's.....	25%		
120.....	3.40			Ratchet, Merrill's.....	20&20&5%		
124.....	3.40			Ratchet, Moore's Triple Act.....	25&30%		
128.....	3.40			Ratchet, Fletcher's.....	40%		
132.....	3.40			Ratchet, Whitney's.....	50%		
136.....	3.40			Ratchet, Weston's.....	20&25%		
140.....	3.40			Stearns' Bench.....	30%		
144.....	3.40			Upright, B. & P.....	50%		
148.....	3.40			Hand, Goodell's.....	30&10%		
152.....	3.40			Whitney's Hand Drill, No. 1, \$10.00.			
156.....	3.40			Adjustable No. 10, \$12.00.....	83%		
160.....	3.40			Wilson's Drill Stocks.....	10%		
164.....	3.40			<b>Twist Drills—</b>			
168.....	3.40			See Augers and Bits.			
172.....	3.40			<b>BLACKSMITHS'</b>			
176.....	3.40			Coe's.....	60%		
180.....	3.40			Prentice.....	60%		
184.....	3.40			<b>Drug Mills—</b>			
188.....	3.40			National Specialty Mfg. Co.....	30%		
192.....	3.40			Enterprise Mfg. Co.....	25&30%		
196.....	3.40			<b>Easy Lawn Swings—</b>			
200.....	3.40			Ulrich Mfg. Co.....	\$85.00		
204.....	3.40			<b>Egg Beaters—</b>			
208.....	3.40			Dover Stamping Co.:			
212.....	3.40			New Dover, $\frac{1}{2}$ doz. 75 cts., $\frac{1}{2}$ gro. \$7.50			
216.....	3.40			Extra Family Size.....	$\frac{1}{2}$ doz. 2.00		
220.....	3.40			Keytone.....	33%		
224.....	3.40			Spiral.....	$\frac{1}{2}$ gro. \$4.25&\$4.50		
228.....	3.40			Standard Co.:	$\frac{1}{2}$ gro.		
232.....	3.40			Dover, No. 5.....	\$5.50		
236.....	3.40			Dover, No. 10.....	7.00		
240.....	3.40			Dover, Steel Handle, No. 10.....	7.00		
244.....	3.40			Dover, Extra Heavy, No. 15.....	12.00		
248.....	3.40			Rival.....	9.00		
252.....	3.40			<b>Emery—</b>			
256.....	3.40			Genuine Turkish Walpole Mills.			
260.....	3.40			No. 6 to 46, $\frac{1}{2}$ b.....	10c		
264.....	3.40			No. 54 to 150, $\frac{1}{2}$ b.....	10c		
268.....	3.40			Flour, $\frac{1}{2}$ b.....	8c		
272.....	3.40			<b>Enameline—</b>			
276.....	3.40			No. 4.....	$\frac{1}{2}$ gro. \$4.50		
280.....	3.40			No. 6.....	7.20		
284.....	3.40			<b>Escutcheons—</b>			
288.....	3.40			Wood.....	25%		
292.....	3.40			<b>Expansive Bits—</b>			
296.....	3.40			See Augers and Bits.			
300.....	3.40			<b>Farriers' Knives—</b>			
304.....	3.40			"Challenge".....	$\frac{1}{2}$ doz. \$3.00		
308.....	3.40			Popes.....	8.00		
312.....	3.40			Wilkinson's.....	\$3.10 net		
316.....	3.40			Wootenholm's.....	\$3.25.10%		
320.....	3.40			<b>Faucets—</b>			
324.....	3.40			Brass Globe Cocks.....	65&65&5%		
328.....	3.40			Brass Racking.....	65&65&5%		
332.....	3.40			Compression Bibbs.....	70&70&5%		
336.....	3.40			Red Cedar.....	40&40&10%		
340.....	3.40			Red Cedar, bbl. lots.....	50%		
344.....	3.40			Frery's Iron Petroleum.....	65&65&5%		
348.....	3.40			John Sommer's "Peerless," Tin			
352.....	3.40			Key.....	40%		
356.....	3.40			John Sommer's "Boss," Tin Key.....	50%		
360.....	3.40			John Sommer's "Victor," Metal			
364.....	3.40			Key.....	50&10%		
368.....	3.40			John Sommer's "Duplex," Metal			
372.....	3.40			Key.....	60%		
376.....	3.40			John Sommer's "Buckeye," Metal			
380.....	3.40			Key.....	40%		
384.....	3.40			John Sommer's "Rochester," Metal			
388.....	3.40			Key.....	50%		
392.....	3.40			John Sommer's "Rival," Metal Key.....	50%		
396.....	3.40			John Sommer's "Crescent," Metal			
400.....	3.40			Key.....	50&10%		
404.....	3.40						
408.....	3.40						
412.....	3.40						
416.....	3.40						
420.....	3.40						
424.....	3.40						
428.....	3.40						
432.....	3.40						
436.....	3.40						
440.....	3.40						
444.....	3.40						
448.....	3.40						
452.....	3.40						
456.....	3.40						
460.....	3.40						
464.....	3.40						
468.....	3.40						
472.....	3.40						
476.....	3.40						
480.....	3.40						
484.....	3.40						
488.....	3.40						
492.....	3.40						
496.....	3.40						
500.....	3.40						

**Gauges—**

Bemis & Call's Steel	50%
Boss, Screw Pitch	83%
Clapboard	25% 10%
Marking, Mortise, etc.	55% 10% 55%
	10% 10%
Stanley's	60% 10%
Stanley's Chisel	20% 10%
Starrett's Surface, Center and Scratch	25% 10%
Copeland Champion Bit, $\frac{1}{2}$ doz.	\$2.00 net.
Stubs' Wire and Drill	20%
Wire, Morse's	25%
Wire, P. S. & W., low list	10% 10%
Wire, Wheeler, Madden & Co.	10%

**Gimlets—**

"Diamond" Gimlets, $\frac{1}{2}$ gr.	\$4.00 @ \$4.25
Double Cut	40% 10% 50%
Metal Head	50% 10%
Wood Head	50%
Swan's, German Pattern	40% 10%

**Gimlet Bits—**

See Augers and Bits.

**Glass Cutters—**

"Woodward"	net prices
"Red Devil"	net prices

**Globe and Racking Cocks—**

See Faucets.

**Glue—**

Dodd's Liquid Glue	25% 25% 10%
Le Pages Liquid	25% 25% 10%
Mystic	40%
Martins	40%

**Glue Pots—**

Enamelled	40% 10% 50%
Tinned	40% 40% 5%

**Graters—**

Enterprise	25% 30%
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**Griddles—**

Cronk's	70%
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**Grindstone Fixtures—**

P., S. & W. Co.	50% 50% 10%
Sargent's Patent	60% 10% 10%
Stowell	50%

**Gunpowder—**

See Ammunition.

**Gun Wads—**

See Ammunition.

**Hafts—**

Britton's	$\frac{1}{2}$ doz. \$6.50
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**Halters—**

Covert Mfg. Co.	
Jute Rope Halters	35%
Sisal Rope	20%
Web Halters	45%

**Halter Chain—**

See Chain.

**Hammers—****HANDLED HAMMERS—**

Humason & Beckley	40% 10%
Magnetic Tack, Nos. 1, 2, 3	\$1.25,
	\$1.50 & \$1.75
H. & B. Tack	50% 10%
Maydole's	33% 5% 40% 10%
Peck, Stow & Wilcox	40% 10% 10%
A. E. Nail	40% 10%
Engineers and B. S. Hand	60% 10%
Sargent's New List	45% 45% 10%
Verree	50% 10%
Warner & Noble's New List	25%

**HEAVY HAMMERS AND SLEDGES—**

Under 8 lb	$\frac{1}{2}$ lb 40c
8 to 5 lb	$\frac{1}{2}$ lb 80c
Over 5 lb	$\frac{1}{2}$ lb 80c
Wilkinson's Smiths	94c @ 10c $\frac{1}{2}$ lb

**Hammock Ropes—**

Covert Mfg. Co.	
Jute	35%
Sisal	20%

**Hand Cultivators—**

Ulrich Mfg. Co.	
Osborne's	$\frac{1}{2}$ doz., \$15.00

**Handles—****IRON, WROUGHT OR CAST—**

Chest Handles, Sargent's	50% 10%
Chest Handles, Starns' No. 1, Door or Thumb	80c. 70%
Nos.	0 1 2 3 4
$\frac{1}{2}$ doz.	\$ .90 \$1.00 \$1.08 \$1.35 \$1.50
	50% 10%
Drawer Handles	60%
Ring Handles	70%
Roggin's Latches	35% 35% 10%
Shelf Box Handles	65%
Trunk Handles	60%
Tub Handles	60% 10%

**STORE DOOR HANDLES—**

Bronzed, with Cylinder Lock	50%
Bronzed	50% 50% 10%
Japaned, with Nuts	45% 10%
Japaned, with Plate	45% 10%
Japaned, without Plate	45% 10%

**DOOR PULL—**

Bar	60% 60% 10%
Barn Door	50% 10%
Chest and Lifting	60% 60% 10%
Drawer Pulls	50% 10% 60%
Plain B. M.	60% 60% 10%
Push Plates, Sargent's List	60% 60% 10%
Sash Pull Plates	70% 10%
Sash Pulls	60% 10% 10%
Window Pulls	60% 10%

**WOOD—**

Auger, assorted	$\frac{1}{2}$ gr. \$2.25 @ 2.50
Auger, large	$\frac{1}{2}$ gr. 3.00 @ 3.25
Auger, Douglass' Pat., $\frac{1}{2}$ set, No. 1	\$1.0
	No. 2, \$1.40. 60% 10%
Auger, Ives' Pat., No. 1	60% 10%
No. 2 to 32 $\frac{1}{2}$	40%
Auger, Swan's Pat., $\frac{1}{2}$ set, No. 3	\$1.00
	No. 4, \$1.25
Brad A. W.	$\frac{1}{2}$ gr. \$1.75 @ \$2.00
Chisel, Worcester, Leather Cap'd	1.50
Disston's Crosscut	50%
File, assorted	$\frac{1}{2}$ gr. \$1.25 @ 1.40
Firmer Chisel, Apple, assorted	\$2.25 @ 2.50
Hammer, Hatchet, Axe, Sledge	50% 2%
Hoe, Rake and Fork	60% 10% 60% 10% 5%
Saw and Plane	40% 10% 50%
Shovel and Spade, Wood D. Handle	50% 50% 10%

**CROSS-CUT SAW HANDLES—**

Atkins	40%
Champion	45% 45% 10%

**Hangers—**

American Trackless	23% 40%
Barn Door, old pattern	60% 10%
Barn Door, New England	60% 70%
Barry	\$6.00
Best Anti-Friction	60% 10%
Challenge Barn Door	50%
Cronk's Roller Bearing	
No. 0	\$1.50 net per dozen.
No. 4	5.50
No. 5	6.50
	60% 10% 5%
Cronk's Steel, cov'd, Loose Axle	60% 5%
Coburn	40%
Davis Parlor Door	50% 50% 5%
Duplex (Wood Track)	60% 10% 5%
Kidder's	50% 50% 10%
Lane's Barn Door:	
Barn Door, Standard	60% 10%
Covered	50% 10% 10% 5%
Special	60% 10%
No. 50	50% 10%
Parlor:	
Standard	$\frac{1}{2}$ set, net, \$3.25 @ —
Ball Bearing	" " 4.00 @ —
New Model	" " 2.75 @ —
New Champion	" " 2.40 @ —
Manhattan	60%
McKinney's "None Better," No. 2	\$18.00
No. 1 Special	\$15.00
dozen pairs	60% 10%
Richards' Single Track, Steel	40% 10%
Richards' Anti-Friction	50%
Victor, No. 1	\$15.00
No. 2	\$20.00
No. 3	\$25.00
No. 4	\$35.00
Warner's Patent	20% 10% 10%
Wilcox's New Century	50% 10% 10%

**Harness Snaps—**

See Snaps.

**Hasps and Staples—**

McKinney's "Perfect," $\frac{1}{2}$ doz.	50%
Wrought	85% 85% 10%
Wrought, Stanley	80%

**Hatchets—**

See Axes.

**Hay Hooks—**

Humason & Beckley	60% 10%
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**Hay Racks—**

Baxter Wrought Iron, No. 1	\$1.00,
set; No. 2	\$1.50, net.

**Hay and Straw Knives—**

Auburn Hay, Com. and Spear Point	50%
Iwan's Hay, Sickle Edge, $\frac{1}{2}$ doz.	net \$10
Iwan's Hay, Imp. Serrated $\frac{1}{2}$ doz.	net
	\$10.50
Auburn Straw	40%
Lightning, from jobbers	60% 5%
Wadsworth's	40%

**Hinges—****WROUGHT IRON HINGES—**

Rolled Blind Hinges, Nos. 32 and 34	50% 10%
Rolled Plate	70%
Rolled Raised	6 to 12 in., $\frac{1}{2}$ lb. 3 @ 34c.
	14 to 20 in., $\frac{1}{2}$ lb. 34 @ 34c.
	22 to 36 in., $\frac{1}{2}$ lb. 24 @ 34c.
Screw Hook and Strap	

**STRAP AND T HINGES.**

New List, March 15, 1901.	
Light Strap	75%
Heavy Strap	80%
Light T	70%
Heavy T	66% 3%
Extra Heavy T	75% 10%
Long Chest	60%
Hinge Hasps and Staples	60%
Crate Hinges	75%
Crate Hasps	60%
Corrugated Heavy Strap	80%
Corrugated Extra Heavy T	75% 10%

Japaned Light Strap	60%
Japaned Heavy Strap	50% 10% 5%
Japaned Light T	60%
Japaned Heavy T	50% 10% 5%
Japaned Extra Heavy T	55%
Japaned Hinge Hasps	50%
Japaned Long Chest	60%
Japaned Crate Hinges	60%
Galvanized Hinges with Iron Pins	65% 10%
Galvanized Hinges with Brass Pins	60% 10%

**SPRING HINGES—**

Bommer's	33% 1%
Bardsley's Patent Checking	15%
Chicago	20%
Sargent's List, 1894:	
Bronze Metal	70% 10% 10%
Japaned Surface, Single	70% 10%
Japaned Surface, Double	60% 10%
Mortise	70% 10%
Model	70% 70% 10% 10%
Tuscan Surface, Single	70%
Tuscan Surface, Double	60% 10%
Vigilant	60%
Union Spring Hinge Co.'s List, March, 1894	20%
Union Mfg. Co.	25%
Wiles', No. 1, $\frac{1}{2}$ gr., \$16.00; No. 2	\$18.00

**GATE HINGES—**

Clark's, Nos. 1, 2, 3	50% 10% 60% 10%
N. E., $\frac{1}{2}$ doz.	\$7.80
N. E. Reversible, $\frac{1}{2}$ doz.	\$5.80
N. Y. State, $\frac{1}{2}$ doz.	\$4.90
Shepard's, Nos. 1, 2, 3	60% 10% 10%
Western, $\frac{1}{2}$ doz.	\$4.20

**BLIND HINGES—**

Clark's:	
Lull & Porter, Nos. 0, 1, 1 $\frac{1}{2}$ , 2, 2 $\frac{1}{2}$	
Mortise Gravity	70% 10%
Nos. 1, 8, 5	70% 10%
Nos. 40 and 50	70%
Parker	70% 10%
Sargent's, Nos. 1, 8, 5, 11, 18	70% 10%
W. H. Co.'s No. 2 Mortise Gravity	60%
Stanley's Steel Gravity Blind Hinges, with Screws	\$1.30 $\frac{1}{2}$ doz. sets. 30% 10%

**Hitching Cords—**

Covert Mfg. Co.	45%
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**Hoes—**

Steel Goods Association List, Aug. 1, 1899.	
Asphalt Hoes	65%
Cotton Hoes	70% 10% 10% 5% 5%
Cotton Chopper Hoes	75% 10% 74%
Garden Hoes	75% 5%
Harper's No. 7 Mortar Hoes	65%
Jersey Hoes	65%
Kretzinger, Cut-Ezy	75% 5%
Ladies' Cotton Hoes	75% 10% 74%
Laid Steel Edge Hoes	25% 5% 5%
Meadow and Rhode Island Hoes	5% 24%
Mortar and Street Hoes	75% 74% 5%
Planter Hoes, Regular Pattern	70% 30%
Rough Finish Shank Cotton Hoes	75% 124%
Special Hoes	75% 10% 5%
Special Mortar Hoes	40% 10% 24%
Sunhem Meadow Hoes	75% 5% 24%
Tobacco Hoes	75% 20%
Toy Ladies' and Boys' Hoes	70% 10% 10%
Truck Hoes	50% 10% 10%
Warren Hoes	60%
Wedding Hoes and Rakes	75%

**Hollow Augers—**

See Augers and Bits.

**Hollow Ware—****ENAMELED—**

Agate Nickel Steel Ware, list July, 1899	35%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895	40% 10%
Second Quality, Agate Nickel Steel	65%
Second Quality, Granite	70% 10% 70% 10% 10%
Iron Clad:	
Peppered Ware, high list	70%
Mottled Ware, high list	75%
Never Break Enamelled	50% 5% 30% 10%

**STOVE HOLLOW-WARE—**

Ground	60% 10%
Unground	70%

**WHITE ENAMELED-WARE—**

Boilers and Saucepans	50% 50% 10%
Maslin Kettles	70% 10% 75% 5%
Tinned Boilers and Saucepans	50% 50% 10%

**SILVER PLATED—**

4 mo. or 5% cash in 30 days.	
Hartford Silver-Plate Co.	40% 5%
Holmes & Edwards Silver Co.	40% 15% 5%
Meriden Britannia Co.	40% 5%
Reed & Barton	40% 5%
Rogers & Brother	40% 5%
Simpson, Hall, Miller & Co.	40% 5%
William Rogers Mfg. Co.	40% 10%

**Hooks—****AGRICULTURAL—**

Potato, all kinds	70%
Manure	70%
Iowa F. T. Co.'s Clam	60% 10% 24%

**BUSH—**

Jennings & Griffin's	33% 1% 5%
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**CORN—**

Kretzinger Cut-Ezy	$\frac{1}{2}$ doz. \$3 net
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**CAST IRON—**

Bird Cage, Sargent's list	60% 10% 10%
Bird Cage, Reading	60% 10% 10%
Bird Cage, Williamson	50%
Ceiling, Sargent's list	50% 10%
Chandelier	70%
Clothes Line, Sargent's list	50% 10%
Coat and Hat, Sargent's list	50% 10%
Coat and Hat, Reading	60% 10%
Coat and Hat, Stowell's	70%
Harness, Sargent's list	50% 60% 10%
Lamp	55%
Picture	75%
Screw Hat	70%
Wardrobe	55%

**WROUGHT IRON AND STEEL—**

Cotton	$\frac{1}{2}$ doz. \$1.25
Cotton Pat. (N. Y. Mallet & Handle Works)	20%
Hammock Hooks, E. C. Stearns	$\frac{1}{2}$ doz.
Picture, T. & S. Mfg. Co.	75%
Tassel, T. & S. Mfg. Co.	50% 10%
Wrought Staples, Hooks, &c.	See Wrought Goods.

**MEAT—**

Enterprise	40%
Humason & Beckley	80% 10%

**WIRE—**

Atlas Coat and Hat	45%
Belt	75% 75% 10%
Crescent, Coat and Hat	50% 10% 60%
Wire Coat and Hat, Acme	50% 10% 50%
Wire Coat and Hat, Gem	50% 10% 50%
Wire Ceiling, Gem	50% 10% 50% 10% 5%
Wire Coat and Hat, Standard	45%

**MISCELLANEOUS—**

Covert Mfg. Co.:	
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<b>Jack Screws—</b>		Samson Cotton, No. 4, \$2.00; No. 4½	PICTURE—	Improved Bay State.....	\$27@30.0
<b>See Screws.</b>		\$2.50.....10%	Brass Head, Combination list.....	Little Star.....	4.00
<b>Kettles—</b>		Silver Lake, Braided, No. 0, \$6.00	Niles' Patent.....	New Lightning.....	5.50
Spun Brass, Plain.....		No. 1, \$6.50; No. 2, \$7.00; No. 3,	Porcelain Head, Comb'n list.....	Penn.....	8.75
Spun Brass, plated inside with White		\$7.50 gross.....25@30%	Porcelain Head, Sargent's list.....	Perfection.....	4.00
Metal.....		Ventilator Cord, Samson Braided,		Reading, 72.....	4.00
		White or Drab Cot. # doz. \$7.50.....20%		Reading, 78.....	7.00
		Wire Clothes, 100 feet, No. 18, \$2.25;		Scott's Pat. Rotary.....	\$15.00, 30%
		No. 19, \$2.00; No. 20, \$1.75.		Turntable, Old Style.....	4.50
<b>Knives—</b>				Turntable, 1898.....	5.50
<b>Ames':</b>		<b>Loaded Shells—</b>		White Mountain.....	4.00
Bread Knives, # doz \$1.50.....		<b>See Ammunition.</b>			
Butcher Knives.....				<b>POTATO—</b>	
Shoe Knives.....				Saratoga.....	\$5.50
Cronk's Chopping.....				White Mountain.....	4.50
Dunlap Kitchen and Bread Knives.....					
Foster Bros. Butcher, &c.....				<b>Pencils—</b>	
<b>Goodell's:</b>				Dixon's.....	# gro.
Bread Knives Ass'n list.....				Carpenter's.....	\$3.67@8.75
Butcher.....				Carpenter's, Blue or Red	
Shoe Knives.....				Lead.....	4.00@7.50
Hay and Straw, see Hay Knives.				Lead.....	2.18@4.38
Table and Pocket, see Cutlery.				Lumber.....	6.87
Wilson's Butcher Knives.....				Mascot, Hexagon.....	3.75
				Mascot, Round.....	3.10
<b>Knives, Hay and Straw—</b>					
<b>See Hay Knives.</b>				<b>Percussion Caps—</b>	
<b>Knobs—</b>				<b>See Ammunition</b>	
Bardley's Wood Door, Shutter and				<b>Picks—</b>	
Base.....				Railroad or Adze Eye, 5 to 6, \$12.00.	
Base, Rubber Tip, 2½ in. Bead, # gr. \$1.50				6 to 7, \$13.00.....	60¢@10¢@10¢@10¢
Carriage, Jap.....					
Door Mineral, R. & E. list.....				<b>Planes and Plane Irons—</b>	
Door Por. Jap'd.....				<b>WOOD PLANES—</b>	
Door Por. Nickel.....				Bailey's (Stanley R. & L. Co.)	
Picture, Judd's.....				Bench, First Quality.....	50¢@10¢@60%
Picture, Sargent's.....				Bench, Second Quality.....	45¢@45¢@10%
Yale & Towne Wood.....				C. E. Jennings & Co.....	50¢@50¢@10%
				Molding.....	40¢@25%
<b>Latches—</b>				<b>IRON PLANES—</b>	
Cronk's Barn Door.....				Chaplin's Iron Planes.....	50¢@10¢@60%
Lane's Barn Door.....				C. E. Jennings & Co., Iron.....	50¢@10%
				Sargent's.....	60%
				Standard Tool Co.....	50¢@50¢@5%
				Stanley Rule & Level Co.....	50¢@100
				Miscellaneous.....	25¢@10%
				Steer's Iron Planes.....	50¢@1%
<b>Lawn Mowers—</b>				<b>PLANE IRONS—</b>	
Champion.....				Auburn "Thistle".....	30¢@10¢@40%
Clipper Improved.....				Ohio.....	
Continental.....				Sandusky.....	
Enterprise.....				Buck Bros.....	30%
Genuine Philadelphia Mowers:				Butcher's.....	\$5.00@5.25 to \$
Styles M., S., C., K., T.....				C. E. Jennings & Co.....	25¢@10%
Style A. (all steel).....				Stanley Rule & Level Co.....	50¢@10%
Style E., Low Wheel.....				L. & I. J. White.....	20¢@5¢@25%
Style E., High Wheel.....					
Drexel, low list.....				<b>Pliers and Nippers—</b>	
Gold Coins, low list.....				Button's.....	70%
Great American.....				Carew's Pat. Wire Cutters.....	25%
Imperial.....				Cronk's:	
New Departure, High Wheel.....				Button Pattern.....	70%
New Departure, Low Wheel.....				Fencing Pliers, # doz. \$12.00.....	25%
New Easy.....				Flat and Round Nose.....	40%
New York.....				Gas Pliers, No. 100.....	40%
Pastime:				Stubb's Pat. Pliers.....	50%
12 in. 14 in. 16 in.				Wire Cutter and Bender.....	60%
\$4.00 \$6.25 \$6.50 each net				Hall's Nippers, # doz., No. 2, 5 in.	
Pennsylvania.....				\$18.50; No. 4, 7 in., \$21.00.....	40¢@10
Racine.....				Hall's Pliers.....	70%
Rapid Transit.....				Humason & Beckley Mfg. Co. 50¢@50¢@10%	
Standard.....				Wm. Johnson's Gas Pliers.....	60%
Sunbeam.....				Morrill's Parallel, # doz. \$12.00.....	80¢@5%
				Smith's Side Cutting.....	25%
				P. S. & W. Cast Steel.....	50¢@50¢@5%
				P. S. & W. Tinners' Cutting Nip-	
				pers.....	add ½ dis. 10%
<b>Lawn Sprinklers—</b>				<b>Plow Bolts—</b>	
Enterprise.....				<b>See Bolts.</b>	
Gibbs' Arc.....				<b>Plumbs and Levels—</b>	
Gibbs' Hustler.....				Cook's.....	40¢@10¢@10
Philadelphia Lawn Mower Co.:				Davis:	
Philadelphia Lawn Sprinkler:				Inclinometers.....	30%
No. 1. No. 2. No. 3.				Iron Levels.....	25¢@10%
# doz. \$12.00 \$15.00 \$24.00.....				Diastion's.....	70%
				Machinists'.....	25%
				Pocket Levels.....	70¢@1¢@75%
				Stanley's.....	70¢@10¢@70¢@10¢@10%
				Stanley's Duplex.....	25¢@10¢@10%
				Stratton's Pat.....	25%
				Wood's Extension Sight.....	25%
<b>Leaders—</b>				<b>Poachers—</b>	
Covert Mfg. Co. Cattle.....				<b>See Egg Poachers.</b>	
				<b>Police Goods—</b>	
<b>Lead Pipe, Etc.</b>				Tower & Lyon's.....	25%
Lead Pipe, full lengths.....				<b>Polish Metal—</b>	
Lead Pipe, cut lengths.....				Prestoline Liquid, New List.....	40%
Lead Pipe, Tin Lined.....				Prestoline Paste.....	33½¢@40%
Block Tin Pipe.....				<b>Polish, Stove—</b>	
Sheet Lead, full rolls.....				Dixon's Plumbago.....	# doz.
Sheet Lead, cut rolls.....				Joseph Dixon's.....	# gro. \$5.75, 10%
Quantity discount, 20%				Gem.....	# gro. 4.50, 10%
<b>Lemon Squeezers—</b>				<b>Poppers, Corn—</b>	
Berger Bros. # doz. 8-in. \$1.00; 10-in.				Round or square, # doz. # gro.	
\$1.40.....				1 qt.....	\$ .75 \$ 7.00
Dean's, Nos. 1, # doz. \$3.50; 2, \$3.25;				1½ qt.....	.85 9.50
3, \$1.85; Queen, \$2.50, net				2 qt.....	1.15 10.50
Hotchkiss, Straight Flush, # doz. \$9.00				Quincy Corn Popper, 1 qt., # doz.	
Jennings' Star.....				\$3.00; 2 qt., \$4.00.....	33½¢
Little Giant.....				<b>Post Hole Diggers—</b>	
Porc. Lined, Iron.....				Diastion's Samson Digger.....	\$34.00, 25%
Porc. Lined, Wood.....				Iwan's Split Handle, # doz. net.....	\$8.50
				Iwan's Perfection, # doz. net.....	\$9.00
				Ryan's.....	# doz. \$20.00, 25%
Wood, Common, # gross, No. 0, \$5.00;				<b>Post Hole Augers—</b>	
No. 1, \$6.50; No. 2, \$10.00				Iwan's Patent Improved.....	40%
				Vaughan's, 6 to 9 in., # doz. net.....	\$3.00
<b>Letter Box Plates—</b>					
Name Door Plate.....					
Name Plate.....					
Number Door Plate.....					
Sargent's.....					
<b>Levels—</b>					
C. E. Jennings & Co.'s:					
Hexagon.....					
Iron Bench, new design.....					
<b>Lifters—</b>					
<b>See Transom Lifters.</b>					
<b>Lines—</b>					
Cotton and Liden Fish, Draper's.....					
Cotton Chalk, 20 feet.....					
Cotton Trot.....					
<b>Masons':</b>					
Colored Cotton.....					
Flax.....					
No. 0 to 5.....					

**Potato Hooks, etc.—**

Hoe Down Hooks.....75&10&2%  
Hop Hooks.....60&10&2%  
Potato Hooks.....70%

**Powder—**

See Ammunition.

**Presses—**

See Fruit and Jelly Presses.

**Primers—**

See Ammunition.

**Pruning Hooks and Shears—**

Cronk's Pruning Shears.....83%  
Cronk's Heavy Pattern, # doz., \$2.50 net  
Diston's Combined Pruning Hook  
and Saw.....# doz., \$18.00, 25&25&10%  
Diston's Pruning Hook, # doz.,  
\$12.00, 25&25&10%

**Henry's:**

Pruning Shears.....50A 5%  
Orange.....50&30%  
Grape.....50&10%  
Tree Pruners.....75%  
E. S. Lee & Co.'s Pruning Tools.....40%  
P. S. & W. Co.'s Shears.....60%  
Waters' Tree Pruners.....75&10%  
Wheeler, M. & C. Co.'s Combina-  
tion.....# doz., \$12.00, 25&10%

**Pulleys—**

Awning.....60&60&10%  
Axle.....50&10&60%  
Brass Screw.....45&10%  
Casting.....50&10&60%  
Clothes Line, Japanned.....60%  
Common Sense.....60%  
Dumb Waiter.....60&60&10%  
Empire Sash Pulley.....60%  
Fox-all-steel:  
Nos. 3 & 7, 2 1/4-inch wheel, # doz., 2%  
No. 9, 1 3/4-inch wheel, # doz., 30%  
No. 10, 2-inch wheel, # doz., 25%  
Extra for plated finish, # doz., 20%  
Extra for antique bronze bushing,  
# doz., 10%  
Hay Fork, Swivel Eye, # doz., 5%  
4-inch, \$3.75; 6-inch, \$5.00.....55%  
Hay Fork, Hartz, 4 1/4-inch, # doz.,  
\$6.00.....50&10%  
Hay Fork, 5-inch, Solid, \$5.70.....50%  
Hot House.....50&10&50&10&10%  
Stowell's Anti-Friction, 5-in. Wheel,  
# doz., \$12.00.....40%  
Side, Anti Friction.....50%  
Shade Rack.....45%  
Upright.....50&10&50&10&10%

**Pumps—**

Clatern, Best Grades.....50&10&60%  
Pitcher Spout, Best Grades.....70&10%  
F. E. Myers & Bro.:  
No. 1, Fig. 328, 3 in. Shallow  
Well Pump.....\$13.00  
No. 8, Fig. 328, 3 1/4 in. Shallow  
Well Pump.....15.00  
No. 5, Fig. 307, 3 in. Deep Well  
Pump.....15.00  
No. 6 1/2, Fig. 307, 3 1/4 in. Deep  
Well Pump.....17.00  
No. 14, Fig. 521, 3 inch Deep or  
Shallow Well Pump.....15.00  
No. 32, Fig. 623, 3 in. Deep Well  
Pump.....17.00  
No. 56, Fig. 331, 3 in. Shallow  
Well Pump.....14.00  
No. 59, Fig. 332, 3 1/4 in. Shallow  
Well Pump.....17.00  
No. 70, Fig. 333, 2 1/4 in. Deep  
Well Pump.....15.00  
No. 72, Fig. 333, 3 in. Deep Well  
Pump.....15.00  
No. 73, Fig. 333, 3 1/4 in. Deep  
Well Pump.....16.00  
No. 102, Fig. 448, 8 inch Lift  
Pump.....9.00  
No. 108, Fig. 448, 8 1/4 in. Lift  
Pump.....11.00  
No. 128, Fig. 510, 8 in. Lift  
Pump.....7.00  
No. 131, Fig. 510, 8 1/4 in. Lift  
Pump.....8.50  
No. 225, Fig. 380, Windmill  
Pump.....12.50  
No. 235, Fig. 408, Windmill  
Pump.....16.00  
No. 240, Fig. 408, Regulator  
Pump.....28.00  
No. 255, Fig. 572, Cyclone Tank  
Force Pump.....16.00  
No. 267, Fig. 483, Geyser Tank  
Force Pump.....16.00  
No. 268, Fig. 518, Low Down  
Tank Force Pump.....16.00  
No. 302, Fig. 477, Spray Pump,  
complete.....11.50  
No. 320, Fig. 492, Bucket Spray  
Pump.....5.00  
No. 330, Fig. 547, Knapsack  
Spray Pump.....10.00  
Discount, 50% f. o. b. Ashland.

**Punches—**

Bemis & Call Co.'s:  
Cast Steel Drive.....50&5%  
Check.....50%  
Spring.....50&5%  
Springfield Socket.....85%  
Morrell's Universal.....35%  
Niagara Hollow.....45%  
Niagara Solid.....55%  
Saddlers' or Drive, good.....60&60%  
Snell's Tinnars'.....60%  
Spring, good quality, # doz., \$1.70@1.80  
Spring, Leach's Pat.....15%  
Tinnars' Solid, P. S. & W. Co.,  
# doz., \$1.44, 55%  
Tinnars' Hollow, P. S. & W. Co.,  
20&2%

**Rail—**

Barn Door, Light, In. 1/4 5/8 3/4  
# 100 feet.....\$1.40 1.85 2.60  
Barn Door, "None Better" No. 1,  
# foot.....3%  
Barn Door, "None Better" No. 2,  
# foot.....4c  
B. D. for N. E. Hangers:  
Angular, # foot, 8c.....70%  
Double Flange, # foot, 8c.....70%  
Carrier Steel Rail, # foot.....4%  
Cronk's:  
O. N. T. Style, No. 13.....3 c  
Double Braced.....3 1/4 c  
Lane's:  
O. N. T., 1 in.....\$2.65  
O. N. T., 1 1/4 in.....3.50  
Standard, 1 1/4 in.....3.75  
Stowell's Wrought Steel.....85%  
Sliding Door, Bronzed Wrought  
Iron, # foot.....6 1/2 c  
Sliding Door, Steel, Brass Plated,  
# foot.....5 1/2 c  
Sliding Door, Wrought Brass, 1 1/4 in.,  
# lb, 35c.....10&20%  
Victor Track Rail, 7c # ft. 60&10&2%  
Rakes, Etc.—  
Cronk's:  
Wrought Steel Garden.....60&20%  
Queen City Lawn.....40%  
Steel Garden Rakes.....70&5&2%  
Steel Garden Rakes Stamped Blank.....75%  
Steel Road Rakes.....65%  
Steel Tar or Asphalt Rakes.....5%  
Turf Edger.....60&5%  
Prize Bow Braced Steel.....70&5&2%  
Peerless Shank.....70&5&2%  
Peerless Socket.....70&5&2%  
Level Head Shank.....70&5&2%

**Rasps, Horse—**

Diston's.....70%  
New Nicholson Horse Rasp.....70%  
See also Files.  
Razors—  
Electric.....List net  
"John Engstrom".....net prices  
J. R. Torrey Razor Co.....20%  
Wootenholm and Butcher, \$10.00 to  
2.....10%  
Registers—  
HOT AIR—  
New List, Feb. 1, 1899:  
Black Japanned.....50&10%  
White Japanned.....40&10%  
Bronzed Finishes.....40%  
Electro-Plated.....40%  
Nickel Plated.....50&10%  
White Porcelain.....20&10%  
Solid Brass and Bronze Metal.....30&10%  
Rings—  
See Bull and Hog Rings.  
Rivets and Burrs—  
Belt with Burrs.....40&5&40&10%  
Hose with Burrs.....40&5&40&10%  
IRON—  
List, Nov. 1, 1894.  
Ordinary, in bulk.....70%  
Thousand, in bulk.....70%  
Thousand in papers.....70%  
Coopers', in bulk.....70%  
Block and Carriage, in papers.....70%  
Hame.....70%  
Belt with Burrs, Tinned or Cop-  
pered.....70%  
Rivet Sets—  
Regular List.....70%  
Rollers—  
Lane's, Stay.....8%  
Rope—  
Cotton Rope, Best, # lb  
1/4 inch and larger.....15c  
Medium, 1/4 in. and larger.....12c  
Common, 1/4 in. and larger.....10 1/2 c  
Jute Rope:  
A grade.....6 1/2 c  
C grade.....5 1/2 c  
Manila:  
7-16 in. and larger.....10 1/2 c  
1/2 in.....11 c  
1/2 and 5-16 in.....11 1/2 c  
Sisal:  
7-16 in. and larger.....8 c  
1/2 in.....8 1/2 c  
1/2 and 5-16 in.....9 c  
Rules—  
Athol, Steel.....33 1/2 c  
Boxwood.....75&10&10&10%  
Ivory.....35&10&35&10&10%  
Lufkin's:  
Steel.....55%  
Lumber.....50&10%  
Miscellaneous, Stanley's.....55&10%  
Starrett's Rules and Straight Edges.  
Steel.....25&10%  
Sad Irons—  
Chinese Laundry.....# lb 4 1/2 c  
Chinese Sad.....3 1/2 c  
Crown, Polished.....# doz. \$6.50  
Crown, Nickel.....# doz. 7.00  
Common 4 to 10.....# lb 3 1/4 @ 3 1/2 c

**COLD HANDLED—**

Enterprise Mfg. Co. of Pa.....30&5%  
Self-heating.....# doz. \$10.00, 2%  
Self-heating, Tailors'.....# doz. 22.10, 25%  
Sensible Nickel.....# doz. \$7.00  
Sensible Polished.....# doz. 6.70  
Sensible, Tailors'.....# lb 4 1/2 c

**Safety Fuse—**

See Fuse.

**Safety Lifts—**

Burr Mfg. Co., Steel.....50&60%

**Sand and Emery Paper and Cloth—**

Baeder, Adamson & Co.'s:  
Emery Cloth.....50&10%  
Garnet Paper.....80&30&5%  
Sand and Emery Paper.....50&10%

**Sash Balances—**

Caldwell Mfg. Co.....50%

**Sash Chain—**

Competition.....50&10%  
Giant.....40%  
Monarch.....40&10%  
Red Metal.....40&10%  
Steel.....40&10%

**Sash Cord—**

Cable Laid Italian.....# lb 16@18c  
Cable Laid Russia.....# lb 13 1/4 @ 14c  
Common India.....# lb 9@10c  
Patent Russia.....# lb 12 1/4 @ 13c  
Patent India.....# lb 10 1/4 @ 12c  
Samson:  
"Mass." White, Cotton.....22 1/4 @ 24c  
"Samson" Braided White, Cotton.....# lb 28 1/4 @ 30c  
"Samson" Braided Drab, Cotton.....# lb 32 1/4 @ 35c  
"Samson" Braided Italian Hemp.....# lb 32 1/4 @ 35c  
"Samson" Braided Linen.....# lb 50@55c

Silver Lake:  
A Quality, Drab.....# lb 40c, 5%  
A Quality, White.....# lb 35c, 5%  
B Quality, Drab.....# lb 35c, 5%  
B Quality, White.....# lb 30c, 5%  
United States:  
B Quality.....# lb 18 1/4 c  
C Quality.....# lb 17 1/4 c  
White Cotton, Hard Braided.....# lb 18c

**Sash Fasteners, Holders, &c.**

Sash Lifts.....60&10&10%  
Sash Lifts Flush.....50%  
Sash Lifts With Lock.....60&10&10%  
Sash Rollers.....70%  
Shutter Bars.....60&10&10%  
Shutter Sheaves.....60%  
Window Screen Sash Lifts.....60%  
Sash Locks—  
Champion Meeting Rail.....70%  
Champion Side.....60%  
Davis, Bronze, Barnes Mfg. Co.....50%  
Elting's Ventilating.....40%  
Fitch's:  
Iron.....70%  
Bronze and Brass.....60%  
Gale's Automatic, List Nov., 1897.....65%  
Ives' Patent:  
Wrought Steel.....60%  
Bronze M. Knob.....60%  
Wrought Iron and Brass.....55&5%  
Cast Iron.....60%  
Cast Bronze and Brass.....60%  
Payson's Perfect.....70%  
Reading.....60&10%

**Sash Weights—**

Small lots.....# ton \$25.00  
Ton lots at factory.....\$20.00@22.50

**Sausage Stuffers or Fillers—**

Draw Cut, No. 4.....each \$30.00, 20%  
Enterprise Mfg. Co.....25&25&71%  
National Specialty Mfg. Co.....25%

**Saws—**

Atkins:  
Band 7 to 14 in. Wide.....60&10%  
Band 2 to 6 in. Wide.....60%  
Band 1/4 to 2 in. Wide.....60%  
Butcher, Pruning and Compass.....40&5%  
Circular.....50&10%  
Cross Cut.....35&5%  
Gang.....50%  
Hand, Panel and Rip.....40%  
Wood.....40%  
Diston's:  
Circular, Solid and Inserted Tooth.....50%  
Band 3 in. to 14 in. Wide.....60%  
Band 1/4 in. to 2 1/4 in.....70%  
Cross Cuts.....40%  
Narrow Cross Cuts.....55%  
Mulay, Mill and Drag.....50%  
Framed Wood Saws.....35%  
Wood Saw Blades.....40%  
Wood Saw Rods.....30%  
Hand Saws, Nos. 12, 90, 9, 16, D100,  
D8, 120, 76, 77, 8.....25%  
Hand Saws, Nos. 7, 107, 107 1/2, 8, 1,  
0, 00, Combination.....30%

**Compass, Keyhole, Pruning, Dove-**

tail, &c.....25%  
Butcher Saws and Blades.....35%  
Haines' Needle Point.....40%  
C. E. Jennings & Co.'s:  
Butcher.....25&10%  
Hand Panel, Rip and other Saws.....25&30%  
Peace:  
Cross Cuts.....45&10%  
Hand Panel and Rip.....25&10%  
Richardson:  
Circular and Mill.....50&50&10%  
X Cuts.....45&10%  
Hand Saws.....25&10%  
Star, Butcher.....25%  
Woodrough & McParlin Cross Cuts.....45&10%

**HACK SAWS AND FRAMES—**

Chatillon.....30%  
Diston's:  
Concave Blades.....25%  
Keystone, Flexible Back and Ma-  
chine Blades.....30%  
Hack Saw Frames.....30%  
Griffin's:  
Complete.....40&45%  
Saw Blades.....4%  
Star, Saws and Blades.....25%

**Saw Filer—**

Diston's D8 Clamp and Guide, \$30.00  
# doz.....25%

**Saw Frames—**

C. E. Jennings & Co.....20%  
Richardson's Wood.....net

**Saw Sets—**

Atkins:  
Criterion Saw Sets.....# doz. \$6.00  
Excelsior Saw Tools.....# doz. 6.00  
Bemis & Call Co.'s:  
Cross Cut.....30&5%  
Hammer, New Pat.....45%  
Plate.....30%  
Spring Hammer.....30&5%  
Diston's Monarch, Nos. 1 & 10 and  
Star.....25%  
Hart's Pat. Lever.....30%  
Kohler's:  
"Giant Royal".....# doz. \$9.00  
"Royal".....# doz. 6.00  
Leach's.....33 1/4 c  
Morrell's:  
No. 1, \$15.00; No. 10, \$15.50; No. 11,  
\$16.00.....40&20%  
Cross Cuts Nos. 3 and 4, \$23.00; No.  
5, \$31.00.....40&30%  
Richardson's.....25%  
Seymour Smith & Son, Hammer  
# doz.....\$4.75  
Stillmans.....# doz. 1.00  
Taintors Positive.....\$18.00 # doz. 60%

**Scales—**

Chatillon's:  
Eureka.....25%  
Favorite.....40%  
Grocers' Trip Scales.....50%  
Family, Turnbull's.....30&30&10%  
Hatch:  
Counter, No. 171, # doz. \$17.00@18.00  
Tea, No. 161.....# doz. 5.75@ 6.00  
Union Platform Plain.....2.00@ 2.10  
Striped.....2.15@ 2.25

**Scale Beams—**

Chatillon's No. 1.....30%  
Chatillon's No. 2.....30%

**Scrapers, &c.—**

Adjustable Box Scraper (S. R. & L.  
Co.) \$6.00.....# doz. \$2.00  
Box, 1 Handle.....# doz. \$2.00  
Box, 2 Handle.....# doz. \$3.00@4.00  
Foot Common.....55&50&5%  
Ship Common.....# doz. \$2.40 net  
Ship, R. I. Tool Co.....10%

**SIDEWALK—**

Kohler's, Steel No. 7.....# doz. \$3.00

**Screens—****DOOR—**

Phillips:  
3/4 in., Style E, Fancy Screen  
Doors.....\$10.00  
3/4 in., Style G, Common Screen  
Doors.....6.50  
3/4 in., Style K, Fancy Screen  
Doors.....8.00  
3/4 in., Style K4, Fancy Screen  
Doors.....8.50

**WINDOW—**

Porter Screen Mfg. Co.....60&60&5%  
Phillips:  
Bonanza Screens.....60&60&5%  
Express.....60&60&5%  
Flyer.....60&60&5%  
Perfection Screens.....60&60&5%  
Northwest.....60&10%  
Window Screen Frames.....60&10%

**Screw Drivers—**

Brace Screw Drivers.....	25&10&5%
Buck Bros.....	30%
Screw-Driver Bits.....	27½%
Champion.....	40%
Disston's Flat Blade, Electric, Tele- graph and Cabinet Makers'.....	70%
Electric Spiral No. 01.....	\$3.00 net
Electric Spiral No. 02.....	5.00 net
Ellrich's Socket and Ratchet.....	40&10%
Fray's Hol. Hdle. Sets, No. 3.....	\$12.50
Howard-Allard.....	A1 ½ doz., \$9.00 net
C. E. Jennings & Co.....	40&10%
Jennings & Griffin.....	66½%
Jones Reversible Spiral No. 1.....	½ doz.
\$18.50 net; No. 2 ½ doz.....	\$12.00
Sargent & Co.'s:	
No. 1 For. Blade.....	50&10&50&10&5%
Nos. 20 and 40.....	66½%
Screw-Driver Bits (Snell's) ½ doz.....	60%
Stanley R. & L. Co.'s:	
No. 64, Varnished Handles.....	60&10%
No. 86.....	70&10%
Snell's Nos. 5 and 10.....	75%
Tower & Lyon:	
Champion.....	40%
Magazine.....	25%
Machinists'.....	40%
Baleley's Patent.....	38½%
Williamson's:	
Beauty, ½ doz.....	\$1.00 } 40%
Gem, ½ doz.....	90% }
C. T. Williamson Wire Novelty Co.....	40%

**Screws—****WOOD SCREWS—**

List, January 1, 1900.	
Brass, Flat Head.....	85&87½%
Brass, Round Head.....	82½&85%
Bronze, Flat Head.....	75&80%
Bronze, Round Head.....	72½&77½%
Drive Screws, Diamond Point.....	87½&90%
Iron, Bright Flat Head.....	87½&90%
Iron, Bright Round and Oval Head.....	85&87½%
Nickel Plated, Iron Flat Head.....	75&80%
Nickel Plated, Iron Round Head.....	75&80%

**MACHINE—**

List, January 1, 1898.	
Brass, Flat Head.....	50%
Brass, Round Head.....	50%
Iron, Flat Head.....	50%
Iron, Round Head.....	50%

**COACH, LAG AND HAND RAIL—**

G. P. Coach. List, Feb. 14, 1895.	
Hand Rail.....	75&10%
Lag Screws. List, January 30, 1895.	
Cone Point.....	75&15%

**BENCH, HAND, ETC.—**

Bench, Iron, ½ doz., 1 in., \$3.25;	
1½, \$3.50; 1¼, \$4.25	
Bench, Wood, Beech.....	½ doz. 2.40
Chair.....	60&10%
Hand, Wood.....	40%
Jack Screws, Millers Falls, Roller Bearing.....	50%
Jack Screws, Millers Falls, without Roller Bearing.....	50&10%
Jack Screws, P. S. & W.....	40&40&10%
Jack Screws, Sargent's.....	60%
Piano Stool.....	50&10%

**Scroll Saws—**

Barnes' No. 1, \$8; No. 6, \$10; No. 7, \$15.....	25%
Barnes' Scroll Saw Blades.....	40%
Cricket.....	10&10%
C. E. Jennings & Co.....	25%
Lester, complete, \$10.00.....	15&10%
Rogers, complete, \$4.00.....	15&10%

**Scythes, Grass—**

Natural Finish.....	\$7.50@ \$7.75
Polished Blade.....	8.00@ 8.15
Painted or Bronzed.....	8.00
Weed and Bush.....	7.25@ 7.50

**Seeders—**

Raisin, Enterprise.....	25&30%
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**Shears—**

Acme (Cast).....	40&40&5%
Ætna, Steel Japanned.....	80&20%
Ætna, Steel Nickleled.....	70&20%
Barnard Lamp Trimmers.....	net
Carrier Cutlery Co.:	
N. P. Straight Trimmers.....	66½%
N. P. Bent Trimmers.....	66½%
Japanned Straight.....	70&10%
Japanned Bent.....	70&10%
Heinrichs:	
St. Trimmers, etc.....	60&10&60&10&10%
Tailors' Shears.....	40%
Tinners' Snips.....	40%
Pruning. See Pruning Hooks & Shears.	
Seymour's Standard List:	
Japanned.....	70%
Nickleled.....	60%
Standard Cutlery Co.:	
Japanned.....	70&10%
Nickleled.....	60&10%
Star Brand:	
Nickel Scissors.....	60%
Nickel Shears.....	60%
Japan Shears.....	70%
Tailors' Shears.....	40&10%
Pruners.....	70%
Tinners' Snips.....	40&10%

**Shears, Hedge—**

Wm. Wilkinson & Sons.....	50%
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**Sheaves—****SLIDING DOOR—**

Corbin's list.....	60&10&2%
Hatfield's Pattern.....	70&10&80%
M. W. Co., list July, 1888.....	50&10&60&5%
Stowell's Anti-Friction.....	50%
Patent Roller.....	60&10&60&10&5%
R. & E., list August 15, 1895.....	60&10&60&10&5%
Russell's Anti-Friction, list Decem- ber 18, 1895.....	60&2%

**SLIDING SHUTTER—**

Reading list.....	60%
R. & E. Mfg. Co.'s.....	60&60&10%
Sargent's list.....	70%

**Shells—**

See Ammunition.

**Shot—**

See Ammunition.

**Shovels and Spades—**

Association prices to small trade.	
No. 2, Polished, Square or Round Point, D or L Handle:	
A1, B2,	
1st Grade. 2d Grade	
Plain Back.....	\$10.50 \$9.60
Strap Back.....	9.50 9.00
Cleveland Pattern.....	10.20 9.30
C3, D1,	
3d Grade. 4th Grade	
Plain Back.....	\$8.70 \$8.10
Strap Back.....	8.10 7.50
Cleveland Pattern.....	8.40 7.80
All other sizes, add 30c. doz.	
Black, deduct 30c. doz.	

**Shovels and Tongs—**

Brass Head.....	60&10&60&10&10%
Iron Head.....	60&10&60&10&5%

**Shutter Bars—**

Ives'.....	45%
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**Shutter Bolts—**

See Bolts, Shntter.

**Sifters, Flour—**

Hunter's Genuine. ½ gross, \$10@ \$11.50	
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**Skate Sharpeners—**

Eureka.....	½ doz. \$1.75; ½ gro. \$18.00
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**Slaw and Kraut Cutters—**

Disston's:	
Slaw, Vegetable, Corn Grater, Tur- nip Shredder.....	40%
Kraut Cutters, 24x7, 26x8, 30x9.....	55%
Kraut Cutters, 36x12, 40x12.....	40%
Enterprise.....	35&30%
Enterprise Mfg. Co.....	25%
Tucker & Dorsey:	
1 Knife.....	½ gro. \$16.50@ \$20.00
2 Knives.....	½ gro. 22.50@ 30.00
Kraut Cutters.....	50%
Woodrough & McParlin.....	40%

**Sledges and Heavy Hammers—**

See Hammers.

**Slicers—**

Vegetable, Enterprise.....	25%
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**Smiths' Bellows—**

See Bellows.

**Snaps, Harness, &c.—**

Anchor (T. & S. Mfg. Co.).....	55%
Cockeyes.....	66½%
Fitch's:	
Bolt.....	45%
Bristol.....	40&10
Champion.....	40%
Clipper.....	50&10&5%
Empire.....	50&5%
National.....	50&5%
Security.....	40%
Victor.....	60&5%
German, new list.....	40%
Sargent's:	
Patent Guarded.....	66½%
Covered Spring.....	50&55%
Covert Mfg. Co.:	
Breast Strap Buckle Snaps.....	} 45%
Breast Strap Protector.....	
Double for Bits or Trace Carrier.....	
Trojan Snaps.....	
High Grade Snaps.....	} 40%
Jockey Snaps.....	
Derby Snaps.....	
Rope Snaps.....	40%

**Snaths—**

Scythe.....	40&45%
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**Soldering Irons—**

Covert Mfg. Co.....	20%
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**Spoke Shaves—**

Bailey's (Stanley R. & L. Co.).....	50&10%
Iron.....	½ doz. 50&10%
Millers Falls.....	15&10%
Seymour Smith & Sons, Iron.....	20%
Wm. Johnson's:	
Wood, Best.....	90%
Wood, 2d quality.....	83½%

**Spoons and Forks—**

Boardman's:	
Britannia Spoons, Catalogue "C".....	net, List
Nickel Silver, Catalogue "C".....	net, List

**SILVER PLATED FLAT WARE—**

L. Boardman & Son, Catalogue "C".....	net List
"1847".....	40&10%
"Anchor".....	50&10%
"Eagle".....	50&10%
"Star".....	50&10%
Rogers, Smith & Co.....	50&10%
Rogers & Hamilton.....	50&10%
Holmes & Edwards.....	50&10&10%
German Silver, unplated.....	50%

**KNIVES AND FORKS NO. 12—**

½ doz. net.	
"1847".....	\$3.50
"Anchor".....	3.25
"Eagle".....	3.25
"Star".....	3.25
Rogers, Smith & Co.....	3.25
Rogers & Hamilton.....	3.25
Holmes & Edwards.....	3.00

**Springs—**

See Door Springs.

**Spring Balances—**

See Balances.

**Spring Hinges—**

See Hinges.

**Squares—**

Disston's Try Square and T Bevels.....	60&10%
Starrett's Micrometer Caliper Squares.....	25%
Try Square and T Bevel.....	60&10
Winterbottom's Try and Mitre.....	40&10%
Nickel-Plated. New List Jan. 5, 1900.....	65&10&70%
Steel and Iron.....	65&10&70%

**Staples—**

Barbed Blind—¼, ½, and ¾ inch, ½ lb.....	8½¢@ 9¢.
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**FENCE—**

Same price as Barb Wire. See Trade Report.	
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**Stay Rollers—**

Cronk's, No. 50.....	66½%
" Nos. 55 and 56.....	70&10%
" No. 60.....	60%
" No. 65.....	60&10%

**Steels—**

Chatillon's.....	30%
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**Stocks and Dies.****BICYCLE—**

Holroyd & Co.....	35%
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**BLACKSMITHS—**

Butterfield's.....	35&40%
Gardner.....	38½&10%
Holroyd & Co.....	40&50%
Lightning Screw Plate.....	25%
Reece's New Screw Plates.....	25&30%

**PIPE MAKERS—**

Holroyd & Co.....	75&10&80%
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**Stones—**

See Oilstones.

**Stops—**

See Bench Stops.

**Store Door Handles—**

See Handles.

**Stove Bolts—**

See Bolts.

**Stove Polish—**

See Polish, Stove.

**Sweepers—**

See Carpet Sweepers.

**Tackle Blocks—**

See Blocks.

**Tacks, Brads, &c.**

List Jan. 15, 1899.	
American Cut Tacks.....	90&25%
S. S. Cut Tacks.....	90&30%
Carpet Tacks:	
American, Blued.....	90&10&10&10%
American, Tinned.....	90&10&10&10%
Swedes Iron Tacks:	
S. S.....	90&10&10%
Bill Posters' and Railroad Tacks:	
S. S.....	90&40%
Common and Patent Brads.....	70&10%
Finishing Nails.....	70&10%
Gimp Tacks:	
S. S.....	90&40%
Hungarian Nails, Steel.....	90&15%
Lace Tacks:	
S. S.....	90&40%
Looking Glass Tacks.....	70&10%
Trimmers' Tacks:	
S. S.....	90&30%
Trunk and Clout Nails:	
Steel, Black.....	80&5%
Steel, Tinned.....	80&5%
Upholsterers' Tacks:	
S. S.....	90&40%

**MISCELLANEOUS—**

Double Point, in dozens.....	90&10&10&10&10%
Double Point, in bulk.....	80%
Matting.....	80%
Shade, in dozens.....	90&10&10%
Shade, in bulk.....	80%

**Tack Pullers -**

Columbia, No. 1, ½ doz., net.....	\$1.00
Columbia, No. 2, ½ doz., net.....	1.50
Little Jack.....	½ doz., 1.00

**Tapes, Measuring—**

American Asees' Skin.....	40&10&50%
Leather Case.....	25&25&10%
Steel.....	33½&40%
Chestermans.....	25&25&5%
Keuffel & Esser Co., New List, 1898:	
Steel and Metallic.....	35%
Lufkin's Steel and Metallic.....	80&83½%

**Tap Borers—**

See Borers, Tap.

**Taps—**

American Screw Co.:	
Machine Screw.....	70%
Holroyd & Co.'s:	
Blacksmiths.....	60&65&5%
Machine Screw.....	70&10&75%
Machinists' Hand.....	60&60&10&10%
Pipe, ¼ to 1½.....	80&80&10%
Pipe, 2 to 4.....	70&70&10%

**Thumb Latches—**

See Handles.

**Tinware—**Stamped, Japanned and Pieced,  
Net Prices.**Tire Bolts—**

See Bolts.

**Tobacco Cutters—**

National Specialty Co.....	40%
Enterprise Mfg. Co.....	25&30%

**Toilet Clippers—**

See Clippers.

**Trammel Points—**

Backus and Union.....	40%
C. E. Jennings & Co., "Eureka".....	25%
Cook's.....	40&10%
Sargent's.....	40&10%
Stanley's.....	80&10%
Tower & Lyon.....	83½%
Prentiss.....	30&25%

**Tracks, &c.—**

<b>F. E. Myers &amp; Bro.:</b>	
Comb. Car, Double Steel T.....	\$3.50
Comb. Car, Wood Track.....	3.25
Common 6 in. Wood Sheave Pulley, Fig. 433.....	½ doz. 1.75
D. H. Fork Steel Regular.....	each, .85
Double Grapple Fork.....	each, 8.50
Double Rail Steel Track, complete with clamps.....	½ ft. .10
Faultless Steel Frame K. P. Pulley, Fig. 435.....	½ doz. 2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485.....	½ doz. 1.90
Floor Hooks, ¾ in.....	½ doz. .70



Floor Pulley, Wood Sheave, Fig. 486	doz. 2.25
Hanging Hooks for Double Steel Track	doz. .65
Hanging Hooks for Single Steel Track	doz. .65
Hanging Hooks for Wood Track, 10 in.	doz. .55
Hanging Hooks for Wood Track, 14 in.	doz. .65
Malleable Frame K. P. Pulleys, Fig. 676	doz. 2.40
Malleable Rafter Brackets, doz.	.40
Nellis Fork	each, 1.60
New Myers Iron Rod Car	3.25
Reed Wood Frame Pulley with Hook, Fig. 434	doz. 2.00
Rev. Car, Double Steel Track	3.50
Rev. Car, Wood Track	3.25
Rope Hitch	doz. 1.75
Single Rail Car, Single Steel T.	3.50
Single Rail Steel Track with clamps	ft. .03
Sprout's Shear Fork, each	\$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, doz.	1.85
Sure Grip Sling Car, Steel or Wood Track	6.00
Walker Fork, each	1.25
Wrought Rafter Brackets, doz.	.40

**Transom Lifters—**

Ajax	50&10&50&10&5%
Bronze Metal, with Safety Spring	50&10&50&10&5%
Crescent	70&70&10%
Dickson's	50&10&50&10&5%
Nickel Plated	60%
Payson's Solid Grip, Nos. 308 and 304, 100	\$12.00
Shaw's:	
Copper Finished	80&10%
Lever	70&70&10%

**Traps—****FLY—**

Balloon	doz. \$1.25, gro. \$12.00
Globe	doz. 1.25, gro. 12.00
Harper	doz. 1.40, gro. 15.00

**GAME—**

Star, Blake's Pattern	60&10&10%
Enterprise Mole	15%
H. & N.	65%
Newhouse	45&50%
Victor	75%

**MOUSE AND RAT—**

Erie Rat	40&40&10%
Hotchkiss:	
Metallic Mouse	50%
Improved Rat	50%
New Rat	50%
Mouse, Bonanza, doz.	90c@1.00
Mouse, Catch-em-alive, doz.	\$2.50, 15%
Mouse, Delusion	40%
Mouse, Ideal, gro.	\$9.00
Mouse, Round Wire, doz.	\$1.00, 10%
Mouse, Wood, Choker, doz. holes	9c@10c
Marty French Rat and Mouse Traps (Genuine):	
No. 1, Rat, each \$1.13, doz.	\$12.00
No. 8, Rat, doz., \$6.00; case of 50	5.25
No. 3 1/2, Rat, doz., \$4.75; case of 72	4.25
No. 4, Mouse, doz., \$3.50; case of 72	2.75
No. 5, Mouse, doz., \$3.75; case of 150	2.25
Schuyler Rat Killer, No. 1, gro., \$15.00; No. 2, gro.	\$15.00
Mouse, No. 8	9.00
Smith & Egge Mfg. Co.: Superior Rat Trap	doz. \$15.00
Yankee Mouse Trap	5.50
Yankee Rat Trap	11.00

**Trowels—**

Brade's Brick	80%
Diaston's:	
Brick and Pointing	80%
Plastering	25%
"Standard Brand" and Garden	40%
C. E. Jennings & Co.:	
Brick	80%
Plastering	25%
Pointing	80%
W. & McP. Plastering	25%
Peace's Plastering	25&25&5%
"Rose" Brick, Plastering and Moulders	25&5%

**Vegetable Slicers—**

Enterprise Mfg. Co.	25%
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**Vises—**

Solid Box	40&10&50%
V. W. & W.	40%
Fisher-Norris	15&10%
Armstrong's:	
Combination	50%
Plain and Hinge	60%
Athol, Oval Slide	60%
Adams, Diamond	40%
Bonney's Champion	40%
Fisher & Norris Double Screw	15%
Holland's	40%
Howard's	40%
Little Giant Bench	25&10%
Little Hand	33 1/2%
Massey:	
Perfect	15&20%
Clincher	30&10%
Wood Working	15&20%
Planer	15&20%
Comb. Pipe	40%
Millers Falls:	
Mechanics'	net@10%
Oval Slide	50&10%
Ball Clamp	45%
Gravity	net
Hand	15%
Moore's	20%
Phenix	33 1/2%
Prentiss	20&25%
Sargent's	40%
Simpson's Adjustable	40%
Stephens	25&33 1/2%
Trenton	40&10&5%
Wright's Pipe	40%

**SAW FILERS—**

Bonney's No. 2, \$15.00	40&10&50%
Cincinnati	40%
Stearns Com. No. 0, 1, 2 and 3	50&50&10%
Stearns Rubber Jaw, Nos. 10 and 33	33 1/2&40%
Wentworth's	40%

**Wads—**

See Ammunition.

**Wagon Jacks—**

Covert Mfg. Co.'s, Steel	45%
Lane's Steel	33 1/2&5%

**Washer Cutters—**

Otis A. Smith's	20&10&10%
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**Well Wheels—**

Japanned, 8 to 14 inches	70%
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**Weed Extractors—**

"Pastime"	doz. \$1.75 net
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**Window Cleaners—**

Barnes Mfg. Co.	40%
Clayton's	25&10%

**Window Stop Adjusters—**

Ives' New List	25&5%
Taplin's "Perfection"	50%

**Wire Gauges—**

See Gauges.

**Wire and Wire Goods—**

Brass Wire	20%
Bright Wire Goods, New List	85&10%
Cast Steel Wire	50%
Copper Wire	15%
Annealed and Tinned on Spools	70%
Brass and Copper on Spools	60%
Spooled Wire, as'd for Retailing	70%
Market Wire, Bright and Annealed:	
Nos. 6 to 9	70&10%
Nos. 10 to 18	72 1/2&5%
Nos. 19 to 26	75&7 1/2%
Nos. 27 to 36	75&10&2 1/2%
Coppered and Galvanized:	
Nos. 6 to 9	65 1/2&5%
Nos. 10 to 18	70%
Nos. 19 to 26	70&10%
Nos. 27 to 36	70&10&10%
Tinned:	
Nos. 6 to 14	70&10&5%
Nos. 15 to 18	70&5&5%
Nos. 19 to 26	70%
Nos. 27 to 36	60&10&10%
Picture Wire, List of Oct. 2, 1900	85&85&10%
Steel Music Wire, Nos. 12 to 30, Imported	do. 60&70c
Stub's Steel Wire	\$6.00 to \$2.83 1/2%

**Wire Clothes Lines—**

See Lines.

**Wire Cloth, Netting, &c.—**

Galvanized Wire Netting 30&10&80&20%	
Painted Screen Cloth, good quality, 100 sq. ft.	\$1.00@1.10

**PAINTS, OILS AND COLORS.****Oils—**

Linseed, City, Raw, in barrels, gal.	62c
Linseed, City, Boiled, in barrels, gal.	64c
Out of Town on Spot	gal. 62c
Calcutta, Raw, in barrels	gal. 85c
Lard, Prime City	gal. 65&66c
Extra, No. 1	47&49c
No. 1	41&43c

**Paints and Colors—**

Barytes, Foreign Floated, ton,	\$20.00@21.00
Barytes, American Floated, ton,	\$19.00@20.00
Barytes, Crude	ton 9.00@10.00
White Lead, American, Dry, in bbls.	do. 6&6 1/4c
White Lead, American, in Oil, in lots of less than 500 lbs.	do. net 7c
In lots of 500 lbs. and over	do. 6 1/4c
White Lead, Foreign, in Oil	do. 8&9 1/4c
Litharge, Kegs	do. 6 1/4&7c
Zinc, American, Dry	do. 4 1/2&5 1/4c

**Putty—**

In bulk	\$1.90
In bladders	2.40
In cans, 50 lb.	2.00
In cans, 25 lb.	2.25
In cans, 12 1/2 lb.	2.50

**Wire Rope—**

New List July 1, 1899.	
Cast Steel	30%
Iron	30&30&10%
Iron, Galvanized	25&10%

**Wire Rope Clips—**

Crosby	25%
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**Wire Stretchers—**

W. C. Heller's Grip	doz. \$1.50
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**Wrenches—**

Agricultural	70&10&75%
Alken's Pocket (Bright)	\$3.00@3.30
Alligator	70%
Baxter's	60&10%
Bemis & Call's:	
Briggs Pattern	30&10%
No. 2 Cylinder	55%
No. 3 Pipe, Bright	50%
Patent Combination Black	40&55%
Patent Combination Bright	40%
Bicycle:	
Club	40%
Superior	40%
Featherweight	40%
Protection	40%
Boardman's	30&33 1/2%
Coes':	
Genuine	40&10&5&5%
"Mechanics"	40&10&5&5%
Coes' Pattern, Wrought Bar	60&50%
Donohue's Engineer	40%
Eagle Pipe	50&10%
Gem	38 1/2%
Stillson Pipe	50%
Taylor Pipe and Nut	40%
Acme	60&60&5%
Bull Dog	60&10%
Hercules	70%
J. H. Williams & Co.	25%

**Spirits Turpentine—**

In regular bbls	40 c
In machine bbls	41 c

**Dry Colors—**

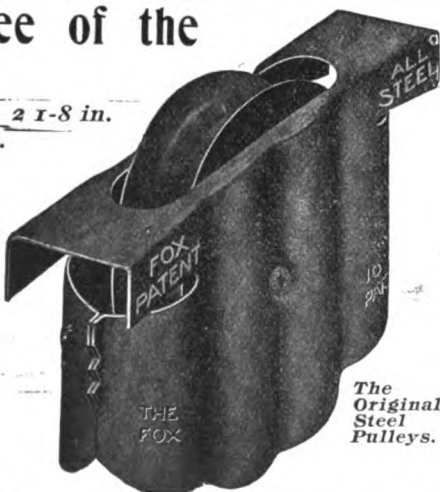
Blue, Chinese	35 @40 c
Blue, Prussian	33 @38 c
Blue, Ultramarine	6 @30 c
Sienna, Italian, burnt & powdered	4 1/2@10 c
Sienna, Italian, raw & powdered	3 @7 c
Umber, Turkey, burnt	2 1/2@3 1/2c
Umber, Turkey, raw	2 1/4@3 1/2c
Green, Chrome, Ordinary	5 @7 c
Green, Paris, in bulk	15 @16 c
Indian Red, American	2 1/2@3 c
Indian Red, English	4 1/2@8 1/2c

**Colors in Oil—**

Black Lampblack, best	18 @15 c
Black Lampblack, common	8 @10 c
Blue, Chinese	35 @40 c
Blue, Prussian	32 @35 c
Blue, Ultramarine	14 @18 c
Sienna, burnt	11 @13 c
Sienna, raw	11 @13 c
Umber, burnt	11 @13 c
Umber, raw	11 @13 c
Brown, Vandyke	11 @13 c

Three of the

No. 3, 2 I-8 in. Wheel.



The Original Steel Pulleys.

Fox-all-Steel Pulleys.

The New One.



For either a Four Hole or Straight Side Mortise.



No. 2, 2 in. Wheel.

New Complete Catalogue and

Samples Free. Fox Machine Co.,

169 N. Front St., Grand Rapids, Mich.

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Geneva Tool Co. Geneva, Ohio.  
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Iowa Farming Tool Co., Fort Madison,  
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Underhill, Clinch & Co., New York.  
Willoughby Fork & Mfg. Co., Willoughby,  
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Wm. G. Smith & Co., Philadelphia.

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Niles Mfg. Co., Chicago.  
Sargent & Co., New York.**Hinges, Shutters.**

Clark Mfg. Co., Buffalo, N. Y.

**Hinges, Spring.**Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.**Hinges, Trunk, Box and Door.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Holsting Machinery.**Burr Mfg. Co., Cleveland, Ohio.  
Kimball Bros., Council Bluffs, Ia.**Hones, Razor.**Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.**Hooks.**Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.**Horse and Cattle Ties.**

Covert Mfg. Co., West Troy, N. Y.

**Horse Nails.**Ausable Horse Nail Co., New York.  
Capwell Horse Nail Co., Hartford, Conn.**Horse Rasps.**G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.**Hose, Fire, Linen.**

Rosendale-Reddaway B. &amp; H. Co., Newark, N. J.

**Hose Menders.**

John H. Graham &amp; Co., New York.

**Hose Pipe.**

F. E. Myers &amp; Bro., Ashland, Ohio.

**Hose, Rubber.**J. W. Buckley Rubber Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.**Hot Plates.**

Lawrence Stove Mfg. Co., Buffalo, N. Y.

**Ice Balances.**John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.**Ice Cream Freezers.**John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.**Ice Chisels.**Iowa Farming Tool Co., Ft. Madison, Iowa.  
John Chatillon & Sons, New York.**Ice Creepers.**Edwin B. Stimpson & Son, New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.**Ice Picks.**John Chatillon & Sons, New York.  
C. E. Jennings & Co., New York.  
Erie Specialty Co., Erie, Pa.**Ice Tools.**John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.**Iron, Sheet.**

Bruce &amp; Cook, New York.

**Iron Fences.**Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Iron Work.**J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Jack Chains.**

Smith &amp; Egge Mfg. Co., Bridgeport, Conn.

**Ladders.**Berger Bros. Co., Philadelphia.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Miller Ladder Co., Chicago, Ill.  
F. E. Myers & Bro., Ashland, Ohio.  
Portland Ladder Co., Newark, N. J.**Lamps, Bicycle.**John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.**Lard Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Lawn Fences.**W. J. Adam, Joliet, Ill.  
Dwiggins Co., Anderson, Ind.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Lawn Mowers.**Clipper Lawn Mower Co., Norristown, Pa.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Underhill, Clinch & Co., New York.**Lawn Rakes.**Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.**Lawn Sprinklers.**

Smith &amp; Hemenway Co., New York.

**Lawn Swings.**

Tipp Building &amp; Mfg. Co., Tippencanoe City, Ohio.

**Lead.**Bruce & Cook, New York.  
Colwell Lead Co., New York.**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Lead Pipe.**

Colwell Lead Co., New York.

**Leather, Shoe Soles and Heels.**

Baxter Schenkelberger &amp; Co., Boston, Mass.

**Lemon Squeezers.**Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.**Levels.**Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.**Locks and Knobs.**Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Sargent & Co., New York and New Haven, Conn.**Lubricants.**

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Magazine Tack Hammers.**

Magazine Hammer Co., Utica, N. Y.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.**Manicure Files.**

Emil Forquignon Mfg. Co., New York.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Measuring Tapes.**Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.**Meat Choppers.**John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Meat Cutters.**Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.**Metallic Paint.**L. D. Berger, Philadelphia.  
Bruce & Cook, New York.**Mills, Coffee and Spice.**John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Mitre Boxes.**C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.**Motor Cycles.**

Patee Bicycle Co., Indianapolis, Ind.

**Mowing Machine Oilers.**

Wilnot &amp; Hobbs Mfg. Co., Bridgeport, Conn.

**Nails.**Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.**Nail Pullers.**Bridgeport Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.**Nail Sets.**John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.**Needles.**

Alfred Field &amp; Co., New York.

**Nippers.**Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.**Nuts.**Atlas Bolt and Screw Co., Cleveland, Ohio.  
Columbus Bolt Works, Columbus, O.**Office Railings.**J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Gilbert & Bennett Mfg. Co., New York and Chicago.**Oilers.**Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilnot & Hobbs Mfg. Co., Bridgeport, Conn.**Oil Cans.**

J. H. Eller &amp; Co., Canton, O.

**Oil Heaters.**

Plume &amp; Atwood Mfg. Co., New York, Boston and Chicago.

**Oil Tank Outfits.**

Eastern Oil-Tank Co., Lowell, Mass.

**Ornamental Iron Work.**Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Padlocks.**Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.**Paints.**L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Sherwin-Williams Co., Cleveland, O.  
Standard Paint Co., New York.**Pans, Dripping.**

Fillgrove Bros. &amp; Co., Ironton, O.

**Paper Clips.**

Cushman &amp; Denison, New York.

**Patents.**Davis & Davis, New York.  
Henry J. Miller, Boston, Mass.**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Pig Lead.**Colwell Lead Co., New York.  
Swarts Metal Refining Co., Chicago.**Pipe Cutters.**Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.**Pipe Straps.**Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.**Pistols.**

J. Stevens Arms &amp; Tool Co., Chicopee Falls, Mass.

**Planes.**C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.**Plated Ware.**M. S. Benedict Mfg. Co., E. Syracuse, N. Y.  
Luther Boardman & Son, East Had-dam, Conn.  
Alfred Field & Co., New York.**Plates, Machinery.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Pliers, Fencing.**Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.**Plumbers' Supplies.**L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.**Pocket Cutlery.**John Chatillon & Sons, New York.  
Alfred Field & Co., New York.  
Jackson Kufte & Shear Co., Fremont, O.**Police Equipments.**

Tower &amp; Lyon, New York.

**Pellish, Stove.**

Aluminae Paint & Pellish Co., Chicago, Ill.  
Joseph Dixon Crucible Co., Jersey City, N. J.

**Post Hole Augers.**

Iwan Bros., Streator, Ill.

**Post Hole Diggers.**

John H. Graham & Co., New York.  
Iwan Bros., Streator, Ill.

**Poultry Netting.**

Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
Jones National Fence Co., Columbus, Ohio.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.

**Powder.**

E. I. Du Pont De Nemours & Co., Wilmington, Del.

**Power Hammers.**

The Scranton & Co., New Haven, Conn.

**Price Books.**

Hardware Publishing Co., New York.

**Price Cards and Holders.**

John S. Menagh, Jersey City, N. J.

**Pruning Shears.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Pulleys, Hoisting.**

Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.

**Pumps.**

John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.  
Torrent Pump & Fence Co., Cleveland, O.

**Punches, Spring.**

Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Railings, Wire and Iron.**

J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.

**Railroad Brasses.**

Magnolia Metal Co., New York.

**Rail, Barn Door.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKluney Mfg. Co., Allegheny, Pa.

**Railway and Mill Supplies.**

American Railway Supply Co., New York.  
R. Woodman Mfg. & Supply Co., Boston.

**Raisin Seeders.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Rakes.**

Ashtabula Tool Co., Ashtabula, O.  
Geneva Tool Co., Geneva, O.  
John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.

**Razors.**

Alfred Field & Co., New York.  
Gem Cutlery Co., New York.  
Jackson Knife & Shear Co., Fremont, O.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.

**Razors, Safety.**

Gem Cutlery Co., New York.

**Razor Strops.**

Gem Cutlery Co., New York.  
Smith & Hemenway Co., New York.

**Reamers.**

C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.

**Reels, Wood.**

John Sommer's Son, Newark, N. J.

**Registers, Warm Air.**

Berger Bros. Co., Philadelphia.

**Revolution Counter.**

Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Rifles**

Rapid Rifle Co., Grand Rapids, Mich.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Rivets.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.

**Rivet Sets.**

Eyelet Tool Co., Boston, Mass.

**Roller Skates.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.

**Roof Bolts.**

Columbus Bolt Works, Columbus, O.

**Roof Rods.**

Columbus Bolt Works, Columbus, O.

**Roofing Cement.**

J. L. Perkins & Co., Chicago, Ill.

**Roofing Paint.**

J. L. Perkins & Co., Chicago, Ill.

**Roofing Plates.**

Merchant & Co., Inc., Philadelphia, Pa.

**Roofing and Roofers' Supplies.**

American Steel Roofing Co., Middletown, Ohio.  
L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Merchant & Co., Inc., Philadelphia, Pa.

**Ruberoid Roofing.**

Standard Paint Co., New York.

**Rules.**

Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.

**Sad Iron Handles.**

J. A. Cochrane, Cleveland, O.

**Sad Irons.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Sand and Emery Paper.**

Baehler, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Sand Screens.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Sash Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Sash Cord.**

Samson Cordage Works, Boston.  
Tower & Lyon, New York.

**Sash Fixtures.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Locks.**

Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.

**Sash Pulleys.**

Fox Machine Co., Grand Rapids, Mich.  
Sargent & Co., New York.

**Sausage Stuffers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Sargent & Co., New York.

**Saws.**

E. C. Atkins & Co., Indianapolis, Ind.  
Henry Disston & Sons, Philadelphia, Pa.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.

**Saws, Butchers'.**

John Chatillon & Sons, New York.

**Saw Sets.**

E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.

**Saw Tools.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Scales.**

John Chatillon & Sons, New York.  
Osgood Scale Co., Binghamton, N. Y.  
Pelouze Scale & Mfg. Co., Chicago.

**Scoops.**

Underhill, Clinch & Co., New York.

**Screens, Wire.**

Underhill, Clinch & Co., New York.

**Screws.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Screw Cases.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Screw Drivers.**

Bridgeport Mfg. Co., Bridgeport, Conn.  
John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.

**Screw Plates.**

Alfred Field & Co., New York.

**Scythes and Grass Hooks.**

Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.

**Scythe Stones.**

Cleveland Stone Co., Cleveland, O.

**Seal Presses.**

Charles Morrill, New York.

**Seals.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Sectional Shelving.**

J. D. Warren Mfg. Co., Chicago.

**Sewing Machines.**

New Domestic Sewing Machine Co., New York.

**Shade Lines.**

Samson Cordage Works, Boston.

**Sharpening Machines.**

John Chatillon & Sons, New York.

**Shears and Scissors.**

Bridgeport Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
R. Heinsch's Sons Co., Newark, N. J.  
Jackson Knife and Shear Co., Fremont, O.  
Joseph Rodgers & Sons, New York.

**Sheet Lead.**

Colwell Lead Co., New York.

**Sheet Steel.**

Dunbar Bros., Bristol, Conn.

**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.  
Sargent & Co., New York.

**Shoe Soles and Top Lifts (for Heels).**

Baxter's Schenkelberger & Co., Boston, Mass.

**Ship Tools.**

G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.

**Shot.**

Colwell Lead Co., New York.

**Shot Guns.**

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Shovels.**

Underhill, Clinch & Co., New York.

**Sidewalk Chisels.**

Underhill, Clinch & Co., New York.

**Sidewalk Lights.**

J. E. Bolles Iron and Wire Works, Detroit, Mich.

**Silver Ware.**

M. S. Benedict Mfg. Co., E. Syracuse, N. Y.  
Luther Boardman & Son, East Hadam, Conn.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Sink Bolts.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Sink Cleaners.**

John W. Sudlow, Brooklyn, N. Y.

**Skates, Ice and Roller.**

John H. Graham & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Union Hardware Co., Torrington, Conn.

**Skate Sharpeners.**

Smith & Hemenway Co., New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Skewers.**

John Chatillon & Sons, New York.

**Slaw Cutters.**

E. C. Atkins & Co., Indianapolis, Ind.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
C. E. Jennings & Co., New York.

**Snow Shovels.**

Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Solder.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Colwell Lead Co., New York.  
Swarts Metal Refining Co., Chicago.

**Spades.**

Underhill, Clinch & Co., New York.

**Spark Guards.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Speaking Tubes.**

Berger Bros. Co., Philadelphia.

**Spelter.**

Bruce & Cook, New York.

**Spikes.**

Fuller Bros. & Co., New York.

**Spiral Screw Drivers.**

North Bros. Mfg. Co., Phila., Pa.  
Voigt, Starr & Co., New York.

**Spoke Shaves.**

Alfred Field & Co., New York.  
Stanley Rule & Level Co., New York.

**Sporting Goods.**

Wm. G. Smith & Co., Philadelphia.

**Sprayers.**

Ripley Hdw. Co., Grafton, Ill.

**Sprayers, Flower.**

Stevens & Co., New York.

**Springs, Wire.**

Wallace Barnes Co., Bristol, Conn.  
John Chatillon & Sons, New York.  
Clark & Cowles, Plainville, Conn.  
Dunbar Bros., Bristol, Conn.  
Tuck Mfg. Co., Brockton, Mass.

**Spring Balances.**

John Chatillon & Sons, New York.

**Spring Cotters.**

Standard Tool Co., Cleveland, Ohio.

**Spring Hinges.**

Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago.  
Henry Pearl & Sons, New York.  
Sargent & Co., New York.

**Squares, Steel.**

Sargent & Co., New York.

**Stamping.**

Clark & Cowles, Plainville, Conn.

**Stamps, Steel.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Staple Pullers.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Stay Rollers.**

Oronk & Carrier Mfg. Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Steel.**

Wallace Barnes Co., Bristol, Conn.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Steel Hinges, Spring.**

Bommer Bros., Brooklyn, N. Y.

**Steel Roofing.**

American Steel Roofing Co., Middletown, O.

**Steel Traps.**

Hawkins Co., Waterbury, Conn.

**Stencil Cabinets.**

S. W. Reese & Co., New York, N. Y.

**Stencils.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Step Ladders.**

Miller Ladder Co., Chicago, Ill.

**Stocks and Dies.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.

**Stones, Scythe, Oil, Etc.**

Cleveland Stone Co., Cleveland, Ohio.

**Store Fixtures.**

J. D. Warren Mfg. Co., Chicago.

**Store Trucks.**

See Trucks, Store.

**Stove Polish.**

Joseph Dixon Crucible Co. Jersey City, N. J.

**Stove Trimmings.**

Fanner Mfg. Co., Cleveland, O.  
Troy Nickel Works, Albany, N. Y.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Straightening and Cutting Machine. (Wire.)**

F. B. Shuster Co., New Haven, Conn.

**Strapping Belts.**

Ames Sword Co., Chicopee, Mass.

**Strops, Razor.**

Alfred Field & Co., New York.  
Gem Cutlery Co., New York.  
Smith & Hemenway Co., New York.

**Table Cutlery.**

Goodell Co., Antrim, N. H.

**Tackle Blocks.**

Burr Mfg. Co., Cleveland, Ohio.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Tack Pullers.**

Fanner Mfg. Co., Cleveland, O.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Tailors' Shears.**

R. Heinisch's Sons Co., Newark, N. J.

**Tinners' and Roofers' Supplies.**

Berger Bros. Co., Philadelphia.  
L. D. Berger, Philadelphia.  
Bruce & Cook, New York.

**Tin Plate.**

Bruce & Cook, New York.

**Tire Bolts.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Tool Chests.**

R. Bliss Mfg. Co., Pawtucket, R. I.  
C. E. Jennings & Co., New York.

**Tools.**

Armstrong Mfg. Co., Bridgeport, Conn.  
E. C. Atkins & Co., Indianapolis, Ind.  
Cleveland Twist Drill Co., Cleveland, Ohio.  
Coes Wrench Co., Worcester, Mass.  
Alfred Field & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Iowa.  
C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.  
Stanley Rule & Level Co., New York.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.

**Transom Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Traps, Rat and Mouse.**

Burditt & Williams, Boston, Mass.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Trowels.**

E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
C. E. Jennings & Co., New York.

**Trucks, Store.**

John Chatillon & Sons, New York.  
John H. Graham & Co., New York.

**Tubes, Seamless Drawn.**

Williamson W. N. Co., Newark, N. J.

**Tubing.**

Standard Tool Co., Cleveland, O.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Tubular Rivets.**

Tubular Rivet & Stud Co., Boston, Mass.

**Turnbuckles.**

Columbus Bolt Works, Columbus, O.  
Merrill Bros., Brooklyn, N. Y.

**Turpentine Tools.**

G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.

**Twine.**

Samson Cordage Works, Boston.

**Twist Drills.**

Cleveland Twist Drill Co., Cleveland, Ohio.  
C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.

**Valves, Pump.**

Berger Bros. Co., Philadelphia.  
F. E. Myers & Bro., Ashland, Ohio.

**Varnishes.**

Berry Bros., Ltd., Detroit, Mich.  
Glidden Varnish Co., Cleveland, Ohio.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

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Gilbert & Bennett Mfg. Co., New York and Chicago.

**Ventilators.**

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Bruce & Cook, New York.  
G. Drouve Co., Bridgeport, Conn.  
Geo. E. Fenn, Boston, Mass.  
Merchant & Co., Inc., Philadelphia, Pa.

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Alfred Field & Co., New York.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.

**Wagon Jacks.**

Covert Mfg. Co., West Troy, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.

**Washing Machines.**

H. F. Brammer Mfg. Co., Davenport, Ia.  
Buckeye Churn Co., Sidney, Ohio.  
Horton Mfg. Co., Fort Wayne, Ind.

**Washers, Iron and Steel.**

Clark & Cowles, Plainville, Conn.  
Columbus Bolt Works, Columbus, O.

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Health & Comfort Supply Mfg. Co., Cincinnati, O.

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C. C. Fouts, Middletown, O.

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Underhill, Clinch & Co., New York.

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Fuller Bros. & Co., New York.

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Underhill, Clinch & Co., New York.

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J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Dwiggins Co., Anderson, Ind.  
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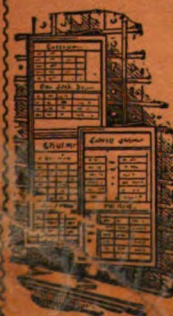
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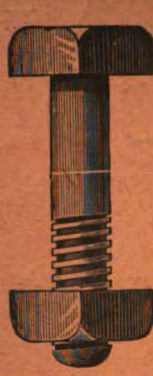
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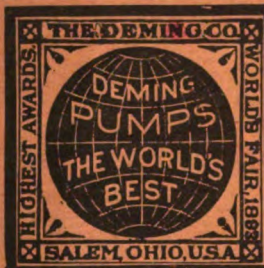




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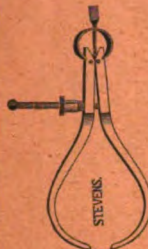


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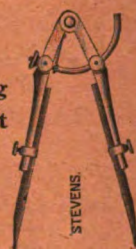
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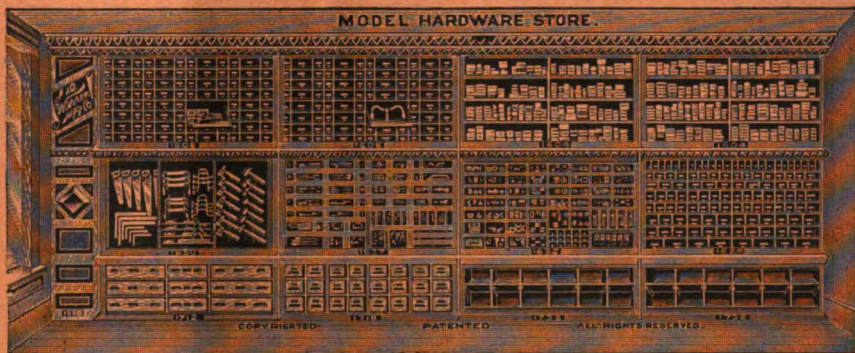
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LEAD PIPE, SOLDER, SHOT, BABBITT METAL, &c.

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139 GREENWICH STREET,  
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**STEEL WIRE NAILS.**

Iron and Steel

**CUT NAILS.**

Plain and Galvanized Wire.

**BARB WIRE.**

Wire Straightened and Cut to Length.



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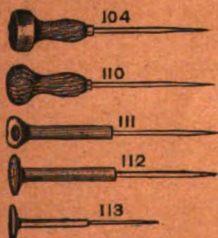
We make it ourselves, and KNOW that every lamp is PERFECT before it is sold. Every "ARGAND" sold helps to sell others because it does the work.

**GOOD PROFIT TO DEALERS.**

Retail Price \$4.00 and upwards.

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DETROIT, MICH.



**Anti-Rust,  
Nickel Plated.**

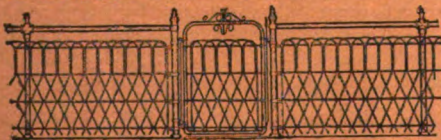
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**Ice Picks.**

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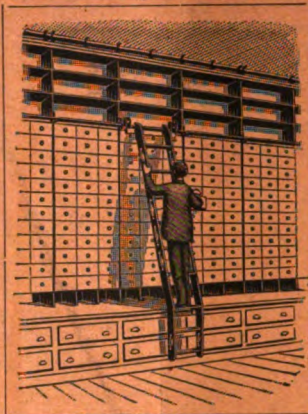
**SPRING HINGES  
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Neat,  
Quickly  
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Are the  
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**MOTOR**

Before building your  
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A Complete Line of

**Plain, Coiled or Ornamental Fences,  
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All kinds of WIRE at lowest prices. Goods  
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ROD CUTTER**

HAS MANY GOOD POINTS.

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Cuts 1/4 in. to 0 in.

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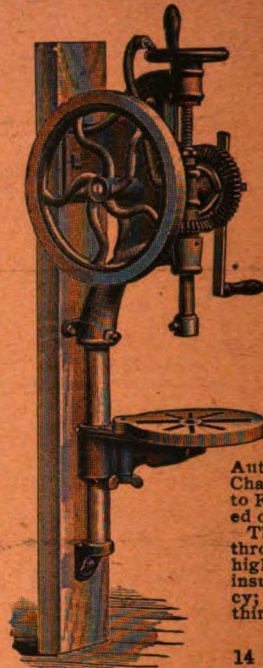
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For Ventilation, the best.  
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Made in two grades, 4 in. to 30 in.  
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FOR  
**BICYCLE  
REPAIRMEN,  
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Best because they  
have Most Direct  
Automatic Self Feed.  
Changeable from Slow  
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out of the way.

They are constructed  
throughout same as a  
high grade tool which  
insures: First, Accura-  
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14 SIZES and STYLES.

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STEEL  
SAFETY LIFT BLOCK.**

A Perfect Self-Locking Rope  
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Runs as freely as an ordinary  
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Holds more securely than a  
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Locks instantly and does not  
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Allows the load to be lowered  
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Cannot stick nor jam when  
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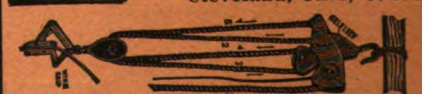
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**Liberal Discounts to Hardware  
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Send for circulars and prices.

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USED AS A WIRE STRETCHER.



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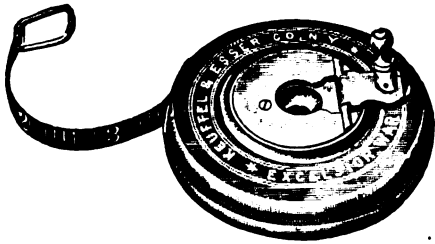
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Our tapes are favorably known since many years. They are

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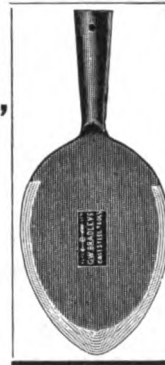
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Sold by all the leading  
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FOR ALL PURPOSES, THE NATIONALS ARE BEST.

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MONARCH  
PERPETUAL**



**NATIONAL  
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COMPANY.**  
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WRITE FOR SPECIAL PROPOSITION. IT IS INTERESTING.

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75 YEARS. ESTABLISHED 1825. 75 YEARS.

CELEBRATED **HEINISCH** SHEARS



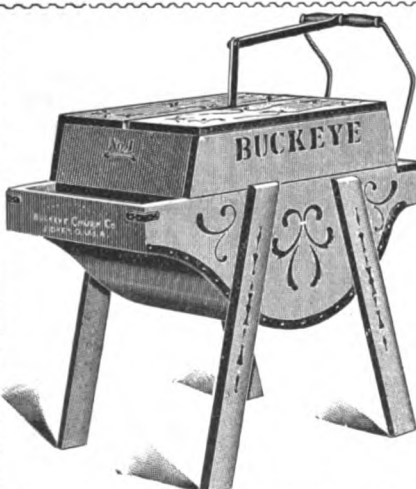
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Tailors' Shears, Trimmers, Scissors, Tinners' Snips, etc.

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**THE  
"BUCKEYE" WASHING  
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Easy to Work. . . . .  
Can't Tear the Clothes.

Simple in construction—can't get out of order. Reasonable in price, with good profit to dealer.

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**"SIMPLICITY"  
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The "SIMPLICITY"  
Burner will not Clog Up.  
It Cleans Itself Auto-  
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Our line comprises Ten  
Styles, which we have ar-  
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## ALL ARE PROFITABLE GOODS.

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These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

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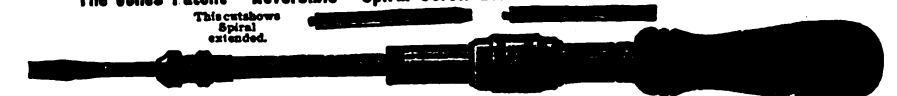


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Mallets, Handles Vises,  
Clamps, Tool Chests,  
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and also the Celebrated  
**Wood's Patent Car Gate**  
For Street and Steam  
Railroad Cars.  
THE R. BLISS MFG. CO.,  
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## SPIRAL SCREW-DRIVERS

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

The most complete and best finished line in the world, consisting of



No. 1, Length without Bit, Spiral extended, 10 1/4 in., closed 1 1/4 in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

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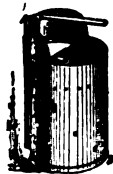
... "Electric" Spiral Screw-Driver...

THE BEST IN THE MARKET FOR THE MONEY.

No. C1, Length Spiral Extended, 15 in., closed 1 1/4 in. No. C2, Length Spiral Extended, 15 1/2 in., closed 2 in.

Order from your Jobber or direct from

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## CRUMLISH PORTABLE FORGES

FOR ALL PURPOSES

Compressed Air Forges.

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COPPERED IRON BELT RIVETS AND BURRS,  
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J. A. WESTON'S  
STORE LADDER SERVICE.

Special Features, Smaller Space,  
Bear More Weight,  
Last More Years than all others.



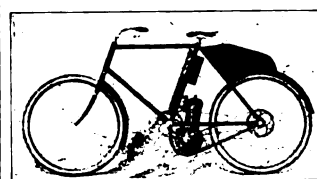
The trolley guide wheels at the top allow the ladder to be used at any desired angle. These ladders run on noiseless ball bearing rubber covered rolls that do not require any track on the floor.  
Made of White Ash, finished light.

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Portland Ladder Co.

Manufacturers  
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Cycles.

Prices.  
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40 00  
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You take no risk on the quality.  
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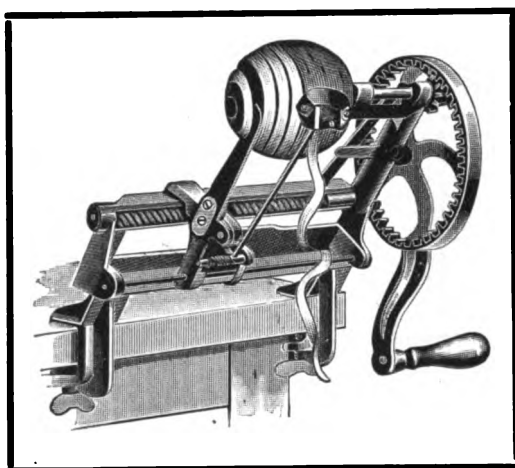
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HAIR FELTING for covering Boilers, Steam and  
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CAN BE PROVIDED FOR IF  
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For half a century the leaders.

Further advanced to-day than ever.

If you handle this line you will have no competition. For simplicity, strength, durability and efficiency, they are unequalled. Parers for every purpose, large and small, Hand and Power.

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GOODELL COMPANY, Antrim, N. H.

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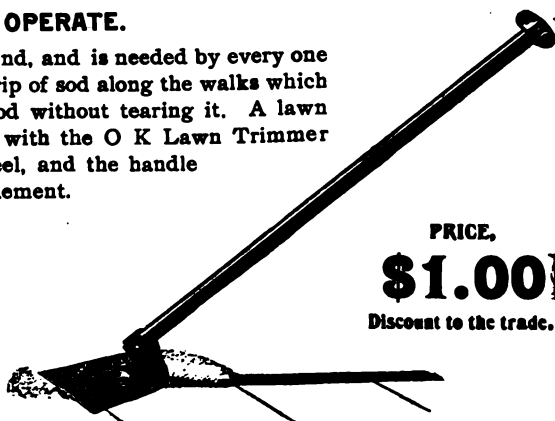
SIMPLE, DURABLE, EASY TO OPERATE.

The O K Lawn Trimmer is the only practical implement of its kind, and is needed by every one who has a Lawn or Stone and Cement Walks. It cuts out a V shaped strip of sod along the walks which can be taken up like a piece of rope, leaving no dirt, as it cuts the sod without tearing it. A lawn requiring several hours hard work by the old method can be trimmed with the O K Lawn Trimmer in a few minutes. The blade, or cutting part, is stamped out of steel, and the handle is of hard wood, making a nice appearing as well as an indestructible implement.

FOREST CITY STAMPING CO.,

MANUFACTURERS OF

Sheet Metal Specialties and Dies,  
General Stamping and Light Manufacturing  
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PRICE,

**\$1.00**

Discount to the trade.

## "NONE BETTER" STEEL DOOR HANGERS.

Track & Stay Rollers.

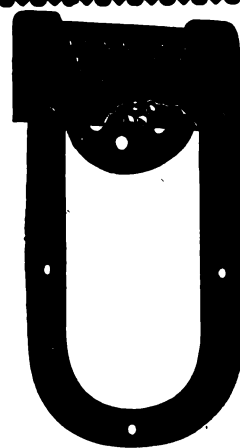
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Our Goods are all right.

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(PATENTED)

Will Fit any Plain or Hose Faucet

Filtering material of charcoal and quartz.  
Flow of water not decreased by use of Filter.  
Filtering material easily cleaned and re-  
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PRICE 50 CENTS

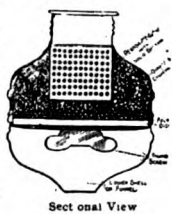
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**A. L. BARON MFG. CO.**

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General View



Sectional View

### "A PROFITABLE MEDIUM TO ADVERTISERS."

Gilbert & Bennett Mfg. Co., Chicago and New York. [Wire Goods]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.



# Your Stock Is Not Complete

Without a line of

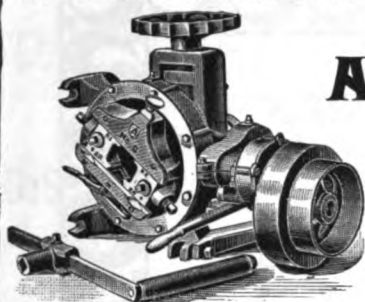
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PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never disappoint. Catalogue?



No. 0. Threading Machine, Power Attachment.



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## CABINET LIQUID GLUE

Manufactured by  
**New York Cabinet Glue Works**

A strong durable Animal Liquid Glue

For Woodworkers, Manufacturers and Householders

Put up in self-sealing cans all sizes from 2 oz. to gals.



Catalogue on Application

## ALLERTON-CLARKE CO.

Selling Agents

97 Chambers Street  
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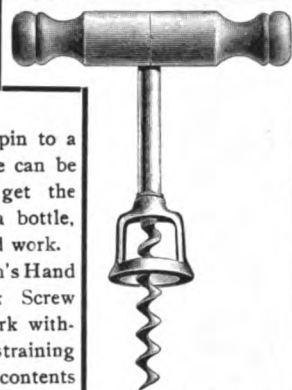
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## "Any Old Thing"

from a hair pin to a carving knife can be utilized to get the cork out of a bottle, but it is hard work.

Williamson's Hand Power Cork Screw does the work without pulling, straining or agitating contents of bottle.

A simple, easy turning movement is all that is required to extract the hardest cork.



Admirable for household use.

NO PULLING,

JUST KEEP TURNING.

Catalogue sent on request.

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## F. B. A Vest Pocket No. 11 Manicure Outfit

### RIPPLEY'S

Compressed Air 5 Gal. Sprayer and Whitewashing Machine.

Made of Galv. steel and copper. Tested 60 lbs. pressure. Has safety valve; can't burst. Will spray trees 25 feet high; by using extension pipe, will throw a stream 30 feet. Only a minutes pumping required to discharge entire solution in the form of the finest fog or mist. Fine machine for applying blacking on cores in foundries, whitewashing buildings, applying disinfectants, etc.

Every manufacturer claims to have the best, but we sell our sprayers under a guarantee to be the best sprayer made or money refunded.

We manufacture a complete line of Compressed Air Hand Sprayers, also Fly Remover, Lice Killer, Seed Sowers, Feed Cookers, etc. Write for catalog & discounts.

**Ripley Hardware Co.**  
Box 245, Grafton, Ill.  
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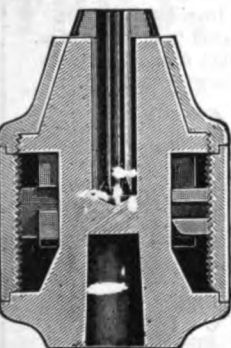
## L. COES' GENUINE IMPROVED KNIFE HANDLE SCREW WRENCHES.

MANUFACTURED BY  
**COES WRENCH CO.**  
WORCESTER, MASS.

ESTABLISHED 1839. REGISTERED APRIL 9, 1895.  
PATENTED APRIL 30, 1895, AND MAY 15, 1900.

Handle-frame and ferrule in one piece rigidly keyed to the bar, making practically one solid piece of metal; the ferrule and cup tip firmly securing and preventing the wood sides from splitting.

**JOHN H. GRAHAM & CO. J. C. McCARTY & CO.**  
AGENTS, NEW YORK.



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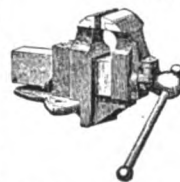
Powerful Grip. Perfectly True.

SEND FOR CATALOGUE.

**DOEBLER MFG. CO.,**  
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## Howard Iron Works, BUFFALO, N. Y.

Manufacturers of



## BENCH VISES.

Price Lists Sent on Application.

EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in **HARDWARE** we have each year received better results.

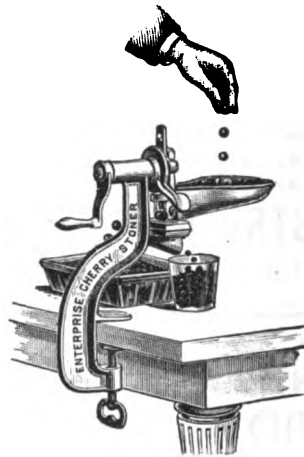
## "Enterprise" Cherry Stoners

The Nos. 17 and 18 are NEW and have a Patented Regulating Device which makes it easier to adjust machine for different sizes of Cherries and absolutely insures the jaws retaining their position when set.



No. 17, Japanned \$9.00 doz.  
No. 18, Tinned 10.50 "

The No. 12 is intended to stone cherries with the least possible cutting or disfiguring of the fruit.



No. 12 TINNED \$12.00 doz.

Order from your Jobber

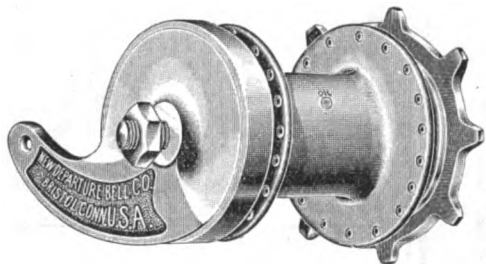
Send for Descriptive Catalogue

**The Enterprise Mfg. Co. of Pa.**

Philadelphia, Pa., U. S. A.

:: THE PARLOR CAR OF CYCLING ::

## The New Departure Coaster Brake

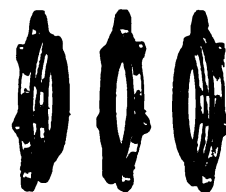
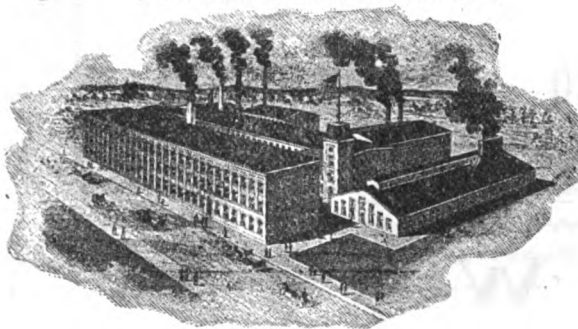


FIRST CONCEIVED,  
FIRST INVENTED;  
FIRST MANUFACTURED,  
.. and ..

First in Standard of Excellence and Superiority.

THE HOME OF THE COASTER BRAKE.

The  
Pioneer  
Coaster



1 1/4 in. 1 1/2 in. 1 3/4 in.

Any chain link from 1 1/4 in. to 1 3/4 in.  
Any pitch sprocket from 1/4 in. to 1 in.  
Any size sprocket from 7 to 18 tooth.

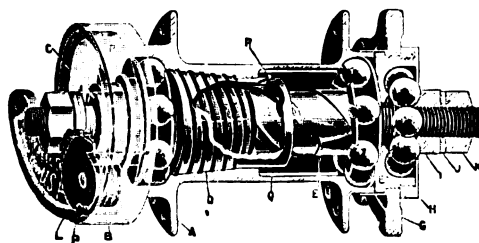
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SELLING AGENTS,

**John H. Graham & Co.,**

113 Chambers St.,

NEW YORK CITY, U. S. A.



# THE "DISSTON SAW" WILL DO MORE WORK

WITH LESS EXERTION AND HOLD ITS CUTTING  
EDGE LONGER THAN ANY OTHER BRAND.

## DISSTON SAWS

Are Fully Warranted

As to

Material

and

Manufacture.

No. 112



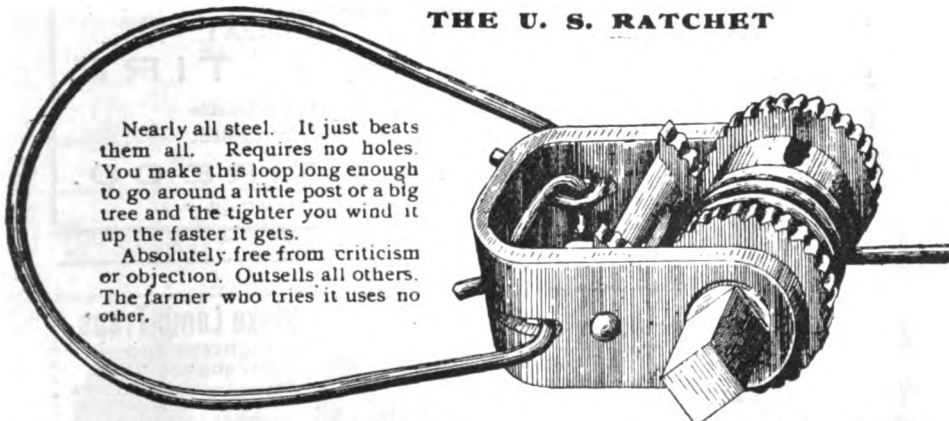
Owing to the  
Demand for a  
**SKEW BACK SAW**  
of the superior quality  
and finish of our No. 12  
we have placed on the  
market the  
No. 112.

**HENRY DISSTON & SONS, Inc.,**

Keystone Saw, File, Tool and Steel Works,

**PHILADELPHIA, PENNA.**

## THE U. S. RATCHET



Nearly all steel. It just beats  
them all. Requires no holes.  
You make this loop long enough  
to go around a little post or a big  
tree and the tighter you wind it  
up the faster it gets.

Absolutely free from criticism  
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MATCH.
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This time and labor saving  
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ALL KINDS OF SMALL SPRINGS  
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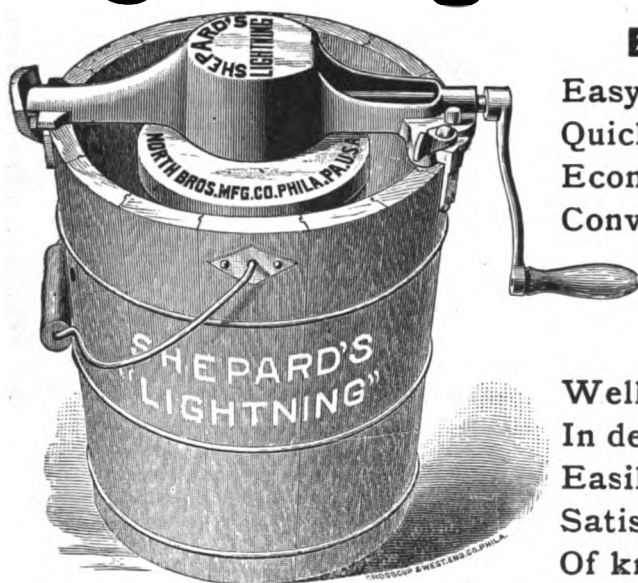
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Satisfaction will leave no ground for complaint.

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Its Corporate Mark



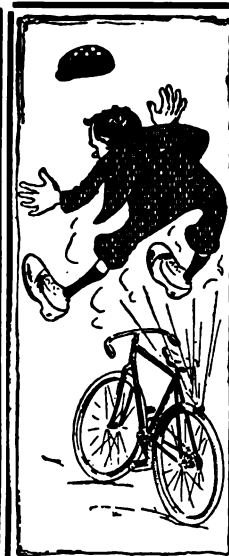
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Detachable Double  
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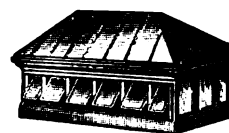
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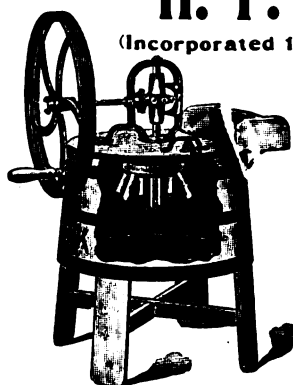
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With Gold and Copper Bronzed Hoops and Castings.

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Are the oldest and most reliable Vapor Lamps on the market. Simple in construction, low in price, 90 to 100 candle power of  
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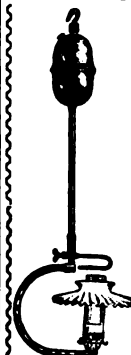
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The best made

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Household  
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A Sink Cleaner  
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Combined.

Tidy housekeepers  
will throw away the  
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TRY IT AND BE  
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Gives an Elastic,  
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Superior to Castor  
Oil; lasts longer,  
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that has all the "ear marks" of a fine  
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Shoots as well as more expensive guns,  
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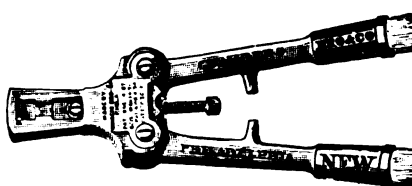


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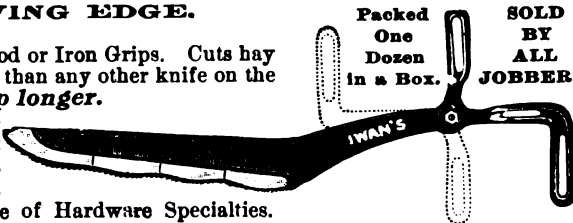
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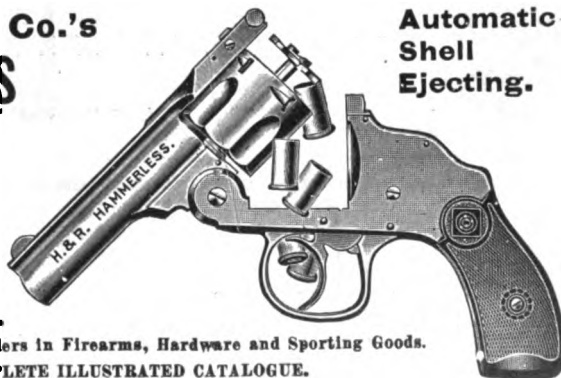
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Superior in style to any on  
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It is now fitted with  
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Automatic  
Shell  
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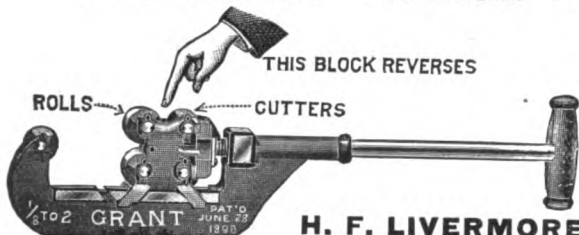
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*All Kinds of Wood and Steel Barrows.*  
**World's Best.**

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ONE IS ENOUGH TO CARRY.  
CUTS FROM  $\frac{1}{8}$  TO 2 IN.

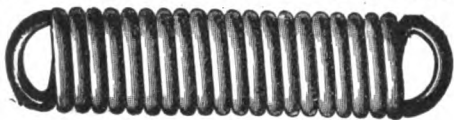
Cuts with 3 cutter wheels, or  
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Changes Instantly.

Strong, light and simple. Nothing  
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**H. F. LIVERMORE, 85 Pearl St., Boston.**

We make a specialty of making to order only,  
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These Springs are all oil tempered and are made  
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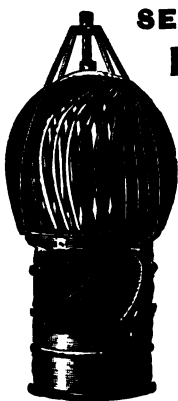


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Never gets out of order.  
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Fine Hand Cut **STEEL LETTERS and FIGURES,**  
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WHICH PRODUCE A  
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**Remington**  
**HAMMERLESS**  
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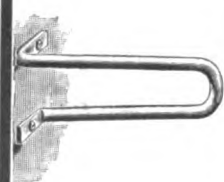
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**Remington Arms Co. ILION NEW YORK**

**Agencies**

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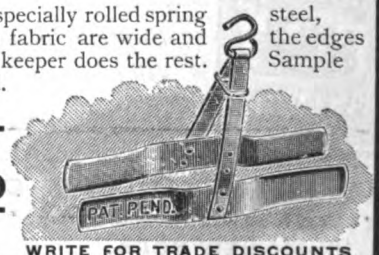
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This is what you want if you want the best.

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Made only by **TROY NICKEL WORKS, Albany, N. Y.**

All our line is marked **ALASKA**. None other Genuine.

A  
PROFITABLE MEDIUM  
TO  
ADVERTISERS.

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Established  
1836.

### ALFRED FIELD & CO.,

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Importers of

## HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

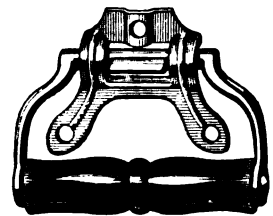
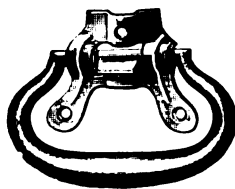
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HORSE AND TOILET CLIPPERS.  
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FINE FRENCH PLYERS AND OTHER SMALL TOOLS.  
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## MALLEABLE TINNED HANDLES AND EARS

Many kinds and sizes always in stock. Special kinds to order. Send for Catalog.

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Two Can Openers in One.

The Best not the Cheapest!

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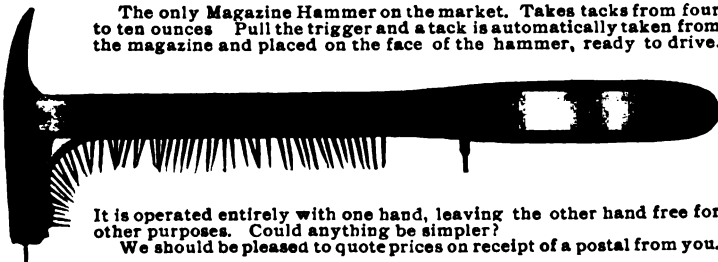
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ALL GRADES OF GRIT.  
NEAT APPEARANCE.  
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QUICK SELLERS.

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The only Magazine Hammer on the market. Takes tacks from four to ten ounces. Pull the trigger and a tack is automatically taken from the magazine and placed on the face of the hammer, ready to drive.



It is operated entirely with one hand, leaving the other hand free for other purposes. Could anything be simpler?  
We should be pleased to quote prices on receipt of a postal from you.

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Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

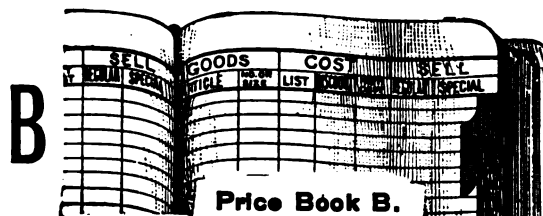


Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. *Size of page, 4 x 7 inches.*

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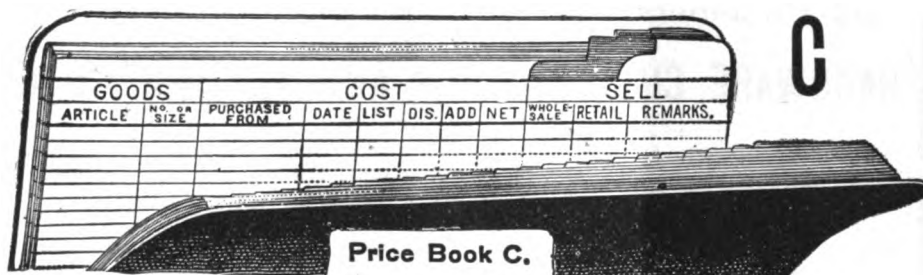


Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. *Page, 4 x 7 inches.*

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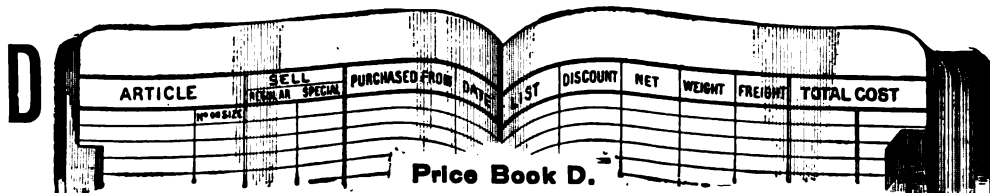
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Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. *Page, 5x8 inc s*

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Price Book D.

## MULTIPLE INDEX PRICE BOOKS.

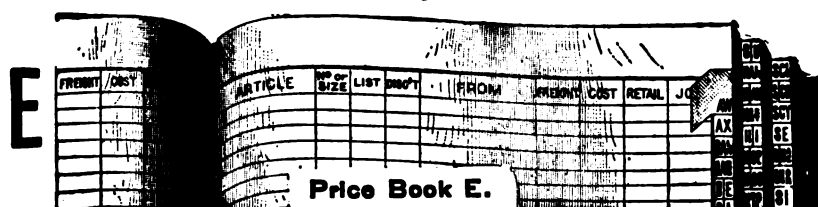
A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers, turn to AU  
" Parers, Apple " PA

For Chisels, turn to CH  
" Cutlery, " CUT

For Iron, turn to IRO  
" Irons, " IR'S

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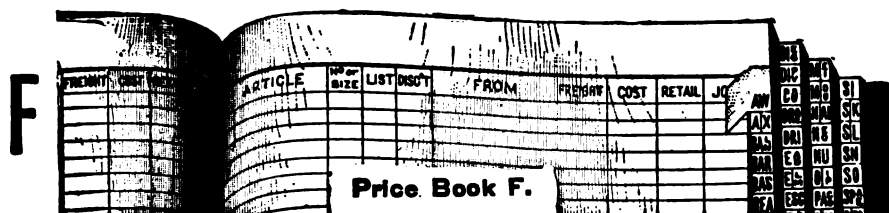


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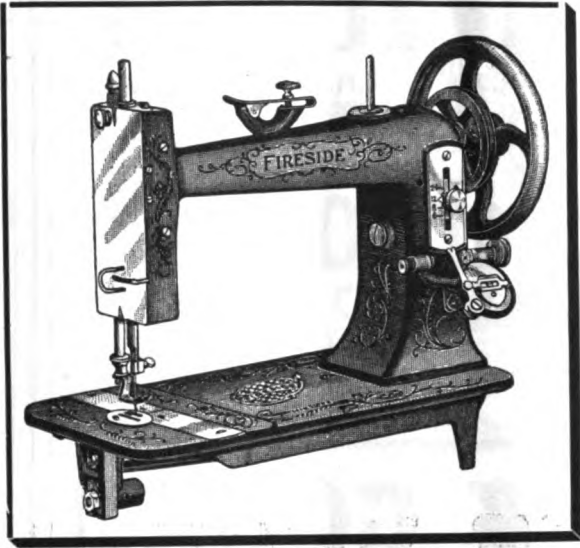
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YOU

can sell the FIRESIDE from the store. It is an up-to-date machine that can be sold at a medium price.



SEE

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THIS

machine is adapted to family sewing, simple, easy, light running, durable and of pleasing appearance.

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NEW YORK.



**A Great Labor Saver.**

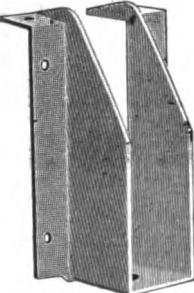
Will pay for itself in a single day. Where Steel Giant Grubbers are kept and shown a large trade is soon established. They are a necessity to almost everybody owning land. Moderate price. Large margin of profit to the dealer.

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BOSTON, MASS.  
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FOR WOOD HEADER AND BRICK WALLS.

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In charge **TOWER & LYON.**

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STEEL FRAME.  
NICKEL PLATED.

**AMERICAN SUPPLY & RAILWAY COMPANY.**  
BAGGAGE HOTEL & TIME CHECKS METAL  
FIGURES & LETTERS & EVERYTHING IN  
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WELL  
TANK &  
SPRAY  
PUMPS

GET OUR  
REDUCED PRICES

**F. E. MYERS & BRO.**

ASHLAND, OHIO.

HAY CARRIERS.  
FORKS, PULLEYS & C.

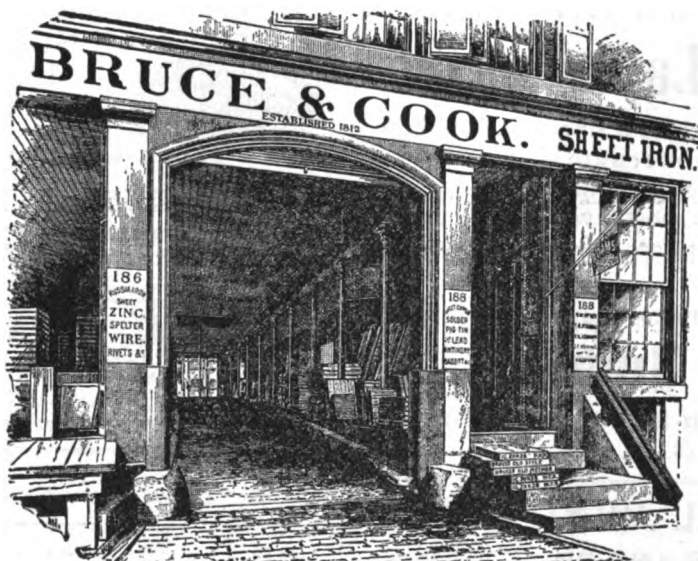
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# BRUCE & COOK,

## TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,  
248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



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Babbitt Metal.  
Boiler Rods.  
Burritt's D'ble Seamer.  
Copper Bottoms.  
Copper Circles.  
Copper Ingot.  
Copper Sheets.  
Copper Wire.  
Corrugated Leader.  
Cor. Elbows and Snocs.  
Dampers.  
Eave Trough Lead.  
Eave Trough Galvan'd.  
Eave Trough Mitres.  
Eave Trough Irons.  
Elbows--Stove Pipe.  
Elbows--Adjustable.  
Fire Pots.

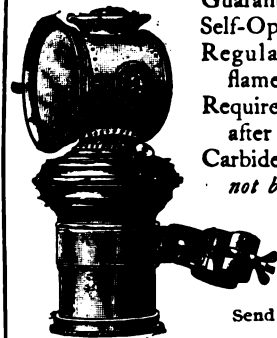
Gem Gasoline Furnaces  
Gutter, Wide Roof.  
Gutter Strainers.  
Hard Metal.  
Kettle Bars.  
Lead--Bar and Pig.  
Leader Hooks.  
Malleable Bars.  
Mallets.  
Metal Lath.  
Metallic Paint.  
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Nails--Wire Roofing.  
Nails--Wire R'g Tinned.  
Pail Woods.  
Perforated Tin.  
Ribbed Leader.  
Rivets.  
Roofing Tin Plates.

Roofing Seamers.  
Rosin.  
Sheathing Paper.  
Sheet Iron--Char. Cl'd.  
Sheet Iron--Cold Rol'd.  
Sheet Iron--Com. Cl'd.  
Sheet Iron--Corrugated  
Sheet Iron--Galvanized  
Sheet Iron--Planished.  
Sheet Iron--Russia.  
Solder.  
Soldering Coppers.  
Spelter.  
Spelter Solder.  
Squaring Shears.  
Stove Boards.  
Stove Pipe.  
Stove Pipe Collars.  
Strainer Wire Cloth.

Taggers Iron.  
Taggers Tin.  
Terne Plates.  
Tin--Bar and Pig.  
Tin Plates.  
Tin Shingles.  
Tinners' Machines.  
Tinners' Tools.  
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Wall Hooks.  
Water Cut-offs.  
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Wire--Bright.  
Wire--Coppered.  
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Wire Tinned.  
Zinc for Etching.  
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\*\*\*\*\*

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Guaranteed.  
Self-Operating.  
Regulates its own  
flame on all roads.  
Requires no attention  
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Carbide chamber can-  
not be overloaded.

We make a  
generator  
for carriage  
lamps also.

Send for booklet.

When not kept by dealers, will  
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Manufacturers of

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**SETS AND PUNCH TUBES**  
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FLAT TABLE WARE  
**SPOONS, FORKS,**  
**BUTTER KNIVES ETC.**  
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BRITANNIA SPOONS.  
QUALITY GUARANTEED.

THESE GOODS HAVE  
BEEN BEFORE THE PUBLIC  
FOR FIFTY YEARS  
AND UPON  
THEIR EXCELLENCE  
ALONE HAVE ATTAINED  
UNPARALLELED PRE-EMINENCE  
WHICH ESTABLISHES THEM AS  
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ASK YOUR DEALER FOR THEM  
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# BENCH DRILL


It will drill a 1/2-inch  
hole easy.

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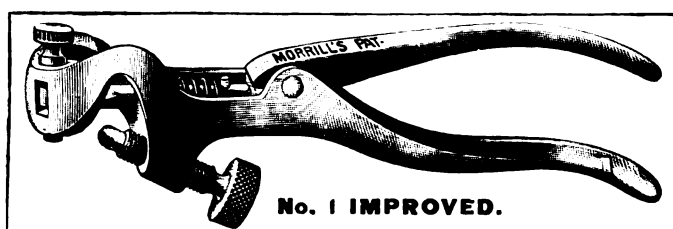
Bench Stops, Punches, Cutting Pliers and Seal Presses.

**TRADE MARK**

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Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



**TRADE MARK**

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Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

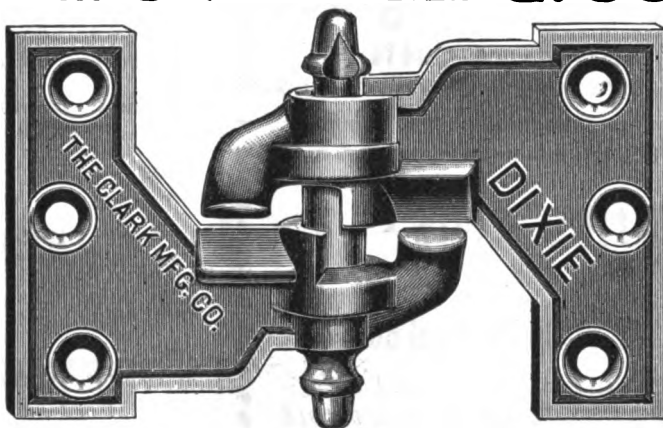
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Always Sharp! No Slipping of the Horse!  
No Injuries as caused by other Calks.  
Great Saving of Horses and Horseshoes!

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 —AND—  
 CLARK'S SURFACE BLIND  
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Is adapted to the needs of Retail and Wholesale Dealers, Jobbers and Manufacturers.

Send for Descriptive Circular.

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If you have a sign over your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable Trade paper is only so many thousand signs spread over a great many square miles.

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All kinds and lengths. Buy them, test them, return them if not as good quality as any line manufactured. Two new knives sent for every defective one returned. We also have complete line serrated edge knives, wood or wire handle.



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100 copies duplicated in black ink from pen.  
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PRICE COMPLETE \$7.50

To introduce we will allow our discount to the trade 33 1/3 per cent. for payment within five days after receipt of goods.

**SENT SUBJECT TO TEN DAYS TRIAL.**

SOLE MANUFACTURERS,  
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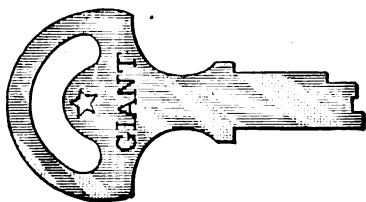


Smooth or  
Government  
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Furnished the U. S.  
Post Office De-  
partment for mail  
bags for nearly  
twenty years.

**ALL  
PADLOCKS**

made with four  
tumblers each.



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BRIDGEPORT, CONN.**

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## Little Paint

**Will work wonders**

In the way of brightening up articles that have become weather-beaten or worn. We make the paint for all purposes, in small or large packages, for dealers to supply their trade with.

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27 Lake St. 117 Fulton St. 72 Broad St.,  
**CHICAGO, NEW YORK, BOSTON.**

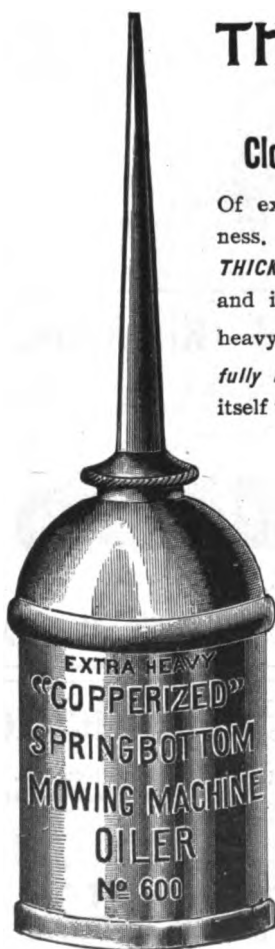
## THIS CAN ▲ ▲ ▲

HAS A

### Clock Spring Steel Bottom

Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, *Beautifully Finished*. It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders from the Jobbing Trade.



**ORDER NOW FOR  
SPRING DELIVERY.**

**The Wilmot & Hobbs  
Mfg. Co., ▲ ▲ ▲**

**BRIDGEPORT,  
CONN. . .**

**AN  
ALL-'ROUND  
GOOD  
ROOFING  
IS**

## P & B RUBEROID

Ruberoid is just as effectual in Winter as in Summer. Cold does not harm it. Heat will not cause it to run, because there is no tar in it to melt.

Its great popularity is due to the fact that it "Stands up" under the most trying conditions and **NEVER VARIES IN QUALITY.**

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NEW YORK.**

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# HARDWARE

The regular annual meeting of the File Manufacturers' Association was held at the Astor House, New York, June 19th. Elias G. Heller, of Heller & Bros., Newark, president, occupied the chair. After giving the matter serious consideration, it was decided to maintain the present prices on Files for at least the next six months, thus giving the trade the assurance of no radical changes in one important line. At the election which followed, President Heller was re-elected, with H. W. Scattergood as vice president, and Paul E. Heller secretary and treasurer.

T. W. Gathright, formerly secretary of the May & Thomas Hardware Co., of Birmingham, Ala., was added to the staff of E. C. Atkins & Co., June 1st, to act in the capacity of cashier and local agent at their Southeastern branch house at Atlanta, Ga. He succeeds T. F. Barbour, who has held that position since the opening of the branch, but who has now been given a position in the same capacity at their Minneapolis branch house. The company is to be congratulated upon securing a man of such ability as Mr. Gathright for their Atlanta house. He has a host of sincere friends among the Hardware trade in the South whose well wishes will freely accompany him to his new position. The general sales manager of their Atlanta house is Frank X. Ohlen, who for some years was at the head of the Southern Saw Works and later at the head of the Atlanta Saw and Supply Co. Mr. Ohlen has a large acquaintance in the South, particularly among the saw milling industries. Mr. Gathright in going to Atlanta will assist Mr. Ohlen in increasing the sales of the business as far as time will permit in connection with his special duties.

D. Le Roy Dresser, who was recently elected president of the Merchants' Association of New York, may be safely claimed as a member of the Hardware industry, being a director in a number of corporations, among which are the Benedict & Burnham Mfg. Co., Holmes, Booth & Haydens, American Brass Co., American Pin Co., and Waterbury Watch Co.

At the regular meeting of the board of governors of the Hardware Club of New York, June 17th, one member was elected from the waiting list, which filled the active membership to its constitutional limit of 600. John Sargent, of Sargent & Co., New York, was the lucky man, and the remainder of the waiting list will now have to wait their turn until some vacancy is created by which they may enter.

Teague, Barnett & Co., who for twenty-five years have been in the Hardware business in Montgomery, Ala., have sold out. They will be succeeded by a new firm under the style of G. W. Barnett & Son. G. W. Barnett, who has been connected with the old house for twenty-five years, and W. R. Barnett, who has been identified with the business for the past ten years, form the organization. Possessing a thorough knowledge of the wholesale Hardware business from this long and active experience, the success of the new firm is already established. They intend carrying the usual large and well-assorted stock necessary for the transaction of an up-to-date business, and solicit the continued favors of their old friends, with the assurance that all mail orders especially received from them will receive the personal attention of the members of the firm in order that every satisfaction possible may be safely guaranteed.

GOODELL Co., Antrim, N. H., have recently published a Miniature Catalogue of 72 pages, of a size that may be mailed in an ordinary envelope, which is reduced from their large catalogue so that each page shows all the various styles of Table Cutlery, Silver-Plated Knives and Forks, Carvers and Steels; in all their numerous styles, Butcher, Skinning, Boning and Bread Knives. Included in the contents are Butter and Cheese Knives, Putty and Cigar Knives, Scraping, Kitchen and Shoe Knives, making it a very desirable catalogue, and deserves a wide distribution.

Julian W. Perkins has resigned the office of assistant secretary of E. C. Atkins & Co., Saw manufacturers, of Indianapolis, Ind. Mr. Perkins was a director and also a stockholder in this company, with which he had been associated for the past twelve years, having had charge of the division of the business devoted to the jobbing Hardware trade. He is consequently well known to the wholesale trade, among whom he counts many personal friends, having won the reputation of being a very successful salesman. Mr. Perkins has made no new connection as yet, but is considering several propositions.

The Admiral Bicycle Lamp Co., formerly located at Columbus, O., have removed to their new factory at Marysville, O. They were compelled to largely increase their facilities because of the success which the Admiral Combination Lamp achieved during the past year. The plant that they are now moving into is much more commodious, and, being especially adapted to the class of work undertaken by this company, they believe will place them among the foremost manufacturers of this line, soliciting the orders of the Hardware trade. There is no doubt but what the orders for their production will hereafter receive prompt shipment.

The wire nail mill of the Hartman Mfg. Co., at Ellwood City, Pa., is now successfully in operation, and it is believed that by August 1st the mill will be turning out upwards of 4,000 kegs of wire nails per day, and this in addition to the production of their other wire specialties. It is stated that they have increased their surplus account to \$250,000, so that now the surplus capital amounts to \$500,000. Their order books are full of contracts sufficient to keep the mills running to January 1st next. The works are now running night and day in order to fill this accumulation of orders. In their exhibit, which is located in the Agricultural Building at the Pan American Exhibition, they have a full line of their goods displayed, which makes a remarkable showing.

J. Stevens Arms and Tool Co., Chicopee Falls, Mass., have added to other specialties manufactured by them a full line of high-grade Golf Clubs, which it is their intention to market at popular prices that will largely extend the sale of them. They are also placing on the market a full line of Rifle-Cleaning Rods, which they are prepared to furnish, from the ordinary plain slotted variety to the fancy jointed, having cocobolo swivel handles. Quantity orders for these goods from the wholesale trade will receive prices that cannot help but be attractive.

Chas. Kaase, Hardware, Bartlett, Tex., is adding a few of the Warren Patent Hardware Cabinets to his store fixtures for a better exhibit of his goods.

# HARDWARE

VOL. XXIII.

JUNE 25, 1901.

NO. 6

**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade.

**HARDWARE** is published on the 10th and 25th of each month. The subscription is \$1.00 a year, payable in advance.

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Letters should be addressed

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275 Broadway, New York.

L. E. MITCHELL,	President
A. P. MITCHELL,	Secretary and Treasurer.
HENRY HOPKINS,	Editor.
A. E. BOLLES,	Advertising Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

There is a lessened demand for the supply of goods from jobbers and manufacturers as the season approaches a finality. Vacations are being carefully considered, and the natural desire on the part of employer and employed is to know a couple of weeks of indifference to mental activity or physical exertion, while tired nature realizes a sense of recuperation. Compulsory strikes have given over a month's idleness to workers in several fields of labor, and but little of positive benefit has been accomplished by the sacrifice of time and money.

Manufacturers gladly avail themselves of this easy time in the year to overhaul their plants, supply needed facilities for greater production, discard worn out appliances that retard production by their shortcomings, and prepare for successful competition by augmenting their productive capacity.

Prices as far as heard from are still well sustained with no noticeable changes possessing trade importance. In this lull in the pressure of business, but few stock orders are more than contemplated, it being deemed time enough by July 15th to entertain propositions not already counted among closed incidents. The few demands for the factories to entertain are for special midsummer requirements to close the season satisfactorily.

The outlook for Fall trade continues excellent. Crops promise to be large in every direction. Credit among consumers is on a better and safer basis than for years. Savings banks are showing largely increased deposits, for habits of frugality and of prudent economy limit the general extravagance formerly so prevalent when founded on

future possibilities instead of current facts. Aggregations of capital in large plants have made steadier quotations possible, and the trade generally admit this fact, and appreciate its effect. The abundance of work on every hand is so noticeable, the idler is looked upon as a shirker and unworthy of sympathy, reducing the humanitarian interest taken in tramps and mendicants generally. Prosperity everywhere apparent, money in abundance, there doesn't seem to be a cloud upon the horizon to indicate any change in present conditions for many months to come.

Certain lines of goods have seemingly been held in scant supply, and thus while making less anxiety as to quotations possible, has made orders more freely given; as a short market for supply checks the fear of loss on present deliveries, and creates a natural fear for loss of profits through lack of a supply of merchandise to fill orders. The wise jobber watches his stocks and keeps up an average amount of such seasonable goods as must of necessity be needed by the consumer before season closes. The house that is continually short of stock will soon become short of purchasers, as disappointing delays in shipment create grievances that point a moral of their own.

Manufacturers outside of combinations think they see chances to catch trade by running between the legs of the industrial giants and offering slight concessions. It would seem that when this state of affairs acquired a noted momentum a very decided squeeze would occur, by which "guaranteed prices" at a very low figure would be trust policy. Remember the wire production earthquake, when a drop equal to four profits made a shake-up among some outside concerns that cried a halt successfully, and lessened the season's profits to those staple lines to the jobber in a manner still memorable.

The trade regard prices on shovels as phenomenally high by comparison with what are regarded as "old prices" of a couple of years ago; and no doubt it would be the part of wisdom with the Shovel Trust to do the square thing by the trade, and modify prices by making concessions that would certainly work for good and stifle adverse criticism. Such large combinations could take a lesson from the American Axe and Tool Co., whose quotations for grades of goods needed are based intelligently on cost of production, as far as bulk of sales is concerned; while the brands which have established a reputation and have always been quoted above ordinary stocks, still find sales at advanced prices that are undoubtedly more remunerative.

This has been an excellent year for sales of Shelf Hardware. The purchases of mechanics' tools, of the higher grades as well as those more moderate in price in all the large cities, have been largely in excess of the early anticipations of the dealers. The deliveries by manufacturers have in rare cases only, been sufficient to leave much surplus stock, and supplementary orders under urgent conditions have done little more than supply current wants.

It is gratifying to note the present demand for Builders' Hardware, as indications point to the fact that all through the country a greater interest than ever is taken in building operations which will keep this industry full of orders during the entire Fall season, the prices on this important branch of the industry being sufficiently encouraging to stimulate purchases.

Taking the indications throughout the trade that are unmistakably definite, it would seem as though we were on

the threshold of a season's demands, in which prosperous conditions will prevail, and early orders and prompt deliveries would be the most desirable requirements for a successful trade all around.

### Our Exports Reach a Record Point.

Exports from the United States in the fiscal year 1901, now about to end, will probably reach \$1,500,000,000, the highest point ever recorded for a single year in the history of our export trade. For the eleven months ending with May, 1901, the total exports were \$1,385,013,595, being double those of the corresponding period of 1889, and \$100,000,000 in excess of the total for the eleven months of last year, which broke all previous records. Taking the commerce of the eleven months ending with May of various years as the basis of comparison, the figures of the Treasury Bureau of Statistics show that during the period under review our exports in 1889 amounted to \$694,133,804; in 1894, to \$834,636,085; in 1899, to \$1,130,629,075; in 1900, to \$1,285,831,125, and in the present year, as already stated, \$1,385,013,595; while for the full fiscal year our total exports give promise of exceeding one and a half billion dollars, as the eleven months' figures only fall \$115,000,000 short of that amount, and the monthly exportation of merchandise from the United States has exceeded \$120,000,000 since March 1 of this year.

The distribution of our exports during the year among the grand divisions, basing the estimate upon the percentages for ten months already available, will be in about the following proportions: To Europe, \$1,155,000,000, as against \$1,040,000,000 last year; to North America, \$195,000,000, as against \$187,300,000 last year; to South America, \$44,000,000, as compared with \$38,900,000 in 1900; to Asia, \$48,000,000, as against nearly \$65,000,000 in 1900; to Oceania, \$36,000,000, as against \$43,400,000 last year; and to Africa, \$26,000,000, as against \$19,500,000 in the preceding year. It will be observed that the only decreases will be in our exports to Asia, where unsettled conditions in China have seriously affected trade, and to Oceania, from which Hawaii has been omitted as a foreign country since its organization as a territory of the United States.

To products of agriculture is due the credit for the greater portion of the increase in our exports during the present year. In the ten months for which detailed figures are available, products of agriculture were valued at \$811,591,955, and formed 65.53 per cent. of the total domestic exports; last year they amounted to \$717,372,746, and formed but 62.21 per cent. of the total domestic exports. For the same period of this year manufacturers aggregated \$339,310,614 and formed 27.40 per cent. of the domestic exports, while last year they were \$352,671,206, and formed 30.60 per cent. of the value of domestic exports. The exports of agricultural products for the full fiscal year will be about \$965,000,000 as against \$835,858,123 last year, while those of manufactures will be about \$405,000,000, as compared with \$433,851,756 last year. This decrease in the exportation of manufactures is due chiefly to the following causes: 1. The war in China, to which country our exports consisted largely of manufactured articles and to which market alone our sales in ten months decreased from \$13,474,703 in 1900 to \$7,706,138 in the present year; 2. The transfer of Hawaii from the list of foreign countries to classification as a customs district of the United States, necessitating the omission from our exports of all goods passing between that island and the United States and thus decreasing by approximately \$15,000,000 our exports for the year; and, 3. The omission for similar reasons of merchandise passing between the United States and Porto Rico, to which island we sent in the ten months of the present year merchandise valued at \$5,611,583, of which sum manufacturers formed an important part, cotton goods alone representing over a million dollars.

The following table shows the exports from the United States in the eleven months ending with May in each year since 1889:

1889 ....	\$694,133,804	1896 ....	\$815,901,067
1890 ....	804,717,334	1897 ....	977,800,522
1891 ....	826,886,076	1898 ....	1,136,503,607
1892 ....	965,389,311	1899 ....	1,130,629,075
1893 ....	782,218,625	1900 ....	1,285,831,125
1894 ....	834,636,085	1901 ....	1,385,013,595
1895 ....	752,570,335		

### PATENTS.

The following list of Patents, Trade Marks and Designs of interest to our patrons are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

#### Patents Expired June 10th, 1901.

- 299,960. VENTILATOR FOR WINDOW-SASHES, Edward Wells Chadwick, Edgartown, Mass.
- 299,962. WRENCH, John Combs, Rushville, Ohio, assignor of one-half to Charles A. Thomas, same place.
- 299,980. IRON FENCE, Marselius Hegborn, Chicago, Ill.
- 300,006. COMBINED ICE-CREEPER AND HEEL-PLATE, Edward N. Porter, Burlington, Vt., assignor of two-thirds to Lorenzo G. Burnham and Jonas G. Reed, both of same place.
- 300,011. LIFTING-JACK, John Ritchie & Friedrich Luckermann, Freeport, Ill.
- 300,023, 300,024, 300,025. MANUFACTURE OF ANTI-FRICTION BEARINGS, William W. Smalley, Boundbrook, N. J. (Administrator of John Smalley, deceased), assignor to the Graphite Lubricating Company, Jersey City, N. J.
- 300,077. HEADED SLUG-NAIL, John Hyslop, Jr., Abington, Mass.
- 300,104. SASH-BALANCE, John Bartlett Montague, James Thomas Booker and Enoch Cass Dinnings, Franklin, Ky.
- 300,317. BIT FOR INSERTING SCREW EYES, Chas. E. Griffith, Storm Lake, Iowa.

#### PATENTS ISSUED JUNE 11, 1901.

- 675,922. DEVICE FOR CLAMPING AND HOLDING WIRES, G. F. Beals, Irondale, Mo.
- 675,926. TACKING TOOL, John C. Blott, Prospect, Wis.
- 676,026. HAND-VISE, Clarence V. Burch, Terre Haute, Ind.
- 676,330. SPIRIT-LEVEL, Jacob Lemle, Toledo, Ohio.
- 676,363. CONVERTIBLE DEVICE FOR RIVETING AND SAWSETTING, C. F. Haldeman, Salem, Ohio, assignor to the Sheehan Mfg. Co., same place.

#### TRADE MARKS.

- 36,585. CERTAIN NAMED EDGED-TOOLS, David Wadsworth & Son, Auburn, N. Y., the words "Big Chief" and the representation of the head of an Indian.

#### PATENTS EXPIRED JUNE 17, 1901.

- 300,345. LAWN-MOWER, Chas. Warren Cheney, Athol, Mass.
- 300,355. HOSE-REEL, H. L. Gardner, Springfield, Mass., assignor to David S. Loomis, same place.
- 300,356. KNIFE AND FORK, J. W. Gardner, Shelburne, Mass.
- 300,387. KEY-FASTENER, Robt. T. Miller, Covington, Ky.
- 300,391. CORKSCREW, J. K. P. Nourse, West Medway, Mass.
- 300,396. CARPET-STRETCHER, Emmet Patterson Poindexter, Woburn, Ill.
- 300,474. DOOR-HANGER, Warren Ide, Medina, N. Y.
- 300,507. LAWN-MARKER, Robert B. Reynolds, Stockport, N. Y.

#### PATENTS ISSUED JUNE 18, 1901.

- 676,573. TOOL-HOLDER, G. W. Bowers, Waltham, Mass.
- 676,603. LID FOR COOKING UTENSILS, A. H. Drake, Union, Ore.
- 676,609. BAKING-PAN, Isabella H. Jones, Salisbury, Md.
- 676,623. AUTOMATIC ANIMAL-TRAP, J. F. Hand, Des Moines, Iowa.
- 676,726. CAN-OPENER, William H. Plumb, Ansonia, Conn.
- 676,776. STOVE-BOARD, L. H. Solosth, Grand Rapids, Mich., assignor of one-half to Frank H. Mathison, same place.
- 676,789. CAN-OPENER, Charles W. Weir, Wilmerding, Pa.
- 676,823. LOCK, Josef Paur, Milwaukee, Wis.
- 676,832. PROCESS OF MAKING EDGED TOOLS, C. D. Ziegler, Lewistown, Pa.



## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

## Difference Between Deed and Will Transfer Tax.

**QUESTION:** Can a person possessing real and personal property execute a deed, bill of sale or assignment of his property to members of his family or others reserving a life interest therein and absolute control of same until his decease; at which time the transfers are to become operative and of full force, thus rendering the making of a will unnecessary. If such transfers could be legally made, could there be any inheritance tax collected from the estate?

**REPLY:** A person possessing real and personal property may execute a deed of his real property or a bill of sale of his personal property, which shall take effect at a certain time. He may execute a deed of trust by which the payment of the income of the property may be paid to him during life and upon his decease the proceeds distributed according to the terms of the deed or trust. If this were done as to this property it would be unnecessary for this grantor to make a will. It must, however, be understood that if a deed of this character is executed and delivered, it is thereafter irrevocable by the grantor. A will on the contrary speaks and operates only from the time of death and is revocable at the pleasure of the testator at any time before death. If such a deed of trust as suggested were executed by a person, and it was intended that the enjoyment and possession of the property should take effect after his death, the property would still be subject to the transfer tax, provided that the estate was such as to be subject to the transfer tax if a will had been made or if the deceased had died intestate.

It was decided in the matter of Green, 153 New York, page 223 by the Court of Appeals of this State that a person could not avoid the provisions of the Transfer Tax Law by making a deed in contemplation of death, which was intended to take effect in possession or enjoyment at the time or after such death. We are of the opinion that it is generally the best course for a person desiring to dispose of his property in a certain way, to make and properly execute a will which will carry out his intention. It is possible in certain instances where the will is properly drawn, to avoid the transfer tax.

## Proper Execution of Contract.

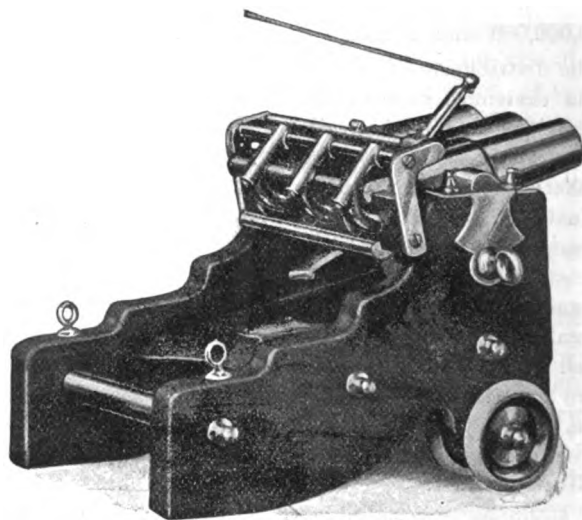
**QUESTION:** I am about to enter into a contract with a man and should like to know whether any acknowledgment of the contract is necessary to make the contract valid. If any particular form of acknowledgment is used in New York, kindly inform me where I can get such a form.

**REPLY:** No acknowledgment before a notary public is necessary to make a contract valid. The acknowledgment of a contract before a notary public has nothing to do with the validity of the contract itself. Its purpose is to entitle the contract or other instrument to be read in evidence or recorded in a public office without other proof than signatures of the parties. This oftentimes is extremely important, and it often occurs that a person trying to prove the signature of a party to a contract which is not acknowledged will find it difficult in the extreme, if not impossible. If the signature in dispute is acknowledged before a duly authorized notary public, the contract only need be offered, without further proof. It will, therefore, be seen that, although an acknowledgment is in no way necessary to the validity of the instrument, nevertheless every contract should be acknowledged or witnessed for the purpose of proving the signatures should they be disputed. The form of an individual acknowledgment in use in this State is as follows: "State of New York, County of \_\_\_\_\_, ss: On this day of July, 1900, before me personally came John Doe, to me known and known to me to be the individual described in

and who executed the foregoing instrument, and he thereupon duly acknowledged to me that he executed the same."

## Barney &amp; Berry's Rapid-Fire Battery.

E. H. Barney, of the firm of Barney & Berry, Springfield, Mass., has just perfected and is now placing on the market a new invention that will be known as Barney & Berry's Rapid-Fire Battery, which, as the catalogue states, "is designed for all saluting purposes, afloat and ashore, where superiority is recognized and the first cost is not the only consideration." The invention is unique, as it allows rapid firing, the mechanism is simple and not easily disarranged, and there is no danger from premature explosions. The battery as now manufactured for market, is arranged in a brace of three small cannon, but if so desired single cannon can be mounted on carriages, although that pattern is not contemplated at present. The locking device and firing mechanism is so arranged that by moving the small lever, seen below the breech of the battery in the cut, it can be shifted easily to one side. The shells may then be introduced and reversing the lever closes the cannon barrel and puts it in readiness for firing. It is then only necessary to pull the string which brings over a lever attached by a ratchet to a rod extending over the top of the battery. On this rod are small cams so



arranged that only the first gun can be fired at the first pull. A spring then carries the ratchet lever back, and a second pull fires the second gun. The action repeated discharges the third cannon. The triggers are the curved attachment at the breech, and they are fitted with springs which give a rebound, thus lessening the blow upon the cartridge, but insuring sure action.

The new cannon battery is a fine sample of metal-working. All the parts are of brass, highly burnished, and each connection and joint is made to fit perfectly. The battery is mounted on a fine mahogany carriage thoroughly reinforced with brass rods holding every joint and running from side to side of the carriage, the ends being held by highly burnished caps. A large brass bar extends through the back part of the carriage, affording a place for grasping the carriage to remove it from place to place. Instead of the wooden axles and small wooden wheels commonly found on such machines, Mr. Barney has introduced metal axles and bearings, with bronze wheels fitted with rubber tires. The common bore for such cannon is a No. 4, or barrels one inch in diameter. The retail price for this size of battery will be \$100, which is considered low for the style of machine. Mr. Barney has applied for a number of patents covering his inventions on the new machine.

Germany is rapidly rising in importance as a money-lending as well as a money-making nation. It has hundreds of millions in various parts of the globe. In North Africa Germany has invested nearly \$3,000,000.

### Michigan Retail Hardware Dealers' Association.

The Executive Committee of the Michigan Retail Hardware Dealers' Association met at the Hotel Cadillac, Detroit, on the 12th inst., with the following members present: H. C. Minnie, vice-president, Eaton Rapids; Henry C. Weber, treasurer, and Fred. H. Cozzens, secretary, of Detroit; C. E. Pipp, Otsego; A. J. Scott, Marine City; A. Harshaw, Delray; Robt. G. Chandler, Coldwater, and John Popp, Saginaw, members of the Executive Committee. In the absence of George W. Hubbard, Flint, president, who was unable to be present, Vice-President Minnie occupied the chair and called the meeting to order.

The secretary's financial report showed receipts since the last convention, \$979.62; disbursements, \$662.12; balance in bank, \$317.50. Twenty-six new members have been taken in since the last convention, and it is expected that between 50 and 100 more will join at the next meeting.

After a general discussion of the matters before the body, the secretary was instructed to arrange a programme with the following speakers: W. P. Lewis, New Albany, Ind., president of the National Retail Hardware Dealers' Association, on the subject of "National Association Work;" R. G. Chandler, Coldwater, Mich., on "The Best Methods of Running a Hardware Store;" H. C. Weber, Detroit, on "Store Window Dressing and Keeping Stock in Good Shape." "The Collection of Accounts" will be handled by Mr. Cleland, attorney of the Commercial Credit Co., Detroit.

It is planned to hold the second day's session at Rushmere Club at the Flats, the party leaving Detroit on the fast steamer "Tashmoo" at 9 o'clock in the morning, reaching the Rushmere Club at noon, holding the afternoon session there, and returning in the evening and reaching Detroit about 9 o'clock. It was thought that this would provide recreation and at the same time give ample opportunity for the transaction of unfinished business from Wednesday's afternoon session. The first session of the convention will be at the Hotel Cadillac, where the headquarters of the convention will be, on Wednesday, August 14. This meeting will continue as late as necessary in the afternoon, and it will be planned to dispose of all other business at the afternoon session at the Flats. It is possible that a session may be held on the "Tashmoo" in the morning going up, if it is found necessary.

A number of practical discussions on the advantages of association work and on the National Association will come up in the Question Box topics, so that every dealer who comes may be assured of a helpful, dollar-bringing meeting, and at the same time be assured of sufficient entertainment in the shape of boat rides, etc., to make it desirable to come and bring his wife and children.

An unusually large attendance is anticipated, as the meeting was postponed from July until August on purpose to meet the needs of the country dealer, who finds it difficult to get away in July.

### New England Iron and Hardware Association.

The annual meeting of the New England Iron and Hardware Association was held through the courtesy of ex-President Harry L. Doten, at the Exchange Club, Boston, on the evening of June 18th. Previous to the dinner the usual informal reception was held. Dinner being called at 6 o'clock, about fifty members and guests were present and enjoyed the customary excellent repast. At the close of the banquet, President Chamberlain announced that the end of the fiscal year was reached, and called upon Clerk John T. Boyd for his annual report, by the reading of which the members were informed the Association was in an extremely excellent condition. The membership of 100 was completely filled, and the entire capital stock held. The Association being a Massachusetts corporation, with a charter giving it a greater scope than is usually granted to a purely social organization, makes

it necessary in order to increase the membership that the capital stock be increased.

Following Mr. Boyd, the treasurer, C. H. Breck, presented his annual report, giving evidence of a satisfactory balance being in the treasury. Mr. Breck also reported for the Credit Bureau Committee, and this branch of the Association's work was announced to be in a very satisfactory condition. The Collection Department during the past year has handled accounts aggregating \$60,000 and succeeded in collecting a large percentage of this at a very small expense. The Bureau of Credit is divided into three departments, viz.: Collection, Attorneys, and Bankruptcy and Assignment. These departments are under the care of Commissioner E. L. Haley, who was formerly in the wholesale Hardware business in Boston, and is thoroughly familiar with all the details necessary to transact this important business. E. P. Sanderson, chairman of the Membership Committee, reported that during the year thirty-three new members were admitted, bringing the membership up to the standard of 100 active and seven associate members. The Heavy Hardware Committee reported through their chairman, Allan J. Chase. The Shelf Hardware Committee's report was read by the clerk, having been prepared by Wm. Chamberlain. The Metal Trades section presented their report through P. E. Strauss. There were no reports from the Woodenware, Saddlery Hardware and Paints and Oils Committees. After some discussion regarding a proposed increase in the capital stock of the Association in order to provide for new members, this matter was postponed till the September meeting.

The President then called for the report of the Nominating Committee, which recommended the election of the following: Directors, Allan J. Chase, Charles H. Breck, John T. Boyd, Oscar A. Shepard, E. P. Sanderson, Henry A. Robbins, H. W. Waite and James A. Munroe, Charles W. Henderson, Jr. Treasurer, Charles H. Breck; Clerk, John T. Boyd. At a meeting of the directors held subsequently, Allan J. Chase was elected president and Oscar A. Shepard, vice-president. President-elect Chase, on being conducted to the chair, made a brief address to the members present, expressing grateful appreciation of the honor that had been shown him by his election, and referred to the labors, aims and accomplishments of the Association, complimenting the Association upon its progress. The retiring president, William Chamberlain, delivered a brief address to the Association, thanking the members for their support during his administration, and referring with pleasure to the memories that will be his for a long time to come. Mr. Chamberlain, at the close of his address, was given three hearty cheers, after which the meeting adjourned.

### L. S. Starrett Co.

The L. S. Starrett Co., Athol, Mass., have in their employ 280 hands, who were very pleasantly surprised last month by receiving a circular which announced that beginning with June 1st 54 hours, or nine hours a day, would constitute a week's work, instead of 60 hours as formerly, and this change was made without reduction in pay. As there were no demands made upon the company for this careful consideration of the workmen's interests, being entirely voluntary on their part, the workmen to show their appreciation of the consideration of their employers organized a demonstration on the night following the announcement, and, preceded by the Starrett Band, marched to Mr. Starrett's residence, serenaded him in fine shape, at the same time presenting him with a letter signed by all the foremen of the shop, in which document very hearty acknowledgment was made of this generous action on the part of the company. Frank E. Wing, also prominently identified with the business of the company, was made a participant in the demonstration, the employees proceeding to his residence, and were addressed by Mr. Wing on the relations existing between employers and employees, which was very enthusiastically received.

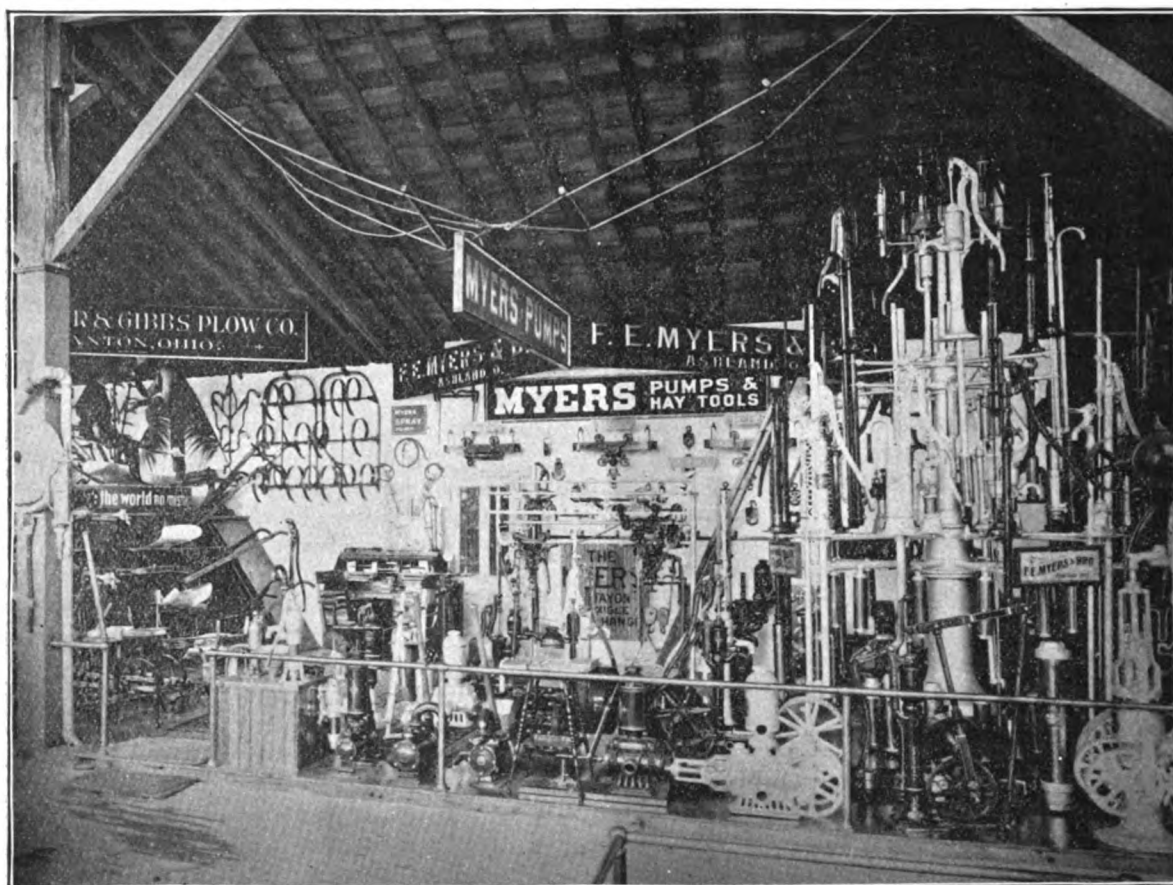
### F. E. Myers & Bro's. Pan American Exhibit.

We present in this article an illustration of the Pan American exhibit of F. E. Myers & Bro., Ashland, O., which presents a very creditable appearance.

Recent letters from F. E. Harris, sales manager for F. E. Myers & Bro., who has charge of their exhibit and that of the Bucher & Gibbs Plow Co., at the Pan American Exposition, are to the effect that it is practically installed and will be found decidedly effectual throughout.

another, with the ten numbers 9 to 0 engraved on each. Addition and subtraction were performed by turning the appropriate wheels by hand, the carrying over being mechanically provided for. The machine was of very little use.

Whenever calculating machines are mentioned, people invariably think of Charles Babbage, who undoubtedly designed by far the most complete machine that has ever been invented. Babbage's machine was designed to calculate elaborate tables and automatically set them up in type, or else



It is located in the Stadium Building, where they make a joint exhibit and where they would be glad to have all their friends and other interested parties call and make themselves known. Their space is in the midst of the agricultural implement department, being close to the main entrance to the arena. Those that call will, beyond doubt, find an agreeable welcome, every effort being made to prompt a disposition on the part of customers and friends to feel at home. New and attractive printed matter will be distributed.

### Calculating Machines.

Calculating machines have been in use for so long, and are used at the present time by so many people, that it would be natural to suppose that everybody would have some sort of acquaintance with them, and some idea of the principles on which they work. Personal experience, however, shows that a calculating machine is nearly always regarded as a novelty, and usually as something exceptionally wonderful.

The first recorded attempt at an arithmetical instrument in Great Britain was made by Napier, the inventor of logarithms, early in the seventeenth century. It consisted simply of a movable multiplication table, somewhat flippanantly called "Napier's bones," in spite of the fact that the inventor christened his system rhabdology. There is much that is good about these "bones," but as a calculating instrument it will not compare for a moment with logarithms, for which we are largely indebted to Napier.

The first real calculating machine was invented by the philosopher Paschal, about 1650. He was then a lad of nineteen, helping his father in work which required much calculation; and he contrived a series of wheels connected with one

supply a mould in which stereotyped plates of the tables could be cast. After many experiments, he constructed his first "difference engine," as he called it, for the reason that he employed the method of differences as a general principle on which to base the calculations. He said that his machine could go on for years working by the same formula. It could then change, without human intervention, to another formula for a single calculation, and subsequently resume working by the original formula.

Since Babbage's day many small calculating machines of various kinds have been invented, of which the most practical and widely used are two. The first of these is an American invention, called the comptometer. This is actuated by keys like those of a typewriter, and by its means it is simple to add, feasible to subtract, multiply and divide. It has the great merits of simplicity of construction and low price. The second of the calculating machines at present in commercial use is the arithmometer, an English invention.—*Iron and Coal Trades Review*.

The advance made in picture making the past few years owes much to the air brush as brought out by L. Walkup, Rockford, Illinois, U. S. A. The part in which it has been adopted to advantage can be seen in most every branch of the fine arts, from finishing sketches, camera work, lithography, monumental, architectural, half tone work and many branches of fancy work, using any liquid coloring, painting on any surface from gelatine to glass, on fabric from satin to velvet. It is plain to be seen how useful it is, as in every case it improves the work in clean soft effects and saves time as well. A better picture is made and in less time.



## HINTS TO HARDWARE DEALERS

### IN SHOWING UP AND RETAILING SEWING MACHINES.

This subject is one of great importance to the Hardware dealer and other beginners in the Sewing Machine business. And yet very few companies or representatives take the pains or time to instruct their dealers how to show a Sewing Machine properly.

If properly handled Sewing Machines will prove profitable to any Hardware dealer. That here and there is a Hardware dealer who says: "Handling Sewing Machines don't pay; I've tried them," proves nothing but that his method was faulty. Merely putting sample machines on your floor may do some good and bring some business, but there's a far better way. Find some point about your machine on which you excel and harp on that. The Hardware dealer who supplies the most pertinent information about the machine he handles will get the most trade, other things being equal. If the price of his machine is low; Why? If the quality is excellent; Why?

I would suggest to the Hardware dealer on receiving the machine to be careful in taking it out of the crate to avoid scratching or bruising the wood-work. I would thoroughly acquaint myself with the mechanism of the machine and all its working parts. I would run the machine a few minutes and see that the belt is neither too tight nor too loose. Then oil it up and see that no nuts or screws are loose and that the band wheel is plumb.

In order to see that the tension and stitch of machine are perfect, I would put in a needle to carry a No. 40 thread and sew from one thickness of muslin to ten and go back to one again, until I was satisfied it was right. Then I am ready to show any work that can be done on the machine. In showing a machine to a customer in the store, make her feel at home, if possible. First present to view the face side of the cabinet work and, while removing the cover, call attention to such points in the cabinet work as may appear desirable features, such as beauty of finish, arrangement of drawers, etc. In operating the machine and while stitching back and forth, proceed to explain thoroughly, but with as few words as possible, every desirable feature of the machine. In regard to attachments, I would dwell principally on the completeness of the set, and after spreading them out where they can be seen and counted, pass them by with a few well chosen words.

In showing up, keep the customer's attention on the machine. Avoid outside talk. Invite her to sit down and try the machine. Show the customer how to thread the machine and help her to get started. Avoid arguments as to the relative merits of other machines and undertake nothing in showing up that you have not mastered previously. Dwell on the merits and commendable features of your machine. People like to know how and where things are made. Not a technical description, but a hint here and there. Remember the paramount object is to make sales, therefore the best plan is to find the easiest way to show up a machine with the least time and attention consumed and yet make sales.

There are many different ways to retail a sewing machine, any one of which if followed up industriously will make sales provided you select the one suited to the conditions with which you are surrounded and the idiosyncrasies of your customers. Do your best to get into their good graces; learn to adapt yourself to circumstances and the sale is half made.

In selecting a machine to handle, choose one that you have the utmost confidence in, one that you know is first-class in every particular and that you can honestly recommend in every way to your customers. By all means handle only a good machine, because by having a high appreciation of the

machine you are selling, you are more enthusiastic and can speak in more positive terms of its many fine qualities, durability, etc.

Now, as to the manner of making a sale, let the same spirit prevail as in showing up. Use all your persuasive powers to make the customer desire the machine. Inspire her with its best features, the nice work she can do on it, its good qualities, the durability of the machine, the convenience and completeness of the attachments. By proper tact you can get some expression from your customer as to the particular feature she desires in a machine. Then harp strongly on that feature and the sale is certain. Nearly all standard machines have their good points in common, the essential features differing but little. Yet no two customers can be handled in the same manner. Some ladies don't care a Continental for the machine, but make a hobby of a certain kind of machine work; others again have mechanical preferences and pay little attention to the product of the machine. By a careful study of their likes and dislikes you will be able to discover their preference in this regard and by carefully developing this interest you create a desire for your machine.

In regard to installment business, the extra amount charged on time sales is generally enough to make them profitable, where customers will pay promptly, and in addition will largely widen the dealer's field of operation, for while few customers are able to pay cash or give a good note most anyone can buy and pay for a machine on installments. Many profitable sales are made on time by making the customer feel you are doing them a favor by offering them so useful an article on easy terms of payment. In selling on time get as much cash down as possible and have a stipulated amount and certain time of payment each month.

The trial business may be used in extreme cases, but I would do as little of it as possible. From my experience, the longer a machine is left on trial the less chance there is of selling it. Either the machine will get out of order and discourage the customer or some competitor will come along and while the interest aroused in his machine by a good showing up is still warm, close the sale. When you have shown up your machine thoroughly and your customer has become interested in it, then is the time to close the sale, if possible, either by all cash or a partial payment with the privilege that if the machine is not satisfactory after a sufficient trial it can be returned and another machine supplied or money refunded. In this way many sales may be effected immediately that might otherwise hang fire and never materialize.

It is continuous effort that pays in selling sewing machines as in everything else. Sporadic effort means waste every time. If the dealer has confidence in the machine he sells and talks it up in that spirit and manner that is the impression people will get. The first few machines sold serve only as a foundation, and aid to introduce the machine to your customers, and if a good machine, it gains trade and friends for you. The way to stir up trade is to take some article like sewing machines that there is a demand for and push it continuously. If your machine is better than the one handled by your competitor, give a good honest reason for it. The stronger you can be in your argument the better people will like it. Not only be honest but let the machine show and prove that you are. People, and especially women, like to know the how and why of everything nowadays. Maybe the first sales will be very slow in coming, but they will come just the same and there is no other line in which a Hardware dealer can invest money where it will bring better profit or satisfaction than in a line of good family sewing machines.

Chicago, Ill.

G. H. DIRHOLD.

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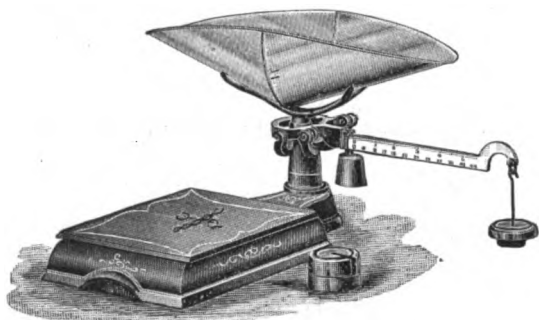
### Osgood Scale Co.'s Plant.

It is with pleasure that we submit to our readers a cut of the factory of the Osgood Scale Company, of Binghamton, N. Y. This company began business in 1865, in a very small way. The factory has been added to and enlarged at different times, and the capacity greatly increased, until to-day it

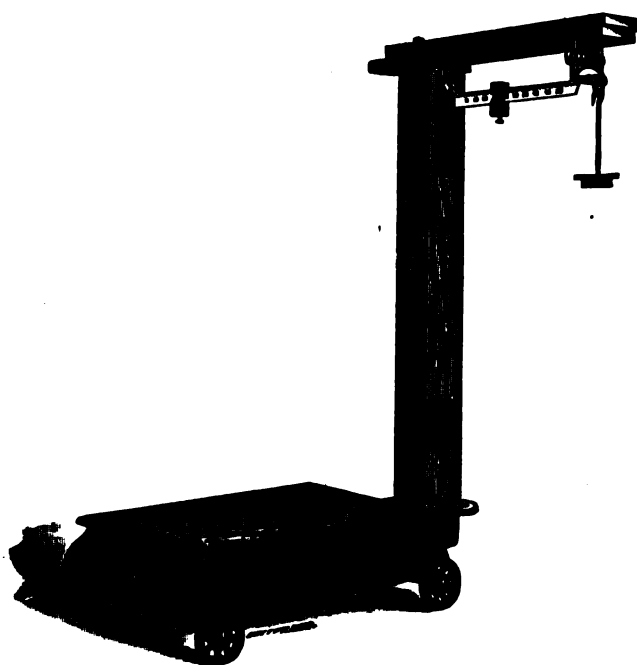
turning out twenty-eight different sized platforms in wagon scales, both in the wood and the iron levers. These they are furnishing both in the double and their well-known triple or combination beam, requiring no loose weights. Another very popular line is the Osgood medium grade line of portable scales, for the agricultural trade. The farmers of this country are demanding more and more a thoroughly reliable



is one of the largest scale manufacturing plants in the country. This company has always had the reputation of turning out thoroughly first-class goods, being made by practical scale makers who have been in the scale business between 40 and 50



years. By aggressive advertising in the best trade and agricultural papers in this country, and through faithful, persistent work on the part of their traveling men, the capacity of



this factory is to-day taxed to its utmost to supply the demand for Osgood scales. This company has won a world-wide reputation for their Osgood combination wagon scales, which they are turning out in larger numbers every year. They are now

scale at a medium price, and the Osgood people have supplied this want. The Osgood line is to-day one of the very best on the market. Thousands of inquiries are taken care of every year, and the list is growing steadily in extent. This company send out very attractive printed matter and a fine hanger, and interested dealers can obtain same by addressing the manufacturers.

### Computing Machines.

A striking tribute to their value by a United States Government official.

Owing to the great amount of statistical work involved in the preparation of the various tables used in the publication of the Department of Agriculture two computing machines were recently installed in that branch of the United States Government and have since been put to a very severe and continuous test. As to the result we quote from the last annual report of the Chief of the Section of Foreign Markets:

"The statistical work required during the year in order to supply the information requested, and especially that involved in the preparation of the numerous tables used in the publications issued, called for a large amount of computing. Through the utilization to the greatest possible extent of the modern calculating machines, with which the office is now fully equipped, the necessary computations were performed with much greater facility than in the past. For several years the section has been making a careful investigation into the relative merits of the various computing machines on the market, and after a thorough trial of the most approved types, two styles have been adopted as meeting most satisfactorily the needs of the office. One style of machine is used exclusively for adding and the other for all work in division and multiplication. The two kinds of machines adopted are employed together to excellent advantage, the work of one supplementing that of the other. Several machines of each style have been purchased, and now practically the entire task of computing, which plays such an important part in the operations of the section, is done by mechanical means. Experience has shown, as regards either style of machine, that the average clerk can do fully three times as much work in computing with the aid of the mechanism as without it. There is also a decided gain in accuracy. In fact, the advantages of machine computing are so clearly manifest that there seems to be little excuse for clinging to the old method. Although the machines purchased by the section were rather expensive, the sum paid for them has already been more than balanced by the gain they have caused in the working efficiency of the office."

### Scientific Exhibit.

New York State's mineral resources exploited. An interesting display at the Pan American Exposition, by the New York State Museum. The Scientific Exhibit of New York State at the Pan American Exposition which was prepared by the New York State Museum is a representative exhibit of the mineral resources of the state. The principal portion of the exhibit is devoted to the iron, cement, salt, gypsum, building stone and clay products. The building stone are shown as cubes, dressed to the uniform size of ten inches. These cubes show the principal styles of stone dressing. The front face is polished, while the top is usually left rock face. Tooth chiseling, fine and coarse pointing and patent hammering are shown on other faces.

Among the specimens shown are granites from Westchester, Essex and St. Lawrence counties; sandstones from Clinton, Washington and Orleans counties; bluestones from Ulster, Delaware, Chenango and Wyoming counties; limestone and marble from Westchester, St. Lawrence, Onondaga, Seneca and Niagara counties. Bluestone is also shown in the form of flagstones, 1 foot by 2 feet in diameter. Roofing slate from Washington county is shown in the usual sizes used in building.

The iron ores of New York which represent nearly every known ore of iron, are shown in three large glass cases.

Among the most interesting specimens are some large magnetite cleavages from Mineville, together with several hundred octahedral crystals from the same place.

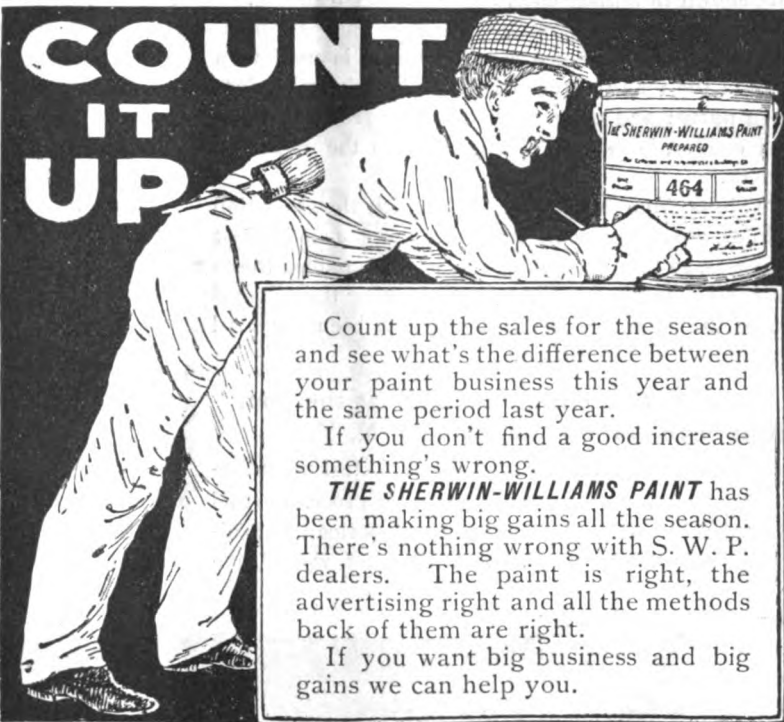
The Limonites from Columbia and Dutchess counties are well represented, together with the carbonate ore from Burden, the Clinton hematite and the hematite from St. Lawrence county. This collection is interesting, not only in showing the mines, now in operation, but of historic interest as well, inasmuch as many of the mines not now in operation are represented by specimens, thus forming a comprehensive exhibit of the State's resources in iron.

The clay exhibit is intended, not only to show the different qualities of clay and kaolin, found in this State, but also the products made from this material. Clay from thirty representative localities of the State is shown in connection with the manufactured products. In this exhibit are also included the shales of New York that are used in the manufacture of brick and terra cotta. Among the many products which are exhibited may be mentioned common brick, vitrified paving brick, sewer pipe, fireproofing material and acid proof brick.

The lime and cement industries are represented in two large cases, five feet square. In this exhibit not only is the crude rock shown, but samples of the finished product are displayed in quart bottles. Here are found lime, natural cement from Ulster, Onondaga and Erie counties, and Portland cement from Greene, Schoharie, Onondaga and Steuben counties. Among the material used in the manufacture of these cements may be mentioned limestone marl, clay and shale.

The salt industry of the state is represented by specimens from the principal producing localities and composed of quart samples of salt, evaporated by every method used in the manufacture of salt. In addition, specimens of rock salt of the different grades used are shown. The localities represented

# COUNT IT UP




Count up the sales for the season and see what's the difference between your paint business this year and the same period last year.

If you don't find a good increase something's wrong.

**THE SHERWIN-WILLIAMS PAINT** has been making big gains all the season. There's nothing wrong with S. W. P. dealers. The paint is right, the advertising right and all the methods back of them are right.

If you want big business and big gains we can help you.



## THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CHICAGO,  
NEW YORK,
NEWARK,  
MONTREAL,
CLEVELAND,  
BOSTON,  
TORONTO,
SAN FRANCISCO,  
KANSAS CITY,

Write 31 Michigan Street, Cleveland for the "B-13" illustrated booklet on our Paints and Methods.

are Syracuse, Warsaw, Gifford, Retsof and Livonia.

The gypsum exhibit is particularly interesting, as showing for the first time the use of New York State gypsum in the manufacture of wall plaster. During the past five years this industry has been developed in New York, until now there are five companies actively engaged in the manufacture of plaster-of-paris and wall plaster from New York gypsum; and a sixth company has purchased a quarry and anticipates using this material during the coming year. Until about 1895 New York State gypsum was used only for land plaster. A more striking exhibit of the New York gypsum may be seen in some of the buildings on the Pan American Exposition. Grounds, in which large quantities of this material are used. Land plaster from various localities are also shown, together with many beautiful specimens of the gypsum rock.

Among the abrasive materials shown, are mill stones from Ulster county, which are manufactured from the Oneida conglomerate; tripoli from Wilmurt, Herkimer county, and garnet from the Adirondacks.

Several manufacturers of sand-paper have furnished an interesting series of different grades of garnet paper, which are used in the manufacture of shoes and in wood working. A large piece of corundum emery from Peekskill is also included in the exhibit.

The oil fields of New York state are represented by fifty specimens, obtained from Steuben, Allegany and Cattaraugus counties, representing all the known oil fields of the State.

One exhibit of peculiar interest is that of the mineral paints. The mineral paints of New York are manufactured from materials coming from six sources; the pre-Cambrian graphite of Ticonderoga; the Cambrian and Ordovician slates of Washington county; the Devonian shales of Delaware and Chautauqua counties; the Rossie iron ores and the Clinton iron ores. A small quantity also is made from the talc of Edwards and Fowler, St. Lawrence county. Samples



of all these materials, showing both the ore and the finished product, are shown in a glass case,  $2\frac{1}{2}$  inches by 5 inches.

Among the miscellaneous minerals shown may be mentioned talc, from St. Lawrence county, which is used to a great extent in the manufacture of paper, in mineral paints and in stove putty; and quartz and feldspar from Bedford, Westchester county, both of which are used in the manufacture of pottery.

All the exhibits from New York State, with the exception of the building stones and clay products, are shown in dust proof glass cases, so that the last visitor will be enabled to see as good an exhibit as the first. A chart, showing the mineral production of the State for the past year has been prepared for distribution at the Exposition.

### E. C. Atkins & Co., Grand Exhibit at the Pan American Exposition, Buffalo, N. Y.

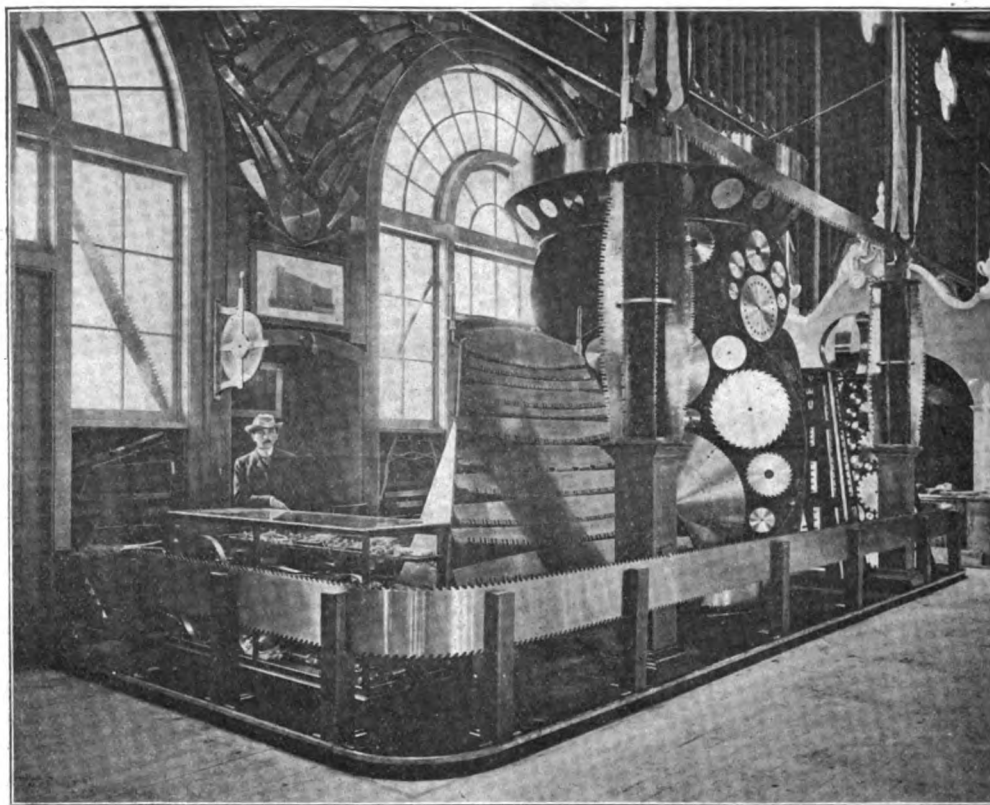
This large and enterprising firm of saw and steel manufacturers, whose policy is to always be ahead of the procession and never lagging behind, decided that the Pan American Exposition which opened at Buffalo, N. Y., on May 1st, would give

and butcher saws, corn, cane, beet and hominy knives, etc. There is also another square pyramid which shows a large number of planing machine knives of all descriptions.

The other end of the space contains a show case in which are kept a full line of saw tools and a rack adjoining holds twelve cross-cut saws varying in length from four to nine feet. The balance of the space is used as an office where may be found all the trade journals, together with writing materials, etc., for the use of the friends and patrons of the company.

One of the features of the exhibit is the railing, which is made of a fourteen inch double edge band saw mounted on oak posts. An arrangement of electric lights and a heavy carpet completes the installations, making an exceedingly rich and attractive display.

The credit is due Edward S. Taylor for the design and erection of this exhibit. Mr. Taylor had charge of the company's affairs at the Paris Exposition in 1900, and will remain at Buffalo during the entire period of the Pan American Exposition, he will be very glad to welcome all visitors to the Atkins' space.



the best opportunity ever offered for the exploitation of their manufactures for the North and South American trade. Consequently, they have taken a very prominent space opposite the main entrance of the Machinery and Transportation Building, where has been erected the most pretentious display of goods ever shown by a saw and machine knife manufacturer.

The space occupied is thirty-three feet long by thirteen feet wide and the wall back of it is fifty-four feet long and fifty feet high, thus giving a splendid chance for the display of saws of all kinds. The wall is cased in oak and covered with red velvet, upon which are mounted hand and small circular saws of all kinds, arranged in artistic designs.

A revolving cylinder fifteen feet high and nine in diameter occupies the middle of the floor space. On this are mounted many large solid and inserted tooth circular saws ranging from 88 inches in diameter down, the whole apparatus being turned slowly by an electric motor in the cellar. The space at one end of the exhibit is occupied by a large square pyramid on which are mounted a complete line of hand, kitchen

The object of advertising, in a general sense, is to educate the human mind to think best of your goods when thinking of goods in your line at all—and to attain this requires a skill in arousing, sustaining and directing attention that no school master or college professor in the world is required to exercise in a like degree with his unwilling pupils. But the public can learn, will learn and does learn under the able and energetic efforts of the persistent advertiser.

GEO. H. BURN.

The \$20 gold piece weighs 516 grains, Troy weight. There are 480 grains to the ounce. Therefore this piece of money weighs within 36 grains of a full ounce—an inappreciable difference when held in the hand. The \$10 piece weighs 258 grains, or sixteen more than half an ounce. The \$5 piece weighs 129 grains, or within a fraction of a quarter of an ounce. If any one were to pick up a bag containing \$5000 in gold he would find it heavy. It would weigh, standard weight, 268.75 ounces, or 24 pounds, approximately. He wouldn't go far with it.

## RECENT TRADE PUBLICATIONS.

E. W. Bliss Co., Brooklyn, N. Y. 1901 Catalogue No. 3 having reference to the "Bliss" Straight-Sided Power Presses. This is a handsomely printed and illustrated catalogue on a superior grade of paper to show the half-tone illustrations to the best advantage, which it certainly does, and in it are fully exploited the class of presses to which the title refers, which includes those formerly made by the Stiles & Parker Press Co., as well as the present company. These presses were awarded the Grand Prize at the Paris Exposition of 1900, and show some of the greatest improvements the skill of our American machinists have produced in this especial line. The graphic illustrations and clear descriptions convey every possible point of information that the purchaser could demand.

TIFFIN WAGON Co., Tiffin, Ohio. Catalogue No. 1 of their line of Farm Wagons, Corn Shellers, Cider Mills, Brick Machines and other brick yard supplies. This is a catalogue of 56 pages, with a very attractive cover, artistically lithographed, and giving in its contents full illustrations and descriptions of the important productions for which this company are noted. Their line of Farm Wagons is full and complete, the descriptions are exceedingly clear, and as each article is accompanied by the list price, makes it a good catalogue to order from. They seem to make a large variety of these goods, enough to fill the most exacting demands. The contents of the catalogue also include a large line of "Tiffin," "Favorite," "Challenge" and O. K. Corn Shellers, running from primitive styles to those more scientific in their operation, prices being in proportion. Considerable space is given to the description and illustration of Automatic Brick Machines, those designed to be run either by horse or steam power, together with several other appliances having application to the same line of business.

ASHTABULA TOOL Co., Ashtabula, Ohio, manufacturers of the "Diamond" brand Forks, Rakes and Hoes, have issued a pamphlet catalogue of 28 pages, handsomely illustrated throughout, not only with the articles catalogued, but also interspersed in the text are a number of illustrations of farm and other scenes that add to its interest and attractiveness. It is printed in two colors, giving it a unique appearance, and being printed on excellent paper, is worthy of being preserved in a Hardwareman's library for future reference. They manufacture a full line of steel goods, including two, three and four tine Hay Forks in a large variety of styles; Header Forks, Barley, Hay Baler and Manure Forks, Spading and six-tine Digging Forks, Potato and Manure Hooks, Garden Hoes, Mortar, Street and Weeding Hoes, Cast Steel and Malleable Iron Garden Rakes, Lawn Rakes and Sidewalk Scrapers. Included in its contents is a large variety of special goods, such as Vegetable Scoop Forks, Cotton Seed and Sugar Beet Forks, Barn, Stone and Tanners' Forks, together with Coke and Coal Forks. In the construction of these special goods the company have achieved a deserved reputation, and the Hardware trade will find the catalogue one well deserving of their attention.

STANDARD CASTER AND WHEEL Co., 318-326 East 23d Street, New York, who have so successfully introduced their new Standard Ball Bearing Caster, deserve considerable credit for the unique methods they adopt for exploiting their goods to the trade. They are in the habit of distributing weekly something new bearing upon the publication of the many merits of their important caster, and these are printed on

heavy cover paper, usually in colors as regards typography, and invariably written in a style that will bear perusal and increase the favorable impression already formed from the reading of similar matters that may have preceded the one under inspection. It is a part of the plan that no two of these shall be exactly alike either in shape, size, color, illustration or reading matter, and the natural result follows beyond a doubt that the recipient desires to know more about the article that is exhibited by the manufacturers in such an attractive form. In almost every one of these, the point is made that they will gladly send a "sample set" of any caster that the receiver of their circular matter might be interested in, feeling convinced that it possesses merits of its own that will make further correspondence a natural corollary.

WILLIAM T. WOOD & Co., Arlington, Mass., have recently issued their 1901 catalogue in which is illustrated and described their extensive line of first quality Ice Tools, which has been made by them for a period of time that the veteran Hardware dealer can scarcely remember the commencement of, the company having been established in 1834. The catalogue shows a number of their regular goods that have been greatly improved. As the company state in their introduction, "The fourth generation is now beginning to mingle its progressive vigor with the experience and ripened judgment of the third," and this statement is very cleverly carried out in the contents of the catalogue. Among the numerous important items referred to are the "Perfection" Cultivator, or Field Planer, which is claimed to be the best article for the purpose ever produced, no marking being needed; "Perfection" Plows and Markers, Patent Extension Guide for Markers and Plows; and Three-Tined Needle Bar. In the manufacture of many of these improved tools, steel has taken the place of iron in a number of particulars, and this is especially the case with chisels, tongs and other articles requiring stiffness, every effort being made by the manufacturers to get up an artistic ice tool which will be regarded as "just right" in weight and temper. Full descriptions accompany every illustration; in fact, the descriptions are sufficiently diffuse so as to leave no possible question to be asked. Included in its contents, in addition to the numerous tools required for the cutting and storing of ice, they illustrate a large variety of Ice Tongs in all the styles required by the various sections of the country; also a great assortment of Ice Axes, long and short handled, together with a full variety of smaller tools, including Hand Ice Saws, Ice Shaves and Breakers, "Crescent" Ice Saws, Scales, etc., etc. It is a valuable catalogue of this special class of tools.

MICHIGAN STOVE Co., Detroit, Mich. The advertising methods of the Michigan Stove Co. are well known to almost all the dealers in Stoves throughout the United States, but it may not be universally known that they publish in connection with this, a medium denominated the "Garland Magazine." It is published in regular editions, with the expectation that it will be "distributed by the stove merchants to prospective stove buyers." The attractive manner in which it is prepared and illustrated throughout with the products of this company, and full descriptions specifying the numerous advantages that pertain to each of the several patterns of stoves, make it an admirable medium for advertising such goods. It also contains excellent reading matter, valuable information; popular music is frequently added, and it is undoubtedly welcomed and preserved by all who receive a copy. We have before us a sample copy of the "Trade edition," having reference to Steel Ranges and Cooking Stoves, and the excellent manner in which it is prepared calls forth the above remarks.

## NEW GOODS AND SPECIALTIES.

### Dixon's "Graphitoleo."

Joseph Dixon Crucible Co., Jersey City, N. J., among the numerous specialties made by them that are handled with advantage by the Hardware trade, manufacture "Graphitoleo," which in the present age of "coaster brakes," has been found almost indispensable to the rider of an up-to-date wheel. It avoids all the disadvantages that formerly came from self-oiling tubes and other methods of keeping the wheel in good order while on the road. It has been found a superior article



DIXON'S "GRAPHITOLEO."

to anything in the shape of oil for bicycle use, whether on brakes, chains or bearings, needing but a very small quantity to obtain the best results. It is furnished the trade in collapsible tubes, as shown in the illustration herewith, and in order to make it easy to apply, it will be noticed the manufacturers have added a nose to the tube, so that the contents of the tube can be easily injected into the brake. This improvement has largely increased the sale, and it is certainly well worth the attention of the Hardware dealer handling bicycle sundries.

### Rogers' "Puritan" Pattern.

Simeon L. & George H. Rogers Co., Hartford, Conn., are perpetuating the name of Rogers in connection with the manufacture of silverware, and as they are not in the combination which controls a larger part of this industry, they claim to possess an interest worthy the attention of the Hardware trade. In connection with the exploiting of their products, they give a history of the Rogers trade-mark, which may prove interesting reading to our subscribers. We present the same in this connection.

"In 1846 three brothers—Simeon, Asa and William Rogers—commenced to plate spoons and forks in Hartford, Conn. This was the beginning of the original Rogers Brothers Manufacturing Co. In 1857 William Rogers left this company and started Rogers, Smith & Co., in Hartford, Conn. In 1858 Simeon and Asa Rogers went to Waterbury, Conn., and started the Rogers & Brother Co. They both withdrew from this company in 1861, and as both the Rogers Brothers Manufacturing Co. and Rogers, Smith & Co., had failed in 1862 and went out of business, the three brothers formed the mark of 1847 Rogers Bros., and leased the use of it to the Meriden Britannia Co. In 1863 William Rogers withdrew from this

contract and afterwards started the Wm. Rogers Manufacturing Co., in Hartford, Conn., in 1865."

Trade-Mark:

Trade-Mark:  
**\$ \$ ROGERS**

Trade-Mark:

**\$ \$ ROGERS BROS.**

Among the number of handsome patterns they are placing on the market to support the claim they make in regard to the superiority of their product, we present one of their favorite patterns, the "Puritan," which shows the artistic excellence of their several designs. They manufacture a full line of

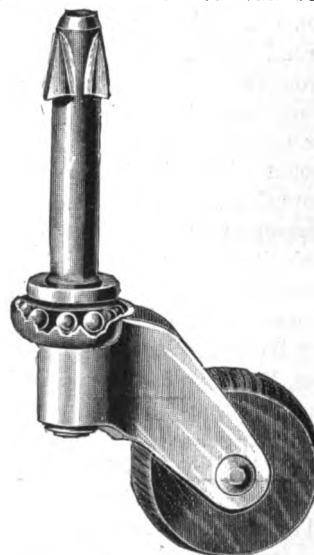


ROGERS' "PURITAN" PATTERN.

table ware, including the plainer styles as well as the latest from an artistic standpoint, all of which are fully described in their catalogue, which may be had for the asking.

### Standard Ball Bearing "Philadelphia" Caster.

The Standard Caster and Wheel Co., 318-326 East 23d Street, New York, have revolutionized the sale of furniture casters by the production of the Standard Ball Bearing Caster, which is made in all the various patterns demanded by the wants of the furniture trade. It is claimed to be the only caster in the world that is stamped from steel or other wrought metal throughout, there being no cast iron or any other castings used in any part of it. As there is nothing to break, the strain being so equally distributed, it is perfectly free from friction. The steel ball bearings make the



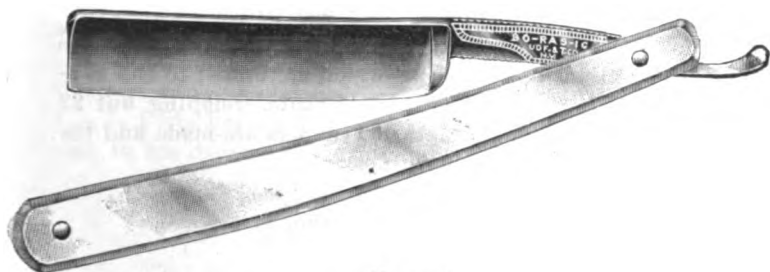
STANDARD BALL BEARING "PHILADELPHIA" CASTER.

heaviest piece of furniture easy to move about. It is manufactured by the company in three styles: Letter A, an "Oblong Plate Caster," intended for extra heavy furniture; Letter B, "Standard Ball Bearing Stem Caster," designed to fit the Standard socket, and Letter C, "Standard Ball Bearing 'Philadelphia' Caster," which is their newest and latest addition to the line, and of which we give herewith an illustration showing the ball bearings and its other features. It is claimed by the manufacturers that they are rapidly superseding all the older and more primitive styles of casters.



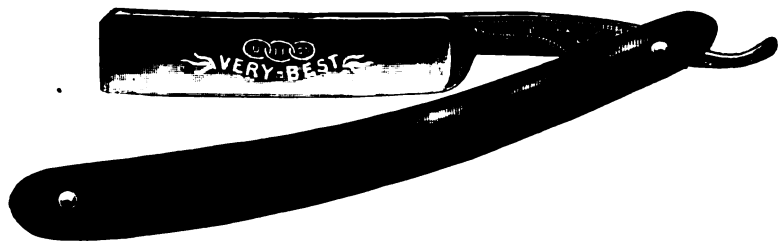
## Sterling and Borasic Razors.

The Smith & Hemenway Co., 296 Broadway, New York, and the Utica Drop Forge & Tool Co., are offering the trade their improved line of Sterling and Borasic razors, shown in the accompanying cuts. One of the advantages claimed for these razors is that they present a complete uniformity, as all these goods are made to gauge and are ground exactly alike. The four patterns which we illustrate below represent four of their latest types which they will have ready for the market during this month. One feature they claim is that the backs of their razors are perfectly straight, and the edges being parallel, they are more easily stropped than any razors made where the blades vary in width.



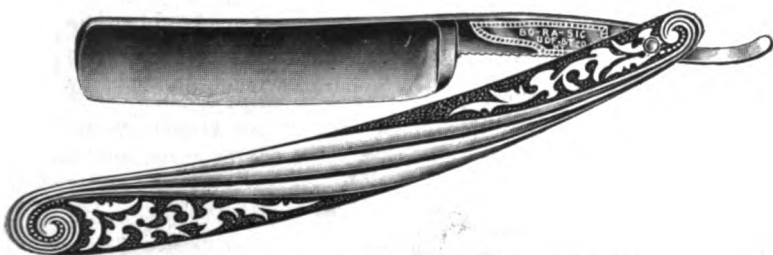
No. 93226.

No. 93226 is a full Hamburg concaved razor with gimped back and tang, double shoulder and white ivoroid handle. The blade is exactly  $2\frac{7}{8}$  inches long. This is gotten up for shaving extra stiff beards.



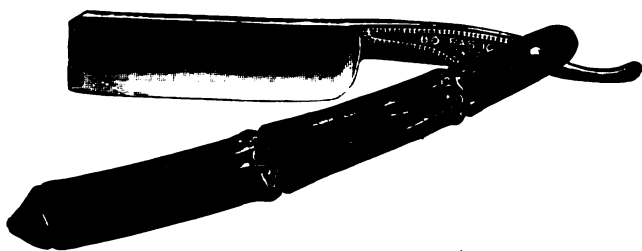
No. 9472.

No. 9472 is what they term "Utica's Best," and they guarantee this razor to do all that is required of a razor. The Hamburging on this is  $\frac{1}{8}$  inch wider than any other razor made by them. This is beautifully finished and warranted to be first-class.



No. 83527.

No. 83527 has a gimped tang and fancy celluloid handle. This shows the construction of their round point. They do not make the ordinary style of a perfectly round point, but make it as would commonly be termed a medium. This razor is three-fourths hollow ground, and they advise the use of this among the ordinary trade rather than an extra hollow ground.



No. 83715

A very pretty style is their No. 83715. This has a short blade and is called "the moustache razor." It has a beautiful imitation shell handle and is perfectly balanced.

They state that in addition to these styles they will put out between 75 and 100 all told when their line is complete. They are using the borasic steel in the construction of all of their razors. They claim to be experts in handling this grade of steel, as they have been working it for a number of years.

In addition to manufacturing a complete line of American razors, the Smith & Hemenway Co. are sole importers in the United States of the celebrated John Engstrom frame back goods and the Ran-Tan-Ka-Rus "Red Devil" razor, which is made in two patterns, a straight barbers' pattern and a curved pattern for individual use.

The lines of goods controlled by this company are fully set forth in their "Green Book of Hardware Specialties," which will be sent the trade on application.

## Hibbard's Improved Adjustable Hollow Auger.

C. B. Hibbard Mfg. Co., Grand Rapids, Mich., are placing before the Hardware trade Hibbard's Improved Adjustable Hollow Auger, the general appearance of which is indicated in the accompanying illustration. All wearing parts are manufactured from the best quality of steel. It is provided with pivoted steel jaws, and will cut tenents from  $\frac{1}{4}$  to  $1\frac{1}{4}$  inches. Among its numerous features may be mentioned the fact that it has a graduated scale, best quality of tool steel knives, and steel cap and shank, and is provided with a



HIBBARD'S IMPROVED ADJUSTABLE HOLLOW AUGER.

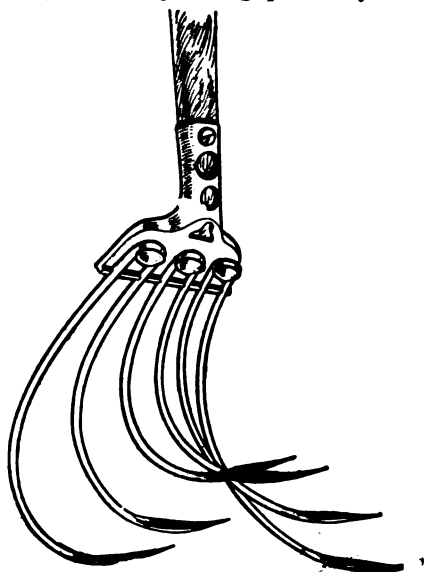
movable malleable iron stop. To adjust, it is only necessary to loosen the steel nut and turn thumb gear, which brings the centre of jaws in line with centre of shank. It is claimed by the manufacturers that actual tests prove it to be the smoothest and fastest tenent cutter now offered the trade. The manufacturers have had twenty-five years' experience in products of this character, and refer to this their latest with the greatest confidence in its underlying merit. They also are manufacturers of spoke pointers and shaves, and other wagon and carriage makers' tools. Catalogue and prices will be sent on application.

## New Garden Cultivator.

The Garden Cultivator Co., 1107 Clark Avenue, St. Louis, Mo., are placing upon the market an entirely new article in the way of a Garden Cultivator that is meeting with considerable popularity in the trade. It is made from spring

**PATENTS** Preliminary Consultation Free.  
HENRY J. MILLER,  
55 Equitable Building, BOSTON.

steel, oil tempered, has six teeth or prongs, with polished face, and weighs about three pounds. In planting and cultivating it is intended to take the place of a spade, hoe, rake and marker, and, as claimed by the manufacturers, works with greater facility and achieves more direct results with less labor. By its use, it leaves the ground pulverized and level, and makes the process of planting quite easy. The back may

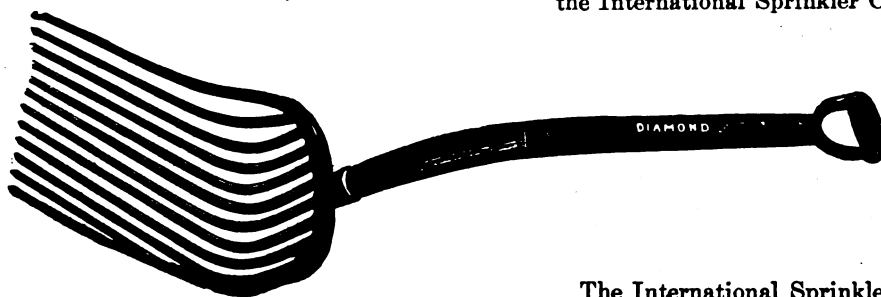


NEW GARDEN CULTIVATOR.

be used as a marker, as it enables the operator to mark two rows seven inches apart at one stroke. The teeth are then used to draw the dirt from both sides, giving the seeds an even covering. In use the cultivator need not be raised out of the ground, but can be pulled through, making it easier and better than pushing with a wheel hoe. Having a long handle and six small, sharp teeth, it enables the user to cultivate around blackberries and raspberries without necessarily coming in contact with the thorns. It is claimed to be superior to almost everything in the line for such an operation as loosening the surface around a grapevine, the teeth entering hard or soft ground with equal ease.

#### "Diamond" Cotton Seed Fork.

Ashtabula Tool Co., Ashtabula, Ohio, manufacturers of the "Diamond" brand of forks, rakes, hoes, etc., among their numerous special forks adapted for unusual requirements, are manufacturing the "Diamond" Cotton Seed Fork, of which we give an illustration herewith, which has met with



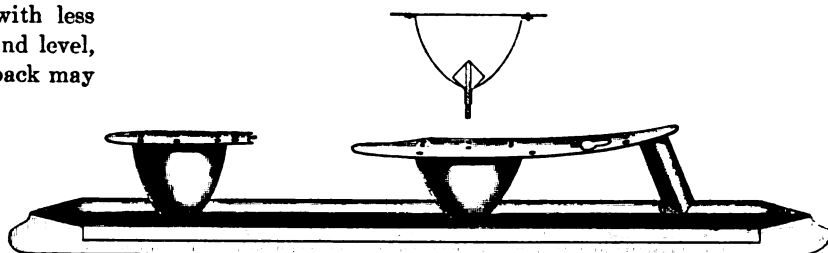
"DIAMOND" COTTON SEED FORK.

considerable popularity and a large and extended sale. They are made scoop-shape or flat in either style, and are constructed from one solid piece of cast steel, being fitted with wide and heavy strap ferrules. They are made in two styles, 10 and 12 tines, the length of tines being 16½ to 17 inches, and the width of the fork running respectively at middle, 14 to 16 inches, according to size.

#### "Swedoh" Tubular Racing Skate.

We show herewith cut of the "Swedoh" Tubular Racing Skate, manufactured by the Union Hardware Co., Torrington, Conn. (Tower & Lyon, 95 Chambers Street, New York.) This skate is very handsome in appearance, is light and strong. While designed as a racing skate, it will be found ad-

mirable for all skating purposes. The runners are made of high grade tool steel, 1-16 of an inch in thickness, and are very hard. Brazed to the runner is a diamond-shaped tube extending the entire length, which supports the runner so that



"SWEDOH" TUBULAR RACING SKATE.

it cannot spring nor warp. The foot plates are fastened to the runner by means of steel shells which are brazed to the runner tube, thus making a very rigid skate, weighing but 22 ounces per pair. Three lengths of runners are made and the following sizes can be supplied:

- 14 inch runner, 10½ and 11 inch.
- 16 inch runner, 10½, 11 and 11½ inch.
- 18 inch runner, 11, 11½ and 12 inch.

#### The International Sprinkler Company.

To purchasers and users of Automatic Fire Extinguishing Apparatus.

The General Fire Extinguisher Co., of Providence, R. I., has, for more than a year past, threatened the International Sprinkler Co., of Philadelphia, Pa., and its customers, with suit for alleged infringement of Letters Patent No. 372,220, dated October 25, 1887, to F. Grinnell, and Letters Patent No. 415,166, dated November 12, 1889, to J. R. Freeman, R. W. Newton, No. 514,163, dated February 6, 1894.

The International Sprinkler Co. advise purchasers and users of its automatic fire extinguishing apparatus that it has caused to be made a complete and exhaustive examination as to the validity of the patents named, and as to their alleged infringement by the International Sprinkler Co.'s apparatus, and has been led to the undoubted conclusion that the claims of said Letters Patent alleged to be infringed by the International Sprinkler Co.'s apparatus are invalid and void, because they do not cover anything that was patentably novel at the dates at which said respective patents were issued, and to the further conclusion that no valid rights under said Letters Patent have been infringed by apparatus made and sold by the International Sprinkler Co.

The International Sprinkler Co. advised the General Fire Extinguisher Co. of this conclusion more than a year ago, and the said last named company failed until within a few days past to bring any suit against the International Sprinkler Co. for said alleged infringement. Said suits have just been begun, and they will be defended by the International Sprinkler Co.

The International Sprinkler Co. desires to inform purchasers and users of its fire extinguishers that should any suit or suits be begun against them for alleged infringement of said apparatus upon the patents above named, it will, at its own expense, defend said suit or suits and hold the purchasers and users of its apparatus harmless from any recovery of profits, royalties, damages, or costs, incident thereto.

INTERNATIONAL SPRINKLER CO.,  
CLARKE MERCHANT, President.

## REVIEW OF THE MARKETS.

**Wire Nails:** There is still a steady demand for Wire Nails, but not of so large volume as has characterized the season's trade. Prompter shipments are more largely the rule than heretofore, but complete orders covering all the sizes desired are among the rare events. The few offerings from outside plants have so far affected the market but little. The continued steady demand for this staple has caused favorable comment from the jobbing trade, showing the advantage of a stable market. Quotations remain without change as follows: f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in ten days:

To jobbers in carload lots.....	\$2.30
"    less than carload lots.....	2.35
To retailers in carload lots.....	2.40
"    less than carload lots.....	2.50

**New York prices.** with a demand about as usual for this season of the year, prices remain firm at following quotations:

To retailers, carload lots on dock.....	\$2.53
Small lots at store.....	2.60

**Cut Nails:** The limited demand now prevailing in the Cut Nail market is one natural to the season's present requirements. Prices are steadier in many ways than at any time during the season, and the following quotations are unchanged: f. o. b. Pittsburgh, plus the actual freight to point of destination, terms 60 days, or 2 per cent. discount for cash in ten days:

In less than carload lots.....	2.10
Carload lots.....	2.05 to 2.10

**New York prices.** With only a fair demand, but good for the period, prices remain as previously noted.

To jobbers in carload lots on dock.....	\$2.13
"    less than carload lots on dock.....	2.18
Small lots from store.....	\$2.25 to 2.30

**Barb Wire:** The mills were in hopes of catching up on some of their back orders, and removing the feeling of uncertainty in regard to orders being filled in time, which is held by many jobbers, who are still shy of a full supply; but supplementary orders keep coming forward, showing the jobbers are poorly supplied with any surplus stocks, and indications point to the mills running on full time for many weeks to come. No change in quotations, which remain as follows: f. o. b. Pittsburgh, terms 60 days or 2 per cent. discount for cash in ten days:

To jobbers in carload lots, Painted.....	\$2.60
"    Galvanized.....	2.90
"    less than carload lots, Painted.....	2.65
"    Galvanized.....	2.95
To retailers in carload lots, Painted.....	2.70
"    Galvanized.....	3.00
"    less than carload lots, Painted.....	2.80
"    Galvanized.....	3.10

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** The steady conditions as to demand and supply continue quite favorable in the Plain Wire Market. The demand has been so excessive during the season now passing, a number of manufacturing plants outside the combination announce their ability to supply several of the ordinary grades of market wire. The increasing usefulness of this commodity in many lines of manufacture, however, keeps up a steady demand, which the stability in prices has done much to encourage. Quotations remain without change as follows: f. o. b. Pittsburgh, terms 60 days, or 2 per cent. for cash in ten days:

	Base sizes.	
	Plain.	Galv.
To jobbers in carload lots.....	\$2.25	\$2.65
"    less than carload lots.....	2.30	2.70
To retailers in carload lots.....	2.35	2.75
"    less than carload lots.....	2.45	2.85

The above prices are for the base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the advances indicated in the following table:

Plain Fence Wire Advances (Catch Weights).		Galvanized.	
Nos.	Base.		\$0.40 extra.
6 to 9.....	\$0.05 advance over base.....	.40	"
10.....	.10	.40	"
11.....	.15	.40	"
12 and 12½.....	.25	.40	"
13.....	.25	.40	"
14.....	.25	.40	"
15.....	.45	.75	"
16.....	.55	.75	"
17.....	.70	1.00	"
18.....	.85	1.00	"

For even weight bundles, 50 pounds and over, 5 cents per bundle advance on above.

**Cordage:** There is but slight change to note in the market for Cordage, prices remaining about previous quotations, as given below, with a rebate of ¼ cent on carload lots of Manila.

	Pounds.	Cents.
Manila, 7-16 inch and larger.....	10½	
¾ inch.....	10½	
½ inch and 5-16.....	11½	
Sisal, 7-16 inch and larger.....	8	
¾ inch.....	8½	
½ inch and 5-16 inch.....	9	
Lath Yarn, medium and coarse.....	7½	
Jute Rope, No. 1.....	6½	
No. 2.....	5½	

**Binder Twine:** A more active market on Binder Twine is noticeable, especially in the Western territory, and the good supply of raw material has kept the market in a fairly good condition without radical changes in prices. The following quotations are for small lots of twine, a rebate of a ¼ cent per pound being entertained for carload lots, f. o. b. Eastern factory.

	Pounds.	Cents.
White Sisal, 500 feet per pound.....	7½	
Standard, 500 feet per pound.....	7½	
Manila, 600 feet per pound.....	9½	
Pure Manila, 650 feet per pound.....	11½	

**Linseed Oil:** Prices have twice advanced since our previous issue, and the following are the latest quotations by the Dean Linseed Oil Co., under date of June 20th:

In lots of less than 5 barrels.....	71 cents per gallon.
In lots of 5 barrels or more.....	70 cents per gallon.

The five-barrel prices applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.	
Calcutta Oil, 85 cents per gallon.	

### THE PHILADELPHIA TRADE.

The end of the Spring season is now in sight and yet there are no reports from manufacturers of a let-up in trade—on the contrary, it is still exceedingly difficult to get some goods, and conditions in this respect are scarcely better than they were a month ago, while constant complaint is heard of the advanced cost of raw material.

Under such circumstances, prices are naturally remaining very even in tone, and the only changes being an upward direction. The warmer weather is keeping up the demand for seasonable goods, and it is rather surprising that, in spite of the cold and backward season, it is very evident that the stocks do not remain in the hands of the retailer, but are rapidly passing into consumption.

It is clear that labor is well paid and has money to spend.





and no doubt many are now enjoying the comforts of life who formerly found it difficult to procure the necessities. The flurry is still without any depreciable effect on trade, and the outlook for the Summer and Fall trade is good.

BIDDLE HARDWARE CO.

#### THE BALTIMORE TRADE.

Following the month of May, memorable for its days of rain, June was ushered in under conditions most unfavorable; cold, damp and with lowering clouds, only to break away into those fair and beautiful days that poets love to dream and write about. In consequence of continued cool and cloudy weather, the farmers were about two weeks later than usual in getting their seasonable crops into market, such as peas and strawberries, but at present the prices ruling are high and supply large, so we can anticipate immediate improvement in collections that have been sluggish for several weeks. Advices from the potato section of our territory are most encouraging, and unless something unforeseen occurs to mar the bright prospects now so apparent, we will have a large and healthy Fall business. We this month enter upon what we term our quiet season, when small or filling-in orders take the place of good sized stock orders, and if they continue coming, as at present, we can justly feel proud and happy.

H. W. WEBB & SONS.

#### THE BIRMINGHAM TRADE.

It now appears that June will be the most quiet month of the year so far. We have just completed stock taking and are preparing for the Fall season. The season is about over on many lines of goods used by the farmers. The prospect for Fall trade is pleasing. With a firm market and good demand, we do not see why business should not be fair. We find a tendency among some of the trade to get out in advance of the season when the goods will be required, hoping thereby to obtain some advantage of his competitor who waits until goods are needed before offering them. We would be glad to see practices of this kind corrected, since it leads to demoralization by inducing over-buying; it also provides a temptation to the one who follows and sees the orders all placed to cut prices for effect, thus producing demoralization and often resulting in harsh criticisms. Such sales must always be guaranteed and offer inducement to hunt for cut prices. Some people will make closer prices when it is known to be needed to use against a guarantee of this kind. Hence, the better plan will be found to wait until the goods are needed before offering them. We are glad to believe that this custom has been amended some, and hope it will be abandoned altogether.

MOORE & HANDLEY HARDWARE CO.

#### THE PITTSBURGH TRADE.

May was a cold, wet month, but notwithstanding, a good month for business. Sales ran ahead of any month up to

date, establishing a new record, and June opened with good promise of equaling May. Early closing of wholesale business houses, with Saturday half holiday, during the Summer months has now become an established custom. It would be well for customers to remember this when ordering by mail, and get their orders in the hands of the wholesaler by Friday evening, if goods are wanted to be shipped on Saturday.

The convention of Credit Men held in Cleveland this month was of interest to all merchants. Credit ratings are being rapidly reduced to a science in the hands of the members of this Association. It should be the endeavor of all honest merchants, both wholesale and retail, to assist in having accurate and full reports accessible to interested parties, and withholding such information should act as a bar to credit buying. Collections are good.

LOGAN-GREGG HARDWARE CO.

#### THE COLUMBUS TRADE.

There is no falling off in the volume of business yet, and the chief trouble is to get goods. Never in our experience have we been so annoyed in getting goods as this year. We are just in receipt of a letter from The American Steel and Wire Co. saying they cannot ship us any more barbed wire before the latter part of July. We have had standing orders all the year, and have not had barbed wire one-half of the time this year. We can get nails and smooth wire with some degree of promptness; but there is outside competition on both nails and smooth wire, but none on barbed. We cannot believe that The American Steel and Wire Co. are running all their machines on barbed wire. If they are, they could keep nearer up, but what object they have in starving trade, is what we cannot understand.

The demand for harvest tools and binder twine is unusually good, and it looks very much like a shortage on twine, especially pure manila. There has been too much rain in some parts of the State for corn, and it is not looking well. Weeds thrive in such weather. Too much rain is as bad as not enough; but there is plenty of time yet for corn. The strike among the carpenters, machinists and moulders is affecting the city trade some. The papers announce each day that the differences are about adjusted and the strike is practically over, but it is something like our Philippine war, is still entirely unsettled, but we have faith that both will be settled some of these days.

THE SMITH BROS. HARDWARE CO.

#### THE ST. PAUL TRADE.

The crop conditions in our territory are improving every day. A fair return is assured, and it may be that we shall have an extraordinary crop if conditions continue to be good. This includes the States of North and South Dakota, Minnesota, Wisconsin, Iowa and Montana, and we certainly now feel that our people are favored.

The scarcity of some lines of goods is causing us much inconvenience, particularly barbed wire, for which there is an extraordinary demand and no supply. The jobber and retailer are blamed because they do not have a supply, and it does seem strange that it should be short, because it has always been understood that if the mills desired to, they could make at least ten times as much as the demands could possibly be.

Prices on all lines are firm, with no prospect of a break.

C. W. HACKETT HARDWARE CO.

#### THE OMAHA TRADE.

The volume of business continues unusually large even for an active season, and the demand can hardly be assigned to any individual line, but covers the entire list. The feature of the unusual scarcity in barbed wire is still maintained, and many other seasonable and other goods are almost as hard to get. Builders' Hardware and tools are in large and active demand, emphasizing the prosperity of the country, and

FACTORIES:

PROVIDENCE, R. I.  
PAWTUCKET, R. I.  
BEAVER FALLS, PA.  
PATERSON, N. J.  
ANDERSON, IND.  
KENT, OHIO

FILES.

RASPS.

OWNED  
AND  
OPERATED BY THE

**NICHOLSON**  
**FILE CO.**

BRANDS:

NICHOLSON.  
AMERICAN.  
GREAT WESTERN.  
KEARNEY & FOOT.  
ARCADE.  
MCCLELLAN.  
EAGLE.  
"X. F."  
GOLD  
MEDAL.

PROVIDENCE, R. I., U. S. A.

dealers tell us that many of the buildings now being erected through the country districts are demanding a fine grade of bronze Hardware, where a few years ago a 25 cent rim lock was thought good enough for buildings of this class. Some little anxiety was felt in regard to the wheat crop a few weeks ago on account of dry weather, but general rains throughout the State have relieved this anxiety, and prospects for a large crop of small grain were never more favorable.

Collections could hardly be improved.

RECTOR & WILHELMY Co.

#### Increasing Exports on Tin Plates.

American manufacturers of tin plate are making rapid gains in their attempt to enter the foreign markets of the world. To be sure, their exports are yet small as compared with the domestic demand which they are meeting, but they are again reducing the imports, which temporarily increased in 1900 under the excessive demand and extremely high price of materials, and are at the same time increasing their exports in a manner which proves interesting to those who have watched the development of this comparatively new industry in the United States. The figures of the Treasury Bureau of Statistics show that the exports of tin plates from the United States, which in the ten months ending with April, 1899, amounted to only 183,955 pounds, and in the ten months ending with April, 1900, to 275,990 pounds, were, in the ten months ending with April, 1901, 1,306,100 pounds. In imports of tin plates the figures for the ten months show a material decrease as compared with the quantity imported during the same period of the preceding fiscal year, being 98,609,722 pounds, as compared with 123,598,773 pounds for the ten months' period of last year.

Our total exportations of tin plate in the fiscal year 1901 seem likely to be from 8 to 10 times those of 1899, while the importations of tin plates into the United States promise to be little more than one-tenth those of 1891, the year of the largest importation of tin plates into the United States, and but about one-fifth of the average annual importation during the five years prior to the establishment of the tin plate industry in the United States.

The record of tin plate prices during the past two years shows a remarkable fluctuation, largely due to the unusually high price of material in 1900. Quotations for tin plates furnished to the Treasury Bureau of Statistics show the price per box of 100 pounds of tin plates of Bessemer steel in New York in April, 1901, as \$4.20, the uniform price since January 1, 1901; in January, 1900, the price was \$5.50, while in January, 1898, it was \$3.80. Meantime the price of Straits tin used in the manufacture of tin plate has increased from

13.82 cents per pound in January, 1898, to 34.62 cents in July, 1900, and thence downward to 26.2 cents on April 19, 1901, and again advancing to 23.15 cents on June 1, 1901; while steel billets increased in price from \$15 per ton in January, 1898, to \$35 per ton in January, 1900, since which date the price has fluctuated considerably, finally becoming practically stationary at \$28 per ton in March, 1901.

The following table, from the annual report of the American Iron and Steel Association, shows the production of tin plates and terne plates in the United States during each calendar year from 1892 to 1900:

Year.	Long Tons.
1892 .....	18,303
1893 .....	55,182
1894 .....	74,260
1895 .....	113,666
1896 .....	160,362
1897 .....	256,598
1898 .....	326,915
1899 .....	360,875
1900 .....	302,655

The following table shows the imports of tin plates into the United States in each calendar year from 1890 to 1900:

Year	Tons.	Dollars.
1890 .....	329,435	\$23,670,158
1891 .....	327,882	25,900,305
1892 .....	268,472	17,102,487
1893 .....	253,155	15,559,423
1894 .....	215,068	12,053,167
1895 .....	219,545	11,482,380
1896 .....	119,171	6,140,161
1897 .....	83,851	4,366,828
1898 .....	66,775	3,311,658
1899 .....	58,915	3,738,567
1900 .....	60,318	4,617,813

The following table shows the exports of tin plates from the United States in the ten months ending with April, 1899, 1900 and 1901, respectively:

Ten months ending April 30.	Quantity exported. Pounds.
1899 .....	183,955
1900 .....	275,990
1901 .....	1,306,100

Employer—You are discharged, sir, for gross neglect of duty.

Sam—Will you please give me a recommendation testifying to my aptitude for work?

Employer—Why, certainly.—*Ex.*

# STANLEY RULE & LEVEL CO.

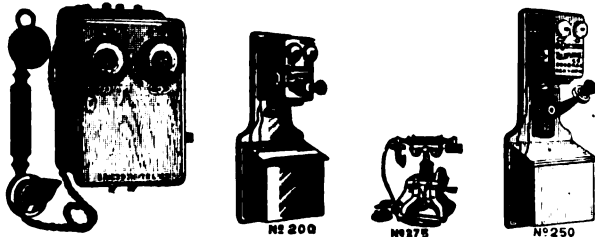
NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

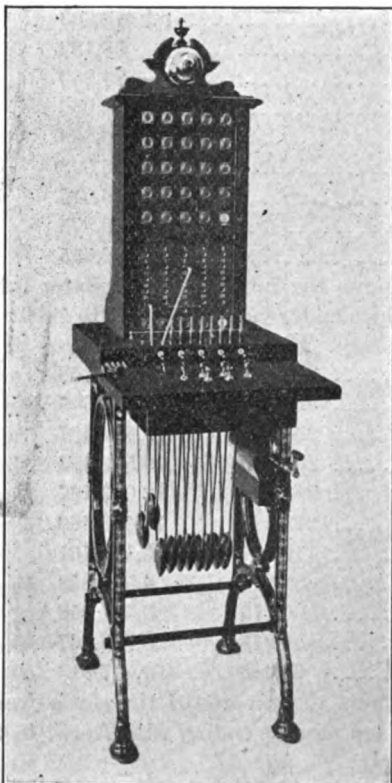
SOLD BY ALL HARDWARE DEALERS.

### The Ericsson Telephone Co.'s Pan American Exhibit.

We have been informed by the Ericsson Telephone Co., 296 Broadway, New York City, that the Ericsson telephone was awarded first prize at Paris, 1881; Madrid, 1883; Vienna, 1884; Stockholm, 1886; Copenhagen, 1888; Chicago, 1893.



Also that their exhibit in Paris in 1900 was from the St. Petersburg, Russia, factory, which was also awarded first prize. This year their exhibit of a 50 subscriber switchboard and a few of their different telephones at the Pan American Exposition at Buffalo is made in Section S, of the Electricity Building, and W. Jac Marland will have charge of exhibit.



A cordial invitation is extended to all their friends and patrons to inspect their exhibit and talk over their instructions. They are exhibiting their goods in connection with others, in a collective electrical exhibit which will doubtless prove of interest to many of our readers.

### Aluminum Bronze Powders.

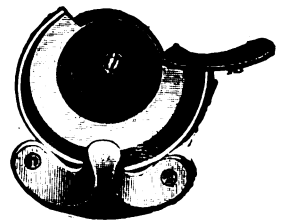
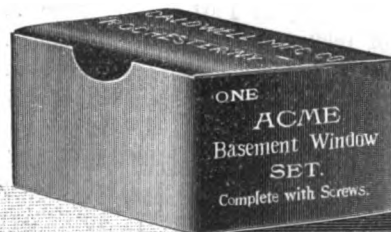
Germany is the home of bronze powder manufacture, and the method of making aluminum powder in that country is first to roll the aluminum into thin strips or ribbons, then beat it into leaf by power hammers, and finally stamp it into powder. Much of the aluminum powder is sold for silver bronze. The silver bronze is not made from silver, but from a cheap alloy having the color of silver. It is sold for less per pound than the aluminum, but the silver bronze being heavier, a pound of aluminum bronze will cover much more surface and is really cheaper. There is a tendency to adulterate the aluminum powder with other metals, which destroys the lustre and decreases the value of the powdered aluminum. If the pure article is wanted it must be made from pure metal and kept from other powders. Scrap aluminum will not answer for making a fine grade of powder.

The uses of aluminum bronze powder are everywhere in evidence. It is used as a paint for covering iron, lead, zinc, wood, etc., in all forms. A common use at present is in covering letter boxes. Of late years stove manufacturers have been using it for the coating of stoves and in the trimmings. In some cases it has replaced tin plate. The paint is being used extensively on steamers and yachts. It is probable that the next few years will see a much larger consumption of aluminum bronze powder than at present. It is considered an ideal coating material for the use of plumbers, steamfitters and stove manufacturers. When mixed with the proper grade of varnish it adheres readily to iron, lead and zinc, and the paint is not affected by varying temperatures and gives a clean, neat appearance to radiators, pipes and stoves.

Powdered aluminum has received recently an extremely interesting metallurgical application in the reduction of refractory oxides to the metallic state. By mixing the powder with oxides and igniting the mixture an intense heat is generated, which is sufficient to melt the reduced metal.—*The Aluminum World*.

### ACME BASEMENT WINDOW HARDWARE,

In Sets Complete, with Butts and Screws.  
SAVE TIME.

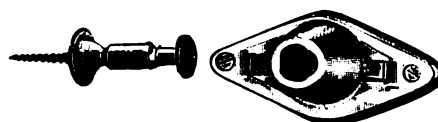


PAT. APPLIED FOR.

A Fastener which binds sash tightly into frame, excludes cold air and prevents rattling.

Write for Circular.

**Caldwell Mfg. Co.,**  
4 JONES ST., ROCHESTER, N.Y.



AN AUTOMATIC CATCH  
To hold sash open. Much easier than Hook and Eye.



## The Making of Saws, from the Crude Material to the Finished Product.

In almost every household is to be found a hand saw, but little does one accustomed to use or handle the tool think of the amount of labor which must be expended in the manufacture of it. Nor does one appreciate the many operations which must be gone through before the rough black sheet of steel becomes the finished and glistening saw, which may be bent end to end only to spring back in place without leaving a trace of the strain which has been sustained.

In its variety of industries, Newark can boast of one of the largest saw works in existence. Here hundreds of saws of all varieties ranging from the smallest surgical instrument to the great "buzz saws" used in lumber camps, are turned out daily. By far the greatest portion of the factory's output consists, however, of the higher grades of hand saws. It is this type which requires the greatest care and skill in its various stages of manufacture. In the first operation toward the making of a hand saw large black sheets of crucible steel, rolled to the proper gauge, are fed into a shearing machine. Here they are cut into the proper shapes, and a "blank" is formed. Stops are arranged on the table of the machine so that when the sheets are fed against them they will be in the desired position for the knife to cut into the proper shape. When the sheet is in position the operator trips the machine by means of a foot lever. Instantly the knife descends, cuts the blank and returns to its former position; remaining there until brought into play again by the operator.

### CUTTING THE SHEETS.

The shape of the knife used determines the character of the cut. For a straight-back saw, a straight cut is taken, but a curved blade produces the blank for a hollow-back saw. The knife on the machine has a slanting edge. The object of this is to bring only a point of the knife in contact with the metal at one time. The cut begins at one edge of the sheet. As the knife descends the cut spreads across to the other end. Through this method the cut is not only more even, but less power is required to operate the machine.

The blanks are taken from the machine, presumably of the same size and thickness. In order to ascertain whether the steel used is of the proper gauge and the blanks of the correct size, each blank is weighed, this being the simplest method. The blanks must next be "toothed," or, in other words, the teeth must be formed. This process is ingenious in its simplicity. The blanks are fed between two small rollers, which, revolving at an even speed, bring the blades to pass over a die and in the path of a flycutter. This cutter consists simply of a solid wheel about ten inches in diameter, with a V-shaped tool protruding from its face. When the machine is set in motion and the blank is brought before the flycutter, the tool strikes the blank with each quick revolution of the wheel, nicking out little triangles of steel and leaving the teeth in their crude form.

The cutter wheel revolves at a much higher rate of speed than do the feed rollers. For instance, while the feed rollers have advanced the blade an inch the cutter wheel has made nine complete revolutions, and consequently nicked nine teeth to the inch. The feed rollers always turn at the same pace, but the speed of the cutter wheel is altered, according to the number of teeth required per inch. If the machine has been running on work with nine teeth to the inch, and it is desired to put on fine work with eighteen teeth per inch, the speed of the cutter wheel is simply doubled. This is accomplished by substituting various combinations of change gears.

### IN THE HARDENING FURNACE.

After the proper number of teeth have been nicked in the blank it is passed between a pair of steel pressure rollers, so that the burrs which generally project from the notched spaces are removed. This leaves the edges of the teeth

smooth, and although the blank has been given its form, it is far from being a finished saw blade. It now looks as if it were made of ordinary sheet iron, but it is about to undergo a test which only the finest of steel can endure. At this stage the blank is soft. It must be brought through a series of operations which will allow it to assert its character, and the next step is one of greatest value to the tool.

The blank must be placed in a hardening furnace. This furnace is built up of brick, with a floor of tiling. Underneath this floor a fire is built, which heats it to a glowing red. The blade is placed on this floor, and when it has attained a "cherry red," the operator takes it out with a pair of tongs and quickly plunges it edge first into an oil bath. This process gives the blade the hardness and brittleness of glass; in fact, it is termed "glass hard."

In order to remove the brittleness it must now be tempered, or a certain amount of this extreme hardness removed. This is done by bringing the blade in contact with the heat of less intensity than that which it underwent in the hardening furnace. It is accordingly placed in a tempering furnace. This is, in reality, a hot press. It consists of two heated dies with smooth surfaces. The blade is placed between the dies, and they are pressed together as tightly as possible. This straightens the blade, taking out any warping which may have resulted from the hardening. Having been in the press a sufficient length of time, it is ready for the next step—the "smithing." Here the saw is hammered and flattened and made perfectly straight. Great precision and experience is required in this work.

### GRINDING THE BLADE.

Grinding is the next operation. A great grindstone, revolving in water, does the work. The blade is pressed firmly against the stone by an auxiliary wheel controlled by a double screw and a handwheel arrangement at the top of the machine. First the center blade is run through and ground evenly on both sides, and here it assumes its first degree of brightness. A good saw is thinner at the back than at the cutting edge, consequently the blades must be ground to a taper. The blades are again fed between the grindstone and pressure plate, and are returned automatically to the hands of the feeder, who puts them through again and again until they are ground to the proper gauge.

The back of the blade is ground to taper from the teeth to the back and from the handle to the point. The tooth side and hilt are of an even edge. All high-class saws are ground to taper. The benefit of this feature in practice can readily be realized. It makes it impossible for the back of the blade to catch or "stick" in the kerf while taking a long cut.



The "CANTON"  
All Galvanized Cans  
Are the BEST  
BECAUSE THEY ARE MADE  
OF THE  
BEST Material  
in the BEST way  
at the BEST price.  
A TRIAL  
WILL CONVINCE YOU.  
J. H. ELLER & CO.,  
CANTON, O.

The grinder becomes expert in the work, and by carefully feeling the weight of the blade can tell quite accurately when it is properly ground. When he thinks it is nearly finished he tests it with his gauge, and when found to be correct it is passed on to the next operation—that of “drawing,” which is in reality, another grinding or polishing operation.

Here the blade is ground by hand against a fine wet grindstone, and the surface is prepared to take the high polish which is given in the next stage on the “glazing machine.” This machine consists of a large wooden wheel faced with walrus hide and a pair of reversible rollers running ordinarily in the same direction as the polishing wheel and controlled by a lever to the left of the operator. The blade is placed on the rollers, dusted with emery powder and brought up firmly against the revolving polishing wheel.

#### BLOCKING.

About six inches of one end are glazed first, then the reverse end of the blade is started through, and when the point previously polished has been reached the rollers are reversed and the blade has been given a beautiful sheen.

Another important step requiring much skill on the part of the mechanic is now in order. It is that of “blocking.” Each blocker is provided with an anvil and a lignum-vitæ block, on which he hammers the saws so that they shall not be too fast or loose, but shall possess the proper tension, spring and character. If the saw is what is termed “fast,” the metal is too long on the edge and needs hammering through the centre, or if too “loose,” the metal must be stretched on the edge. All saws of whatsoever kind are made loose through or toward the centre, so as to keep the edges stretched tight. This enables them to cut in a straight line, as otherwise they would run zig-zag through the kerf.

The blades are then burnished, this operation taking out all marks of the blocker's hammers and imparting a high finish. The teeth are next set, each tooth being set by a stroke of a hammer. Experienced workmen perform this operation with remarkable accuracy and rapidity. Setting the teeth of a saw consists of bending them so that one tooth is inclined to the right and the next to the left and so on throughout the whole length of the blade. It will be seen that they thus protrude slightly beyond the side of the saw. This is necessary so that they may make sufficient clearance for the body of the blade. It is also a help to the principle of preventing the saw sticking in the cut.

The tooth is then ready to receive its edge and the blade undergoes filing. In most instances this is done on a machine especially designed for this purpose which performs the work entirely automatically. In the case of very fine saws the filing is done by hand.

#### TEETH ARE SET FIRST.

It may be noticed in this connection that the teeth are first set and then filed, quite contrary to the practice of many carpenters, who file the teeth first and then set them. The object of setting the teeth first is to avoid the possibility of injuring them after they have been filed, as it has been found that the reverse practice sometimes results detrimentally to the blade.

An extremely important operation now awaits the blade—that of stiffening. The different processes of hammering which the saw blade has passed through have altered the arrangement of the molecules in the steel. In order that they may assume an arrangement which shall give the blade the desired qualities and elasticity, it is stiffened by being dipped into a bath of sperm oil heated to 700 degrees. The blade is allowed to remain in the bath for a short time and then the oil is allowed to drip off. The blade is dried in sawdust and it is ready for the etching-room.

Here the name, brand, trademark, etc., are etched on with acid. Impressions of whatever it is intended to etch on the bright surface are taken with transfer ink on porous paper, from steel plates embodying the design. This is done by a small hand press, similar to those used in engraving work.

The paper with the ink is then placed on the blade, and after a slight rubbing the paper is moistened and taken off, leaving the ink impression on the surface of the blade; the surrounding space is then varnished so as to be protected from the acid. Nitric acid is then applied with a brush, eating in wherever the steel is not protected by the transfer ink or varnish. This produces the desired marking. After being washed in lime water, so as to be freed from the acid, the blade is ready for the final operation, that of handling.

#### MAKING THE HANDLES.

Thoroughly seasoned and selected lumber is placed in a heated room and dried for the handles. It is then planed down to an even thickness and then sawed into small pieces. The markers describe the shape of the handles on a strip with pencils around a sheet-iron pattern. About four strips of the wood are nailed together and they are cut out by band saws. A hole is bored in the centre of each handle and the middle is cut out by the use of a jig saw. “Jimping” is the next operation. The roughly cut handles are brought in contact with swiftly revolving cutters and the edges rounded. The filers next take hold of the handles and work them into a finished shape.

They are then held against a belt to which sand is glued and a smooth finish given them. The next step is varnishing and polishing, after which comes “slitting,” as it is called in the factory, or the process of sawing the slot in the handle in which the saw blade rests. Then the handles are bored and countersunk so as to admit the fastening bolts. The woods used chiefly in the making of the handles are beech, cherry, apple, walnut and hard woods from South America. Beech is probably more universally used than any.

#### Homely Relatives of Diamonds.

The closest relative of the diamond is a smooth black substance called graphite, says a writer in *St. Nicholas*. In one form you handle it every day, for graphite is used in making lead pencils. Gas carbon is a cousin of the diamond, and is obtained, as you might imagine from the name, in the process of making gas. Only three things come from bituminous coal—gas, coal-tar and coke. Gas carbon is another name for coke. Now, the diamond gives exquisite and inimitable sparkles of light, which makes it of great value as a jewel; but it gives only the pleasure of possession. Its sober-hued cousin, coke, affords broad beams of light, making the path of night easy to travel and lessening the crime that used to prevail in dimly lighted streets, for from coke the long black pencils, or “carbons,” used in arc lights are made.

The American Steel & Wire Co. have included a wire and nail plant in the St. Louis district in their holdings. This plant, lately operated by the Merchants' Wire Co., at Granite City, Ill., has a capacity of about one hundred tons daily. It has been over-crowded with business for some weeks, and will now be taxed to its full capacity under more favorable conditions in the manufacture of plain and barbed wire and wire nails. It is thought that it will now be able to catch up on deliveries.

It is estimated that within a radius of sixty miles of Pittsburgh, not less than 150,000 men are employed in mills and factories, and that the capital invested is not less than \$2,000,000,000. This is a concentration of industry and enterprise that certainly was not in the ambitions of Pitt or the dreams of Penn. Pittsburgh is becoming the hub of an empire wheel, and in fact is looming up as the iron and steel metropolis of the world, nor is it lacking in its Carnegies to exploit its resources and direct its destiny. It is, however, but the seedling of others that are yet to be born in the family of giants, with the United States as papa.

Be prompt in all things.

Consider well, then decide positively.

**"DIAMOND" Cotton Seed Forks**

*Made scoop shape or flat from one solid piece of steel.  
Fitted with wide or heavy strap ferrules.*



OUR COMPLETE LINE WILL INTEREST  
YOU. Ask for Catalogue.

**ASHTABULA TOOL CO., ASHTABULA, OHIO.**



ERIE, PA., March 13th, 1900.

GENTLEMEN:—Replying to your favor of the 9th, would state that we have received the Miller ladders and have given them a very good test, and would say that we consider them the best ladder we have ever had.

Yours very truly,  
EDISON ELECTRIC LIGHT & POWER CO.

For Catalogue and Description, Write to  
**MILLER LADDER CO.**  
204 Orleans St., Chicago, Ill.

The "Miller" is a radical departure from the conventional style of step ladder. It has an individuality entirely its own which has won for it recognition as the standard ladder in the decorating trades.

### Kitselman Bros.' New Wire and Nail Plant.

By a deal just consummated Muncie, Ind., is to have added to her list of large manufacturing establishments another, which will employ 300 skilled men and produce goods which have not before been included in the many and varied products of Muncie's factories.

For four or five weeks the Kitselman Brothers, proprietors of the large woven wire fence and portable woven wire fence machine factory in Council Street, have been negotiating with the Standard Sanitary Manufacturing Co., of New Jersey, for the purchase of what is known as the Patton Hollow Ware plant, East of the city. The negotiations terminated successfully, and Muncie is to be benefited by the immediate installation of a wire and nail mill with a hundred ton capacity. The woven wire fence business of the Kitselman Brothers has been growing so rapidly that they had considerable difficulty in getting wire in sufficient quantities to supply their needs. They therefore concluded to put in a mill and make their own wire.

The greater portion of the machinery has already been contracted for. Mr. Herbert Clifford formerly with the American Steel and Wire Co., who has had years of experience in the wire business, has been employed by the Kitselmans and is now in Muncie ready for active operations which will begin at once.

The plant and the necessary machinery and supplies to equip it will represent an investment of \$125,000 to \$150,000, and when in full operation will give employment to 250 to 300 men. This added to their present force will make a total of 400 to 450.

The grounds and buildings acquired by the Kitselman Brothers are, in location and arrangement, especially adapted for a factory of this kind. The grounds contain eleven acres, giving plenty of room for the contemplated additions to the large buildings already on the grounds, which consist of a main building 450 x 50 feet with an engine room addition, a foundry room which will be used by the new occupants as galvanizing quarters 130 x 250 with an 80 x 50 L and a warehouse running full length of the building and L, a warehouse

150 x 100 and storage room 50 x 125. Switches from the Big Four and L. E. & W. now connect the factory site with those lines and the right of way of the C., I. & E. and C., R. & M. is just across the river. Work will be started at once on the first gas well to be drilled near the plant, and it is expected to secure on grounds from wells drilled sufficient fuel to supply the mill.

Judge John H. Baker, of the United States Circuit court, recently handed down a decree, holding that the Kokomo Fence Machine Company had infringed the letters patent of Alva L. and D. M. Kitselman, the owners of the patent for woven wire fence, and enjoining the defendant from making, using or selling in the United States machines which infringe on their letters of patent.

This decree makes Kitselman Brothers the only manufacturers of a portable woven wire fence machine in the world, and as a ready-to-put-up fence made on their looms is surrounded by all the safeguards in letters of patent, they have almost a monopoly on this product, there being but one fence at all similar and that one not considered in competition. At the present time Kitselmans have eight looms running night and day turning out this product and yet cannot keep up with their orders. As soon as the wire plant is in operation they propose to put in 50 looms, using the entire product of their wire mill and turning out each day fifty miles of coil spring wire fence. The new plant is to be in operation September 1.

Russia took first place in 1900 as regards turning out naval vessels, while England and France dropped behind considerably. Germany followed Russia, with Japan third and England fourth. Russia's quota was two first-class battle-ships, one first-class armored cruiser, eight destroyers; and three first-class battleships, one first-class armored cruiser, one second-class cruiser, two third-class cruisers and three destroyers were launched. As for England, only two first-class armored cruisers, one third-class cruiser, four sloops and eighty destroyers were commissioned.—*Exchange*.

Dare to do right, fear to do wrong.



## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### Incorporations, New Stores, etc.

Bowling Green, O.—W. H. Duncan.

Falls Creek, Pa.—A. E. Dun, of Reynoldsville, has broken ground on his Main Street lot, upon which he will erect a store room and conduct a Hardware store.

Hamilton, Ont.—The F. A. Carpenter Hardware Co. has been incorporated with a capital of \$25,000.

Longmont, Colo.—E. D. Welker Hardware Co. has been incorporated. Capital stock, \$10,000. Incorporators, E. D. Welker, W. Cole, R. A. Kiteley.

Mobile, Ala.—A new enterprise for Mobile has been put on foot by the organization of the Mobile Hardware Co., of which G. M. Luce is president, A. Lewis, vice-president, J. Holcomb Quill, secretary and treasurer, and G. Preston Martin, general manager. The new company will do a general Hardware business, with headquarters on Dauphin Street.

Mart, Tex.—Parmer Hardware Co. has been incorporated; capital stock, \$10,000. Incorporated by C. L. Parmer, C. T. Young, W. A. Findley.

Northboro, Mass.—John Wakefield, formerly of C. B. Frost & Co., Hardware store, has moved to Shrewsbury where he has opened a branch store for the same firm.

West Millgrove, O.—Wm. Stuart has embarked in the Hardware business, putting a stock of goods in the front part of his blacksmith shop.

### Changes and Improvements.

Anderson, S. C.—The Hardware firm of Brock Brothers is soon to be incorporated and converted into a joint stock company under the management of Walter S. Brock, a member of the old firm, and L. L. Hatcher. The name of the new concern is to be Brock Hardware Co.

Grand Rapids, Mich.—F. D. Flye and F. J. Meyer have retired from partnership in the Antrim Hardware Co. M. J. Flannelly and S. H. Beach will continue the business.

Hinsdale, N. H.—H. W. Taylor has purchased the interest of his partner, W. O. Stebbins, in the stove, tin and Hardware business, located in the Stebbins block.

Houston, Tex.—The Bering-Cortes Hardware Co. announce that they are now operating as a corporation, but the management continues the same.

Kansas City, Mo.—The Richards & Conover Hardware Co. has paid \$36,500 for the site of its proposed new building. The property consists of a lot at the northwest corner of Fifth and Wyandotte Streets,

which fronts eighty feet on Fifth and 175 feet, including a fifteen-foot alleyway, on Wyandotte.

Louisville, Ky.—The W. B. Belknap & Co. Hardware, has filed amended articles of incorporation increasing the common stock \$250,000. The total common stock is now \$1,000,000.

Minneapolis, Minn.—A brick Hardware house is to be erected at First Avenue and First Street South. The Mutual Building Co. has purchased through Clarkson Lindley the property at the northwest corner, and the building to be erected on it will be occupied by Janney, Semple, Hill & Co.

Montgomery, Ala.—The firm of Teague, Barnett & Co., wholesale Hardware dealers, after a prosperous career of twenty-five years, have closed out their business, and the well-known firm has passed out of existence. G. W. Barnett, who was a member of this firm during its entire life, has formed a partnership with W. R. Barnett, who has been connected with the same firm for the past ten years, under the style of G. W. Barnett & Son. They are located temporarily in the store adjoining the Windsor Hotel, where they are soliciting business from their friends and former patrons.

Old Forge, N. Y.—Moses Cohen has leased for a year the store of E. F. Abbott and will have his stock of Hardware removed as soon as some slight changes can be made, providing for the accommodation of the post-office in the store.

Presque Isle, Me.—A. M. Smith & Co. have dissolved partnership and Mr. Smith will continue the Hardware business.

Paterson, N. J.—Morton Clark has sold his Hardware store at the corner of Ellison and Main Streets to Nehemiah Vreeland.

Portland, Me.—The wholesale Hardware business of Houghton, Clark & Co., 131 Middle Street, has been sold to Edwards & Walker, of this city. The business will be continued at the old stand until the new store in the United States Hotel building is ready to take the stock.

Reading, Pa.—J. Peter Koch, Hardware dealer, 226 South Ninth Street, has enlarged his store by adding the adjoining room, at 226½ South Ninth Street. He has greatly increased his stock and made a number of improvements.

Roanoke, Ala.—Griffin & Satterwhite have begun the building of a commodious two-story brick annex to their large Hardware and hotel building.

Sidney, O.—F. O. Routson, formerly of this city, has formed a partnership in the Hardware business at Troy.

St. Louis, Mo.—Plans have been prepared for a new ten-story building for the Northeast corner of Fourth Street and Washington Avenue, to be occupied entirely by the Norvell-Shapleigh Hardware Co. This company will succeed the Shapleigh Hardware Co. July 1.

Syracuse, N. Y.—The old-established firm of Diel & Co. has removed from 225 West Fayette Street to 210 South Clinton Street, and consolidated its business with the Syracuse Hardware & Iron Co., where they will conduct a wholesale and retail business in general Hardware and house furnishing goods. Frank Diel is the vice-president and general manager of the Syracuse Hardware & Iron Co., and his two sons, Charles and Alfred, are also associated with him.

### Recent Fires.

Wellsville, N. Y.—Fire in the cellar of Otis & Day's Hardware store caused an explosion which wrecked the rear of the store. Partially insured.

Whitby, Ont.—Fire in Gross & Gringer's Hardware store did \$18,000 damage to the building and stock.

Greeley Center, Neb.—M. Murphy. Partially insured.

Wilson, N. Y.—Perrigo's Hardware store.

### Burglaries in Hardware Stores.

Marietta, Pa.—Stump & Mueller. Loss, \$200.

Bristol, Tenn.—Mitchell-Powers Hardware Co. Loss, \$40.

Columbus, O.—Seeley & Beery, \$10.

Central City, Neb.—W. L. Morris. Loss, \$100.

Eufaula, I. T.—Eufaula Hardware Co. Loss, \$80.

Hopkinsville, Ky.—Gardner, Green & Co., guns, pistols, etc.

Muncie, Ind.—Scott Hardware Co., \$100.

Wayne, Mich.—J. C. Cozadd, \$75.

### Embarrassments.

Marshalltown, Ia.—W. S. Loree, a Hardware merchant, has filed a voluntary petition in bankruptcy in the United States court. He schedules liabilities of \$7,183, of which \$6,747 is unsecured claims owing jobbers, and assets of \$13,700. The stock is put in at \$4,000, accounts at \$2,500, and insurance at \$2,000.

Grand Ridge, Ont.—Reuben Eckert, Hardware merchant, has gone into bankruptcy, and his assets will be ample to pay his debts, amounting to over \$3,000.

Mechanicsburg, Ohio—Judge Heiserman has appointed J. F. Mumma as receiver for the Hardware firm of Legge & Stuart. Mr. Mumma gave bond in the sum of \$15,000, with F. M. Clemans and John C. Sceva as sureties.

New York, N. Y.—The Broderick Supply Co., dealers in heavy Hardware and woodenware, at 44 Rose Street, has made an assignment to Thos. H. Rose. The company was incorporated under New York laws in September, 1893, with a capital stock of \$1,000. Morris Nunan is president and Peter C. Nielsen secretary. The liabilities are about \$10,000 and the assets are not yet known until an inventory is made.



# WHEN YOU SEE VARNISHES

BEARING THIS LABEL

**You may be sure**

**they are the best made.**

**CARRIAGE VARNISHES,  
RAILWAY VARNISHES,  
PIANO VARNISHES,  
WOOD FINISHES**

VARNISHES AND JAPANS OF ALL GRADES, AND FOR EVERY USE KNOWN.

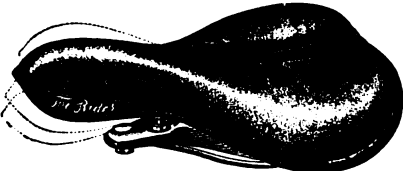
**BERRY BROTHERS LTD.**

NEW YORK, 252 PEARL ST., BOSTON, 520 ATLANTIC AVE., BALTIMORE, 22 E. LOMBARD ST.,  
PHILADELPHIA, 26 & 28 N. FOURTH ST., CHICAGO, 15 & 17 LAKE ST., CINCINNATI, 304 MAIN ST.,  
ST. LOUIS, 112 FOURTH ST., SAN FRANCISCO, 12 FRONT ST.

**FACTORY & MAIN OFFICE, DETROIT.**

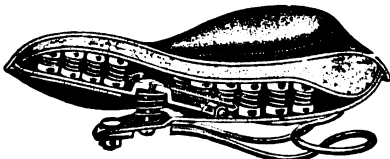
**IF YOU HANDLE VARNISH IT WILL PAY YOU TO DROP US A LINE.**

## "THE RIDER"



The Only Bicycle Seat made that is Absolutely Comfortable and Durable.

In the "Rider" Saddle we have all the objectionable features eliminated. Its unique features are its *upholstered seat* and *adjustable nose*.



"Its Nose is Adjustable, Soft and Flexible,"  
Hence impossible to hurt or injure.

**THE PRICE WILL SURPRISE YOU.**  
Ask about it.

—MADE BY—

**RIDER SADDLE CO.**  
194 Grand River Ave.,  
Detroit, Mich., U. S. A.

**F. B. A NAIL FILE**  
No. 11 that does the work



**The Best Water Purifier**  
Is undoubtedly the New Process Sanitary  
**EAGLE WATER STILL.**

Simple to operate. Converts the foulest water into water of crystal purity, revitalized, delicious and palatable to the taste. A child can operate it. No household complete without it. No expense.

Special inducement prices to the trade.  
For particulars address  
**Health & Comfort Supply Mfg. Co.,**  
Dept. 9,  
CINCINNATI, O.



Indoor.

## THE NULITE

750 Candle Power

### ARC ILLUMINATORS

Produce the Finest Artificial Light in the World.

**Superior to Electricity or Gas. Cheaper than Kerosene Oil.**

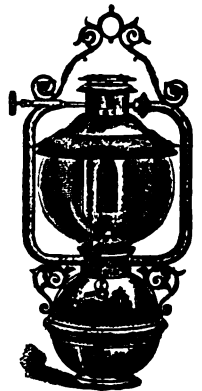
**NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.**

*They are Portable. Place them anywhere.*

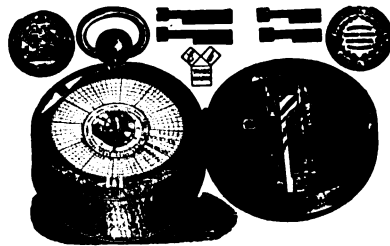
Table Lamps, Pendants, Wall Lamps, Chandeliers, Street Lamps, etc.

They sell at sight. Big discounts to Hardware men.  
Write for Catalog and Prices.

**CHICAGO SOLAR LIGHT CO.** 81 Fifth Ave., CHICAGO.



Outdoor.



**STANDARD OF THE WORLD.**—Awarded 12 Medals for PORTABILITY, SECURITY and GENERAL ADAPTATION for purposes intended.

Endorsed by fire underwriters everywhere. Reduces rate of insurance.

Used exclusively U. S. Life Saving Service, Railroads, Mines, Hospitals, Institutions, Banks, Breweries, Express Companies, Refineries, Hotels, Residences, Factories, Stores, etc. Compels the watchman to make systematic visits to every part of your property, and records his exact whereabouts during the entire night.

Write for Catalogue and Special Prices to Dept. C.

**E. IMHAUSER & CO.,** 206 Broadway, New York.



Forks for every purpose that forks are wanted.

New Ideas our watch word.



## THE WILLOUGHBY FORK



OUR CATALOG FOR A POSTAL.  
OUR PRICES FOR A LETTER.



Every fork made from one piece crucible steel, carefully forged, scientifically tempered, artistically finished.



## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Incorporations, Etc.

Kokomo, Ind.—The Kokomo Wire-Nail Co. has been formally organized with \$1,000,000 capital stock, headed by A. A. Charles. The company proposes to employ eight hundred men.

Louisville, Ky.—Articles of incorporation have been filed by the Louisville Shovel Co. with a capital stock of \$50,000. The incorporators are J. P. Ouerbacker, D. Davis, H. Klapheke and A. Davis.

Leechburg, Pa.—The Shovel Co., which has located in the Mesta foundry property, is fitting up the plant and will soon be ready to manufacture shovels. This firm will employ 75 to 100 skilled workmen in addition to laboring men.

Meyersdale, Pa.—A new industry for Meyersdale is a lock factory for the manufacture of a lock invented by H. W. Eicher of this place. The factory is equipped with machinery for making 1,000 locks per day, and will employ about twenty hands.

Minneapolis, Minn.—The North Dakota Lignite Stove Co. has been incorporated with a capital stock of \$20,000 for the purpose of manufacturing stoves, ranges and heating apparatus generally for the use of lignite as fuel.

Newark, N. J.—The National Clinometer Co. have had articles of incorporation recorded at the county clerk's office. Its capital stock is placed at \$100,000. The object of the concern is to manufacture clinometers and squares under letters patent obtained by John P. Johns. Incorporators, Clement R. Johns, of Austin, Tex.; Walter M. Annette, of New York City; John J. Berry, of Newark, and William E. Hoyt, of New York City. The office of the company will be at 810 Broad Street.

New Bedford, Mass.—A new industry has just been established in this city, under the firm name of F. D. McGee & Co., located in the old Pierce & Bushnell building. The industry is that of manufacturing door securers for fastening doors independent of lock or key. It is an invention of Mr. McGee, and was patented last October.

Newark, N. J.—The Safety Lock Co. has had articles of incorporation recorded in the office of the county clerk. Its object is to manufacture and sell locks, bolts, keys, etc., and its office will be at 62 Lafayette Street, where Joseph De Mars will act as agent. The capital stock is fixed at \$5,000. The incorporators are John Kleymyer, of Brooklyn, Joseph De Mars, of Newark, and Richard Grant, of East Orange.

Pawtucket, R. I.—At the office of the Secretary of State have been filed the articles of incorporation of the Potter & Johnston Co., of this city, the incorporators

named being James C. Potter, John Johnston and Lyman M. Darling. The capital stock is divided into \$100,000 preferred stock and \$300,000 common stock. This incorporation has been secured to validate an alteration in the form of company engaged in machine manufacture. According to the papers filed the incorporators will engage in the business of manufacturing, buying, selling, operating, using and dealing in machines, machinery tools, implements and appliances of every kind and nature.

Quincy, Ill.—The Weller Pattern Co. has filed its articles of incorporation. It will make stoves and machine patterns. The capital stock is \$8,000. The stock is held by F. S. Weller, John J. Sass and F. J. Frey.

Syracuse, N. Y.—The S. V. Merriman Screen Co. has been organized in this city for the purpose of manufacturing window and door screens. The company consists of S. V. Merriman, G. H. Avery, John J. Laass and Harry B. Smith. A factory has been opened in North State Street.

Savannah, Mo.—Novelty Stove and Mfg. Co. has been incorporated; capital, \$18,600. Incorporators, Lincoln Howard, Benjamin C. Savell, William H. Knizer and others.

Vincennes, Ind.—The Indiana Handle Co. has been organized with a capital of \$20,000 to manufacture and sell "D" and other tool handles.

### Changes and Improvements.

Marietta, O.—The Leidecker Tool Co. are putting a large brick addition to their works on Second Street. The new building will be stocked with steam hammers and other machinery to be used in their business.

New Bedford, Mass.—The details of the great plant of the Atlas Tack Co., which Henry H. Rogers is to build in his native town of Fairhaven, concentrating there all the manufacturing which is now done in Taunton and Fairhaven, have been made public. The building will be 500x220 feet in area, one story and basement, excepting that 40 feet of the front will be two stories in height. The entire floor area will be 5½ acres. The roof will be of the latest design in mill construction, with "sawtooth" skylighting. The second floor, 220x40 feet, will be utilized for office purposes.

New Haven, Conn.—Clark Brothers & Co. of Milldale, are pressed for more room at the bolt factory and will this Summer add to the north side of the main factory building an addition 100x12 feet. During the past three or four years the company's business has greatly increased.

Philadelphia, Pa.—Cooper & Chestnut will build for the Niles-Bement Tool Co. a brick and iron machine shop, 106 x 110 feet, at Meadow and McKean Streets, at a cost of \$12,000.

Pittsburgh, Pa.—Jones & Laughlin are to build a standard steel nail mill with a capacity of 2,000 tons daily.

Philadelphia, Pa.—Extensive alterations and additions will be made to the file fac-

tory of G. & H. Barnett, at 21 Richmond Street, by Charles P. Nesbitt, who will begin work at once.

Reading, Pa.—D. Elmer Dampman, contractor, has taken out a permit for the erection of a new edge tool works, to be located at Second and Buttonwood Streets. It will be three stories in height, of brick and will be 40x100 feet. Dies will also be cast at this plant. As soon as the building is completed, the plant now in operation at Wilmington, Del., will be removed to Reading. About 75 hands will be employed. The Messrs. Sternbergh are proprietors of the new works.

Rutland, Vt.—The contract for building the basement of the new building at the Howe Scale Works has been given to James E. Creed, and H. F. Noyes will erect the building which will be of wood. It is now planned to build an addition to the pattern shop.

Seattle, Wash.—The J. E. Fox Saw Works have moved their up-town store to the factory on First Avenue South. An addition has also been constructed to the factory building for the offices of the firm.

Syracuse, N. Y.—The Syracuse Stove Works Co. is enlarging its plant in South Geddes Street by the erection of a new building, besides the placing of a large amount of new machinery. The building is 65 feet long, 22 feet wide and one story high and is of brick construction. The floors will be of concrete and vitrified brick. The building will be used for what is known among stove manufacturers as japanning. It will be completed June 25 at a cost of \$2,000.

### Miscellaneous.

Detroit, Mich.—Directors of the United States Rubber Co. have elected these officers for the ensuing year: President, Samuel P. Colt; first vice-president, James B. Ford; second vice-president, Lester Leland; treasurer, Chas. R. Flint; secretary, Samuel Norris; general manager, Charles L. Johnson; sales manager, Homer E. Sawyer.

Oswego, N. Y.—At the stockholders' annual meeting of the Oswego Tool Co., Albert N. Radcliffe was elected president and manager; Delos Radcliffe, vice-president, and Chauncey C. Place, secretary and treasurer.

# PATENTS

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in all countries. Also trade  
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## DAVIS & DAVIS

ATTORNEYS-AT-LAW.

WASHINGTON, D. C.

St. Paul Building, NEW YORK.

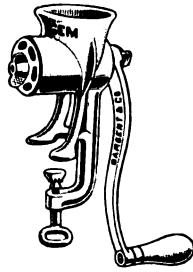


QUALITY IN EVERY WAY THE BEST

DEWITT SOLVAY LAFRANCE ROSE

**M.S. BENEDICT MFG CO.**  
 FACTORY EAST SYRACUSE, N.Y.  
 109 WABASH AVE. CHICAGO ILL. 409 BROADWAY N.Y.  
**SILVER PLATED WARE.**

## You buy goods to sell —not to carry on your shelves.



Sargent's Gem Food Chopper is a seller, and it will not stay on your shelves if you let the housekeepers of your neighborhood know that you have it on sale.

**Why?** Because it is one of those articles that a housekeeper wants as soon as she knows of its advantages—the work it does, the time it saves and how exceedingly useful it is. Besides, it is the best Food Chopper made; that you can guarantee.

Sargent's Gem Food Chopper takes the place of chopping bowl and knife. It chops all kinds of meat, vegetables, fruit, crackers, bread, cheese—in fact, everything that has to be chopped; it chops in pieces of uniform size, fine, coarse or medium, as desired; it chops easily, quickly and quietly; is easy to take apart, easy to put together, easy to adjust, easy to clean.

**SARGENT & COMPANY, Manufacturers,**  
 New Haven, Conn. New York. Philadelphia. Boston.

### TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . .



Send  
\$1 for  
Sample.

Liberal Dis-  
count to the  
trade.  
Ask your deal-  
er for it.

**The Tabor Revolution Counter,**  
 Elizabeth, N. J.

### SOMETHING NEW "STANDARD" BALL-BEARING PHILADELPHIA CASTERS.

Samples and Catalogue free.

**Standard Caster & Wheel Co.,**  
 312-326 East 23d St., New York.



## STABLE FORKS



Wooden, and English Steel Tine.

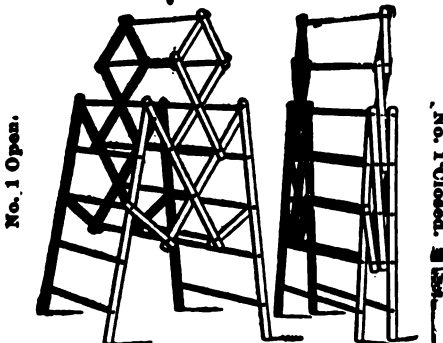
SEND FOR CIRCULARS.

WE MAKE FINE FORKS.

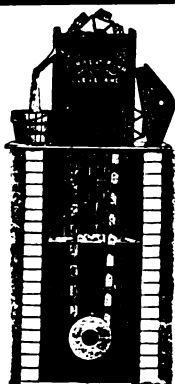
**The Iowa Farming Tool Co.,** FORT MADISON,  
 .....IOWA.....

### **F.B.** THE NEATEST and BEST SELLING No. 11 NAIL FILE

### Rogers' Patent Adjustable Extension Clothes Rack.



**A QUICK SELLER.**  
 Made of hard or soft wood, with or without oil finish, as desired. Hanging surface 50 feet. Write for our Catalogue of Household Specialties. Established 1880.  
**ROGERS & SON, Kendallville, INDIANA.**



## HAVE A DRINK! OF COOL, PURE WATER FROM THE TORRENT PURIFYING PUMP.

If you deal in pumps, why handle the same old-style slow kind that your competitor does? It would pay you to get something up-to-date, which would please your customers and take the business.  
 Write for particulars.

**THE TORRENT PUMP & FENCE CO.,**  
 CLEVELAND, U. S. A.

EXPORT AGENT: JOSEPH ALLEN, 141 BROADWAY NEW YORK.

### **THE WALLACE BARNES CO.,** BRISTOL, CONN., U. S. A.

Manufacturers of

**SMALL SPRINGS**

of every description;

and dealers in

**WIRE and COLD ROLLED STEEL.**

ESTABLISHED 1867.

## BICYCLE AND SPORTING GOODS RECORD.

**Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.**

### New Companies, Agencies, Etc.

Amsden, Vt.—Fred. Perry.  
 Bay City, Mich.—C. H. Gaylord.  
 Baltimore, Md.—The Snowdeal Mfg. Co. has been incorporated to manufacture, buy and sell bicycles, automobiles and improved self-propelling vehicles. The capital stock is \$100,000.  
 Brockton, Mass.—Fred. Magoon.  
 Dunkirk, N. Y.—Warren Wilcox.  
 East Manchester, N. H.—George A. Stearns, Massabesic Street.  
 Glens Falls, N. Y.—L. E. Sexton, Wake-man Building.  
 Lake Mills, Ia.—Ed. Henderson.  
 Loch Sheldrake, N. Y.—Preston Dobbins has started a bicycle repair shop in this place.  
 Merrill, Wis.—W. B. Hicks, 507 West Main Street.  
 Menominee, Mich.—Harvey Hanson.  
 Seymour, Conn.—S. Lombardi, repairing.  
 South Gardner, Me.—J. P. Eastman.  
 Tilton, N. H.—C. J. Richards.  
 Williamsport, Pa.—W. R. Watson, branch at 64 East Third Street.  
 York, Pa.—The Rockdale Powder Co., incorporated under the State laws of Delaware, with an authorized capital of \$175,000, has purchased from Edwin W. Loucks, *et al.*, a tract of land located in Baltimore and Carroll counties, Maryland, containing 1,169 acres, neat measures, with all the improvements and appurtenances thereto, and will at once engage in the manufacture of powder, dynamite, high explosives and paper of all kinds.

### Changes and Improvements.

Anderson, Ind.—Elk Cycle Co. has decided to go out of business.  
 Burton, O.—Parmelee Bros. sold out.  
 Belmont, N. Y.—Nicholson & Fay dissolved partnership.  
 Ballston Spa, N. Y.—T. W. Nichols succeeds Kerley & Co.  
 Chehalis, Wash.—Dewitt Welton succeeds Wallace Taylor.  
 Clinton, Ia.—George Riggs succeeds H. L. Traub, Main Street.  
 Douglas, Neb.—C. E. Cowles & Son succeed Mathers & Cowles.  
 Dallas, Tex.—B. E. Boren succeeds Edgar Boren.  
 Derry, N. H.—J. F. Paquette removed to Bank Building.  
 Dansville, N. Y.—A. H. Jenks succeeds C. F. Bates.  
 Delphi, Ind.—H. W. Sidenbender gone out of business.  
 Durant, Miss.—Hooper & Morgan succeed Hooper Bros.  
 Fort Wayne, Ind.—Himes & Rosenwinkle, dissolved. Mr. Rosenwinkle has made an assignment.

Greensburg, Pa.—Greensburg Hardware & Supply Co. succeed Shields, Painter & Sloan Co.

Gray, Ia.—Emerson Shelley succeeds T. S. Wilson.

Garwin, Ia.—G. E. Clark, of Clark Bros., has sold out one-half his interest.

Humboldt, Neb.—Skalak & Son succeed Scott & Skalak.

Hagerstown, Md.—E. E. Hinsman, of Milwaukee, Wis., has been appointed by the American Bicycle Co. as superintendent of the factory department of the Crawford Bicycle Works, Hagerstown.

Little Falls, N. Y.—J. H. & B. P. Casler, 549 Main Street, closing out bicycle business.

Lake Mills, Ia.—E. L. Moen succeeds R. W. Lloyd.

Mohawk, N. Y.—R. L. Loucks succeeds Waldo E. Woodcock.

McPherson, Kan.—Temple Bros. succeed W. S. Young.

Middletown, Conn.—The plant and business of the Keating Wheel Co., which has been in the hands of Frederick A. Betts, as receiver for two years has been sold to the Eisenhuth Horseless Vehicle Co., of New York, which will continue the operation of the plant here. The price paid is not stated. The Keating Co. had a capital stock of \$500,000.

New Albany, Miss.—M. M. Kings succeeds Fred. King & Co.

Newton, Mass.—C. F. Pond, Jr., removed to 343 Auburn Street.

Nashua, N. H.—A. C. Pollard, Holman Block, bought out N. W. Tarbell & Co.

Plainfield, N. J.—William H. Rogers, bicycle dealer, has sold his entire business on North Avenue to George W. Wrennick.

Piqua, Kan.—George Grogman sold out.  
 Paris, Tex.—M. F. Allen Hardware Co. succeeds Allen-Willis Hardware Co.

Pomona, Cal.—Hills & Tubbs dissolved partnership, Mr. Hills continuing.

Rensselaer, Ind.—Rhodes & Overton, Mr. Overton sold his interest to Mr. Rhodes.

Rosendale, Mo.—Louis F. Holt succeeds H. N. Anderson.

Salmon City, Idaho—J. W. Yearlan gone out of business.

Sterling, Ill.—T. G. Seely succeeds Meister & Seely.

Sanborn, Minn.—Piny & Wheelan succeed Posz & Gleason.

Steamboat Rock, Ia.—Cramer Bros. succeed F. H. Stearns.

Tacoma, Wash.—Reaney & White will discontinue.

Tecumseh, Neb.—McDougall & Smith succeed Jolly, McDougall & Smith.

Toledo, O.—The Toledo Automobile Co. has changed its name to the Toledo Motor Carriage Co. This is the company of which F. E. Southard is president, and Charles M. Hall, secretary. Up to this time, there

have been two Toledo automobile companies. The names have occasioned much trouble to both companies, and the incorporated concern made application to the Secretary of State to change its name.

Wichita, Kan.—Musselman Bros. will discontinue.

Wichita, Kan.—The Hockaday Hardware Co. will very materially enlarge their sporting goods department when they move into their new building, which will be about August 1st. They have secured the services of A. J. Musselman, a thorough sporting goods man, who will take charge of that department at once and begin purchasing Fall stock. They ask that all manufacturers of goods in that line send them catalogues.

Williamsport, Pa.—W. R. Watson, who has conducted a bicycle repair shop on Fifth Avenue for many years, has opened a branch shop at 614 East Third Street, of which Frank Witzman will be the manager. All repair work will be guaranteed and attended to promptly.

Worcester, Mass.—James Milligan succeeds Victor Eckberg.

Worthington, Ind.—W. D. Stallcup sold out.

### Recent Embarrassments.

Brockton, Mass.—W. H. Marble, High Street, assigned.

Lawrence, Mass.—Fred Knobloch, creditors' petition filed.

Philadelphia, Pa.—William J. Bishop filed involuntary petition in bankruptcy.

Slater, Ia.—J. M. Erichson filed petition in bankruptcy.

### Recent Fires.

Columbus, O.—Oscar S. Lear's bicycle, typewriter and automobile establishment, at 201 South High Street, has been destroyed by fire. Mr. Lear was uncertain of the amount of his loss, but said that it could hardly fall below \$8,000. The stock was fully covered by insurance.

Columbus, O.—Oscar Lear; insured.

Fennville, Mich.—L. S. Dickinson.

Lynn, Mass.—Charles Stackpole, total loss.

Lynn, Mass.—H. J. Pote & Co., total loss.

Montgomery, Ala.—An explosion occurred in Todd's Gun Store, 11 North Court Street, recently, and in fifteen minutes the entire stock had been destroyed by fire and the building gutted by fire and water. The building, which is a two-story brick structure, is owned by A. P. Tyson. The total loss will probably reach \$5,000. It is believed the building and stock are insured.

Ogden, Utah—Bert Goodsell; loss, \$400.

### Burglary.

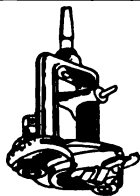
Fort Wayne, Ind.—Himes & Rosenwinkle; \$900 taken from safe. No clew to the burglar.

**MORROW**

COASTER AND BRAKE.

Over **100,000** Sold  
Last Year.Everyone Giving Satisfactory  
Service.Make Your Cycle Saleable and  
Desirable by Fitting it with  
the **MORROW**.**ECLIPSE MFG. CO., ELMIRA, N. Y.**NEW YORK BRANCH:  
105-107 Chambers Street.Don't  
**MUTILATE**  
your papers  
with pins  
or fasten-  
ers but use  
the ...**"GEM"**  
PAPER CLIP.Only satisfactory device for the temporary at-  
tachment of all kinds of papers. Quickly applied  
and removed. Adopted by leading corporations  
as being without an equal. Samples free.

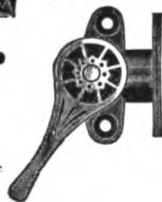
Price, 15 cents per box of 100.

**CUSHMAN & DENISON, Mfrs. 240-2 W. 23d St., N. Y.****Hibbard Improved Adjust-  
able Hollow Auger, Riveted  
Steel Jaws, Cuts all size tenets from 1/4  
to 1 1/2 inches. Made of best material.  
We also manufacture Spoke Pointers and  
Shavers. Write for Prices and Illustrated  
Catalogue. 28 years' experience in the  
business.****C. B. Hibbard Mfg. Co.**  
Sole Makers,  
**GRAND RAPIDS, MICH.****THE CHAMPION SASH LOCKS**ARE  
UNEQUALLED  
IN  
MERIT,  
QUALITY OF

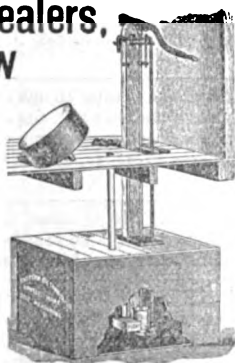
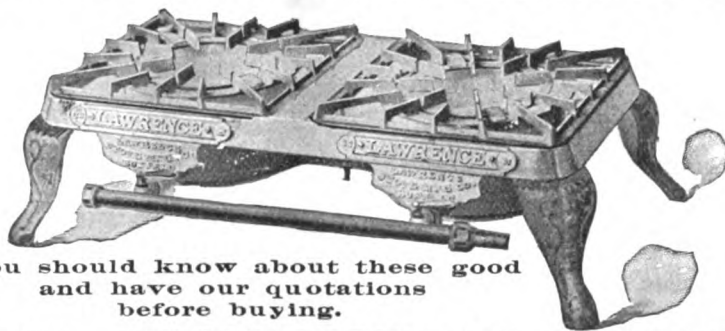
MATERIAL, AND FINISH.

Made in three sizes and  
all finishes. . . . .

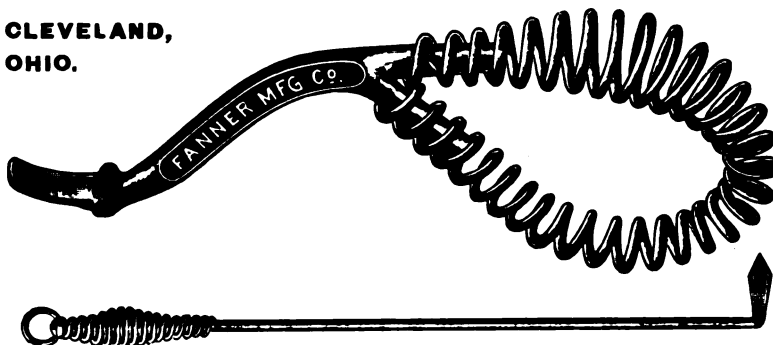
Catalogue on Application.

**The Champion Safety Lock Co.,**  
**CLEVELAND, OHIO.****Hardware Dealers,  
Do You Know**That if you are in need  
of a Self measuring Oil  
Tank, you will save big  
money by purchasing  
the Best, Simplest  
and Cheapest,**"The Eastern."**Send for catalogue,  
containing price and  
points of merit.All Outfits War-  
ranted.**Eastern Oil-Tank Co.**

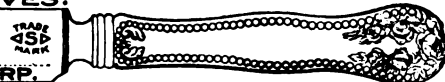
146 Fletcher St., Lowell, Mass.

**"LAWRENCE" and "SENECA" FRAME STOVES and HOT PLATES**You should know about these good  
and have our quotations  
before buying.

Catalog "H."

**LAWRENCE STOVE MFG. CO., BUFFALO, N. Y.****Columbian 1000-Shot Air Rifle.**Patented  
Oct.  
24, 1893.**CHAMPION  
MODEL.**This Air Rifle possesses advantages over all the Air Rifles now  
on the market. The materials used in its construction are  
the best. The appearance and workmanship is far ahead of  
any other Air Rifle made. It has an adjustable sight it shoots stronger  
and more accurate, less liable than any other to get out of order, all  
parts are interchangeable. We think we have the right to claim this as  
the "Champion" of all Air Rifles. List, per doz., Enameled, \$30.00; Full Nickel, \$42.00.  
—Write for Discounts to Trade.—**WM. C. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.****THE FANNER MFG. CO.,****CLEVELAND,  
OHIO.**

Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &amp;c.

**SOMETHING NEW IN KNIVES.**Smith's Pat. Blade is made of german silver, when  
plated wears indefinitely and the thin strip of  
inserted **Steel** is **ALWAYS SHARP.**Send 22 two-cent stamps to **E. H. H. SMITH, 9, 11, 13, Malden Lane, N. Y.,** for a Beautiful Sample Knife.

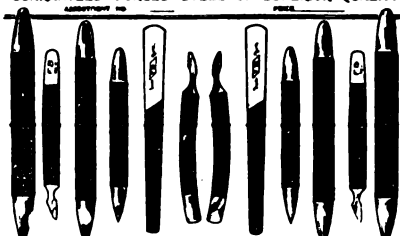
ASSORTMENT No. 932.

List \$2.25 per dozen.

ALWAYS GET THE BEST, 'TIS CHEAPEST IN THE END

**NAIL Files F.B. FILES**

GUARANTEED FORGED STEEL OF SUPERIOR QUALITY


**EMIL FORQUIGNON MFG. CO., 835 BROADWAY  
NEW YORK.****NO TALK TO SELL 'EM.**A Card of the best selling and most  
practical—**Nail and Manicure Files.**

Each File in a Leather Case.

**ONE DOZEN ON DISPLAY CARD.**If you want good files and the right styles,  
ask your jobber for**F.B. NAIL FILES.**Send for Catalogue to  
**835 BROADWAY  
NEW YORK.**



GOOD AGENTS WANTED TO SELL



**IRON & WIRE FENCING**  
FOR ALL PURPOSES  
115 S. Senate Ave. Indianapolis, Ind.

**RIVETS and WIRE NAILS.**



**C. C. & E. P. TOWNSEND,**  
New Brighton, Penn.



**The POSITIVE EXPANSION BOLT.**  
D. C. SEAMAN & CO.,  
1688 Hutchinson Street, Philadelphia, Pa.

For Sale by  
NEAL & BRINKER, 18 Warren St., N. Y.  
JOHN SIMMONS CO., 110 Centre St., N. Y.  
SOMERS, FITLER & CLARKE, 323 Water St., Pittsburgh, Pa.  
— SEND FOR PRICE LIST. —

**Prison, House and Stable Work;**



**JOIST HANGERS; LAWN FURNITURE; FENCING, ETC.**

**VAN DORN IRON WORKS CO.,**  
CLEVELAND, OHIO.

**SHEARS,** Steel Laid and Hard Cast, in great variety. Nail Pullers, Screw Drivers, Pliers, Wire Cutters, etc. Metal Goods of any kind to order on large contracts.




**The Bridgeport Mfg. Co.,**  
Admiral Street, Bridgeport, Conn.

**ROBERT MURRAY.**  
24 Duane St.,  
New York City.

**General Hardware**

Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.



**J. E. BOLLES IRON AND WIRE WORKS**  
DETROIT, MICH.

Bank Railings, Elevator Enclosures and Cars, Grills, Electro Bronze Work, Architectural and Builders' Iron Work, etc. . . . .

Send for Catalogue and mention this paper.

**HAYES FILE CO.** Established 1870,  
DETROIT, MICH.



Now in our new plant with greatly increased capacity.  
We manufacture everything in Files.

Write us for prices on \_\_\_\_\_

**Roofing Cement, Roofing Paint, &c.**


**J. L. PERKINS & CO.,**  
239 Lake Street,  
CHICAGO.



**MRS. DOTT'S AD IRON HANDLE**


**J. A. COCHRANE, CLEVELAND, O.**

**AMERICAN CORN AND FODDER SHOCK COMPRESSOR**  
Best Pulley HOLDS WHILE YOU TIE.  
Write for Price List.



**DOES NOT CUT THE ROPE**

On Earth.  
**J. B. HUGHES, GREENSBURG, IND.**



**TRIMO PIPE CUTTER**

Decided improvement. Less friction. Can be changed from a roller to a three-wheel cutter. Extra wheels in the handle. Send for catalog.

**TRIMONT MFG. CO., Roxbury, Mass., U.S.A.**

### Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column free of charge. Should not exceed Four Lines.

**ALL OTHER NOTICES,** twenty-five cents per line.

#### Situations Wanted.

**AS BUSINESS MANAGER,** a progressive and wide-awake business man of large and advanced experience in the manufacture of Hardware and sheet steel specialties, at present directing the business end of a large corporation; would like to associate with some good company in same capacity; first-class financier with unusual executive ability; thorough organizer in way of tabulating statistical information, figuring detail costs to produce goods at the very minimum; posted in the latest costs of all raw material; ten years' mechanical and commercial experience; clean record and highest credentials; only a position of responsibility; fair expectation. Address, **ABILITY,** care **HARDWARE,** No. 275 Broadway, New York. 223

**A FIRST-CLASS ACCOUNTANT,** book-keeper and cashier, understanding matters of finance and office work in every particular, desires to connect himself with some prominent house, or corporation, where integrity and strict attention to business would meet with fair compensation. Address **R. D. FIELD,** care **HARDWARE,** 275 Broadway, New York. 142

**BLACKSMITHING.**—Young man, 19, would like to learn blacksmithing. Address **James White,** 159 Chrystie Street, New York. 217

#### Situations Wanted.

**BOOKKEEPING AND GENERAL OFFICE WORK.**—Young man, with a thorough knowledge of French and German, and English as well, thoroughly acquainted with foreign trade, bookkeeping and general office work, six years' experience in machinery and Hardware business in France and Germany, desires position. Address **M. E. S.,** care **HARDWARE,** 275 Broadway, New York. 218

**BOOKKEEPER AND SIGN WRITER**—Man, 32 years of age, with nine years' practical experience in retail Hardware as clerk and buyer, At double entry bookkeeper and sign writer, wants like position. First class reference. Address **S.,** care **HARDWARE,** 275 Broadway, New York. 197

**BUYER, MANAGER OR SALESMAN.**—A gentleman of 38 with a creditable business career of 20 years in Hardware, House Furnishing, Paints, etc., seeks position. Address **S. F.,** care **HARDWARE,** 275 Broadway, New York. 165

**ENGINEERING SALESMAN** wants to make connection with A1 house, and travel in New York City and State; has good circle of acquaintances and will work for reasonable terms while developing business; good references. Address **E. L. I.,** care **HARDWARE,** 275 Broadway, New York. 168

**EXPERIENCED BOOKKEEPER** is open for engagement. Has knowledge of general office work; also Hardware and Gas business. Address **BOOKKEEPER,** 55 Dupont Place, Johnstown, Pa. 190

**EXPERIENCED ENGINEER** and estimator in machinery, steam heating and general iron work, and having acquaintance with architects and builders of Greater New York, would like to take position with concern doing structural steel building work, doing outside work, soliciting, superintending, etc., to get more perfect knowledge of estimating, etc. Good references. Small salary only expected at start. Address **D. EDWARDS,** 441 W. 51st Street, New York. 189

## Situations Wanted.

**EXPERIENCED TINSMITH**—Tinsmith of 20 years' experience desires a steady position. Can do furnace and range work, roofing and all inside work of every description; also corrugated iron work. Address B. A. BROOKS, 171 E. 108th Street, New York. 176

**FOREMAN OR TIMEKEEPER**—Situation wanted by a man (32) as foreman or timekeeper. A hustler; can handle any kind of help; thoroughly posted on piece work system; 12 years' reference from last place. Address J. H. L., care HARDWARE, 275 Broadway, New York. 200

**HARDWARE CLERK OR SALESMAN**—Situation wanted in retail Hardware store. An all-around man; ten years' experience. Address C. E. F., care HARDWARE, 275 Broadway, New York. 191

**HARDWARE SALESMAN OR BUYER**—Young man desires position as salesman or buyer. Seven years' experience in importing and jobbing Hardware house. First class reference furnished. Address Y., care HARDWARE, 275 Broadway, New York. 211

**HARDWARE SALESMAN OR CLERK**—Situation wanted in wholesale house. Have large experience and acquaintance. Would accept moderate salary. Address JOHN V. O. MILLER, care HARDWARE, 275 Broadway, New York. 229

**HARDWARE SALESMAN** of 14 years' successful experience, as direct representative for leading manufacturer to jobbers throughout the country, will be open for engagement after June 1. Highest references. Address SALARY, care HARDWARE, 275 Broadway, New York. 199

**HARDWARE SALESMAN**—Young man, age twenty-three with four years' experience in retail Hardware store, desires situation. Good salesman, honest, reliable. Willing to work at anything. Address Fred. F. Fritts, Painted Post, N. Y. 215

**HARDWARE SALESMAN**—German, to visit the retail trade in city and nearby towns. Commission or salary and commission. Address George Burkner, 227 E. 87th Street, New York. 216

**MACHINERY SALESMAN**—Experienced man wants to represent special or general machinery and supplies, to establish New York office, or travel and install. Address EDWARDS, care H. Mfg. Co., 121 Front Street, New York. 193

**MANAGER, BUYER OR ASSISTANT BUYER**—Hardwareman experienced in Heavy and Shelf Hardware, desires position as manager, buyer or assistant buyer. Age 33. References. A Worker. Address M. M. JONES, 522 Roanoke Street, Roanoke, Va. 231

**MANAGER OR SALESMAN**—Position as manager or salesman of Hardware store by man of 31 years, having had thorough experience. Address EXPERIENCE, care HARDWARE, 275 Broadway, New York. 202

**PAINT AND WALL PAPER SALESMAN**—Situation wanted by a young married man, perfectly familiar with the details of the paint and wall paper trade. Address or call. CHARLES P. LUNDQUIST, 83 Third Street, Brooklyn, N. Y. 208

**PLUMBER, STEAM AND GAS FITTER**—Plumber, steam and gas fitter desires work in city or country; first class in all its branches, estimating, etc. Neat mechanic; sober, honest; references. Twenty years' experience. Address JAMES E. USHER, 475 E. 115th Street, New York. 184

**SHIPPING CLERK**—Assistant shipping and stock clerk desires position. Salary \$7 per week. Two years' experience with New York Hardware manufacturer. Honest and reliable. Age 20. Address TOWNE, care HARDWARE, 275 Broadway, New York. 185

**SHIPPING CLERK**—Young man desires position as shipping and receiving clerk. Four years' experience in shipping general Hardware and machinery. Can furnish all references. Address W. E. B., care HARDWARE, 275 Broadway, New York. 192

**TRAVELING SALESMAN**—Experienced salesman, who has sold in Virginia, Maryland, and Washington, D. C., over 18 years, is open for a good line on commission. Address BUCHTA, 1427 East Monument Street, Baltimore, Md. 164

**TRAVELING SALESMAN**—Experienced traveling salesman, 30 years old, and not afraid to work, desires situation with some first class house with an opportunity for advancement. Salary not so much an object as a chance to show right party what he can do. Address F. A. S., care HARDWARE, 275 Broadway, New York. 226

**TRAVELING SALESMEN**—Five Hardware Salesmen on the road. First-class territory. Address GEO. W. TROUT & Co., 174-176 Lake Street, Chicago, Ill. 230

**TRAVELING SALESMAN**—A young man, hustler, sober and reliable, would like to represent some manufacturer or well known jobber of cutlery in the States of North and South Carolina and Georgia. Salary no object. Very best of references. Address ROBERT, P. O. Box 262, Raleigh, N. C. 206

## Side Line Offered.

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address ARGAND VAPOR LAMP Co., Detroit, Mich. 152

## Side Line Offered.

**HARDWARE SALESMEN**—Good chance for hustling Hardware salesmen to sell our lamps on commission. PEORIA VAPOR LIGHT Co., 413 Washington St., Peoria Ill. 171

**HARDWARE SALESMEN**—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE—Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. Co., Cleveland, Ohio. a

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

**TRAVELING SALESMEN**—Traveling men to handle side line on commission. RAPID RIFLE Co., LTD., Grand Rapids, Mich. 222

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER MFG. Co., Davenport, Iowa. 145

**TRAVELING SALESMAN**—Traveler wanted for quick-selling specialty, as vest-pocket side line. Address Liberal, care HARDWARE, 275 Broadway, New York. 224

## To Let.

**A FINE FIRST LOFT**, 50 x 50 feet, in centre wholesale Hardware district, New York City. Splendid light, freight and passenger elevator; all conveniences. Special terms to desirable tenant. Address STORE, care HARDWARE, 275 Broadway, New York City. 228

## Capital Furnished Manufacturers.

**ARE YOU** dissatisfied with your present location? Do you need a larger factory? Do you want more capital? If so, write the Banking House of W. R. VERMILYE & Co., 52 Broadway, New York. All correspondence confidential. 227

## For Sale.

**A STOCK OF HARDWARE**. Will average about \$5,000. Building, 30 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

**MANUFACTURING**, Small Hardware, one-half interest, and full management. Established 35 years. Net Assets \$50,000. No liabilities. Eastern city. Principals only. Manager out of health. For full particulars and interview, address Genuine, care HARDWARE, 275 Broadway, New York. 214

## Hardware Business For Sale.

**TO CLOSE A PARTNERSHIP**; in complete running order; daily sales \$110 to \$165; an exceptional opportunity; inspection invited. Address Hardware Business, care HARDWARE, 275 Broadway, New York. 221

## Agency Offered.

**LIVE HARDWAREMEN**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

**TO MANUFACTURERS**—Wholesale house with foreign branches and connections is willing to undertake the selling agency of one or two good marketable lines. This is a favorable opportunity for manufacturers to secure reliable representation here in the East and abroad. Ample warehouse facilities. Address WM. SOMERVILLE'S SONS, 68 Pine Street, New York. 225

## Agency Wanted.

**NEW YORK AND VICINITY**—A gentleman now representing a first-class line of Hardware sold by the largest jobbers, would like to add one or more lines of importance for New York and vicinity. Best of references as to experience and ability. Address B. H., care HARDWARE, 275 Broadway, New York. 219

## Agents Wanted.

**TO SELL THE "NULITE"**, our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT Co., Garden City Block, Chicago, Ill. 116

WRITE FOR QUOTATIONS



**ESCUTCHEONS AND PUSH PLATES.**  
**BRASS GOODS MANFG. CO.**  
 102 Third St., BROOKLYN, N. Y.  
 —MANUFACTURERS OF—  
 METAL GOODS IN BRASS, BRONZE, AND TIN.  
 LOCK MAKERS' FURNITURE AND HOUSE TRIMMINGS.  
 SPECIAL GOODS MADE TO ORDER. THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING

**TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852**  
**Tools, Cutlery and Springs.**



SCREWDRIVERS OF ALL KINDS

SEND FOR CATALOGUE

**"USEFUL AS AN ADVERTISING MEDIUM."**

Smith & Egge Mfg. Co., Bridgeport, Conn. [Traps, Locks, Chains, Pulleys, etc.]: We have found your paper very useful as an advertising medium.

## Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE

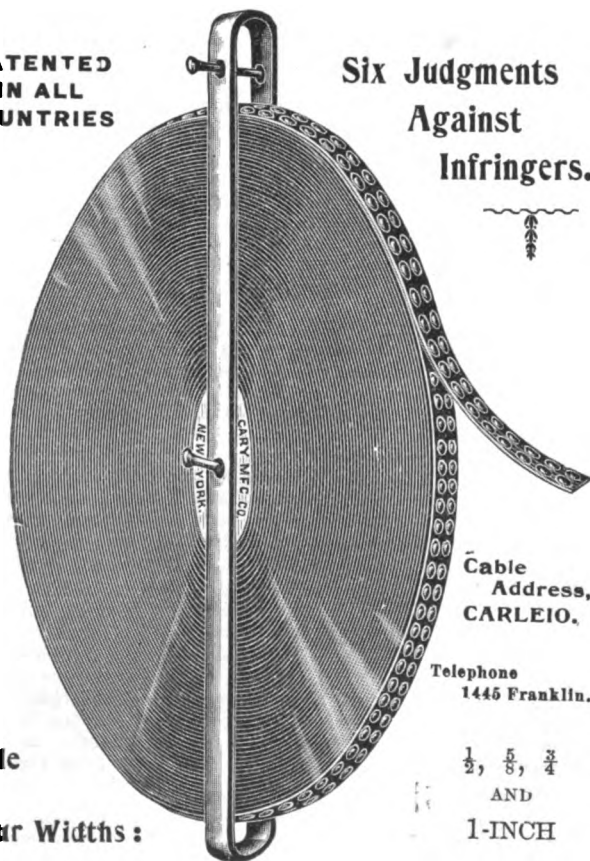
**AMERICAN STEEL ROOFING CO.**

Middletown, O.

## CARY'S UNIVERSAL BOX STRAP.

PATENTED  
IN ALL  
COUNTRIES

Six Judgments  
Against  
Infringers.



Made  
in  
Four Widths:

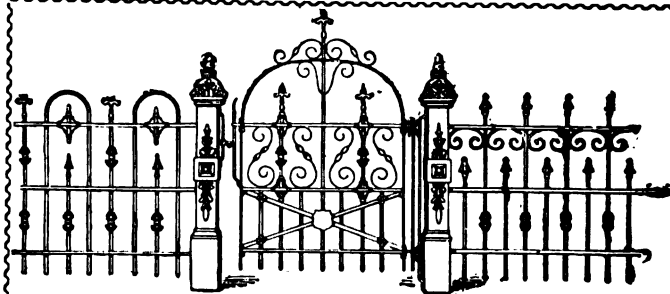
Cable  
Address,  
CARLEIO.

Telephone  
1446 Franklin.

$\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
AND  
1-INCH

**CARY MANUFACTURING CO.,**

19 and 21 Roosevelt St., New York.



**WE WANT DEALERS  
TO HANDLE OUR**

**Iron Fence and Lawn Furniture.**

Send for Catalogue "85 B."

**THE STEWART IRON WORKS, Cincinnati, O.**

## The "Stay in" Flue Stopper

Guaranteed Absolutely Soot Proof.

Can't be PULLED, JARRED OR BLOWN OUT  
after it is once fastened in,  
unless unfastened.

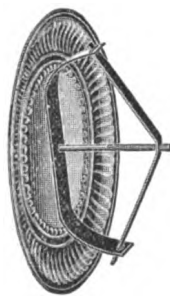
BRASS FINISHED.

NICELY DECORATED.

Sells on sight.

Ask about our Asbestos Mats, Flour Sifters,  
Peoria Fruit Presses and full line of plated tinware.

— Sold by Jobbers. —



**STUBER & KUCK,**

Peoria, Ill.



## PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

## Adzes—

House Carpenters, Ogden's ..... }  
Ship Carpenters ..... } 50%  
Railroad " ..... }

## Ammunition—

## CAPS, PERCUSSION—\$ 1000—

U. M. C. Co., trimmed edge ..... 40c  
U. M. C. Co., ground edge, heavy ..... 50c  
Musket, Waterproof, 1-10's ..... 60c  
G. D. .... 35c

## CARTRIDGES—

Rim Fire Cartridges ..... 50%  
Rim Fire Military ..... 15%  
Cent. Fire, Pistol and Rifle ..... 25%  
Cent. Fire, Military and Sport-  
ing ..... 15%  
Blank Cartridges, 22 cal ..... 10%  
Blank Cartridges, 32 cal ..... 10%  
Primed Shells and Bullets ..... 15%  
B. B. Caps, Round Ball ..... 25%  
B. B. Caps, Con. Ball, Swgd ..... net

## PRIMERS—

Berdan Primers ..... 5%  
B. L. Caps (for Sturtevant Shells) ..... 5%  
All other Primers ..... 10%

## SHELLS—

First quality, 4, 8, 10 and 12 gauge ..... 25%  
First quality, 14, 16 and 20 gauge ..... 20%  
New Club, New Rival and Climax  
brands, 10 and 12 gauge ..... 33%  
Primrose Club ..... 15%  
Nitro ..... 15%  
High Ball ..... 15%  
Smokeless ..... 33%  
Acme ..... 33%  
Brass Shot Shells, 1st quality ..... 60%  
Brass Shot Shells, Club, Rival and  
Climax ..... 65%

## SHELLS, LOADED—

"New Club," Black Powder ..... 40%  
"New Rival," Black Powder ..... 40%  
"Smokeless," Nitro Powder, ..... 40%  
"Acme," Dense Nitro Powder, ..... 40%  
"Trap," Nitro Powder ..... 40%

## GUN WADS—\$ 1000—

B. E., 11 up ..... \$ .60  
B. E., 9 & 10 ..... .70  
B. E., 8 ..... .80  
B. E., 7 ..... .80  
P. E., 11 up ..... 1.00  
P. E., 9 & 10 ..... 1.25  
P. E., 8 ..... 1.50  
P. E., 7 ..... 1.50

## SHOT—

Tatham Bros., List June 11, 1900: \$ bag  
Drop Shot, sizes smaller than B,  
25-lb bags ..... \$1.35  
Drop Shot, sizes smaller than B,  
5-lb bags ..... .35  
Drop Shot, B and larger sizes,  
25-lb bags ..... 1.60  
Drop Shot, B and larger sizes,  
5-lb bags ..... .40  
Buck Shot, 25-lb bags ..... 1.60  
Buck Shot, 5-lb bags ..... .40  
Chilled Shot, 25-lb bags ..... 1.60  
Chilled Shot, 5-lb bags ..... .40  
Dust Shot, 25-lb bags ..... 2.10  
Dust Shot, 5-lb bags ..... .50

## CANISTER POWDER—

E. I. Du Pont De Nemours & Co.:  
In cases of 25 each. Each  
Crystal Grain, Nos. 1, 2, 8 and  
4, in canisters of 1 lb. ..... \$ .75  
Eagle Duck Shooting, Nos. 1, 2  
and 8, in canisters of 1 lb. .... .45  
Eagle Duck Shooting, Nos. 1, 2  
and 8, in canisters of 1/4 lb. .... .80  
Eagle Rifle and Superfine Sport-  
ing, in canisters of 1 lb. .... .45  
Du Pont Rifle, Fg, Ffg and  
FFFg, in canisters of 1 lb. .... .25  
Du Pont Rifle, Fg, Ffg and  
FFFg, in canisters of 1/4 lb. .... .15  
Du Pont Rifle, Fg, Ffg and  
FFFg, in canisters of 1/8 lb. .... .12

## KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2  
and 8, in kegs, 25 lb ..... \$8.00  
Eagle Duck Shooting, Nos. 1,  
2 and 8, in kegs, 12 1/2 lb ..... 4.25  
Eagle Duck Shooting, Nos. 1, 2  
and 8, in kegs, 6 1/4 lb ..... 2.25  
Du Pont Rifle, FFFg, Ffg, and  
"Sea Shooting" Fg, in kegs,  
25 lb ..... \$4.00

Du Pont Rifle, FFFg, Ffg and  
"Sea Shooting" Fg, in kegs,  
12 1/2 lb ..... 2.25  
Du Pont Rifle, FFFg, Ffg, and  
"Sea Shooting" Fg, in kegs,  
6 1/4 lb ..... 1.25  
"V. G. P." for Trap Shooting,  
in kegs, 25 lb ..... 4.00  
"V. G. P." for Trap Shooting  
in kegs, 12 1/2 lb ..... 2.25  
"V. G. P." for Trap Shooting,  
in kegs, 6 1/4 lb ..... 1.25  
Choke Bore, Nos. 5 and 7, in  
kegs, 25 lb ..... 5.00  
Choke Bore, Nos. 5 and 7, in  
kegs, 12 1/2 lb ..... 2.75  
Choke Bore, Nos. 5 and 7, in  
kegs, 6 1/4 lb ..... 1.50  
Mealed Powder, in kegs, 25 lb ..... 4.00  
Shipping Powder, F, FF, FFF,  
FFFF and FFFFF, in kegs,  
25 lb ..... 2.25  
Mining and Blasting Powder,  
(A), C, F, FF, FFF, FFFF,  
in kegs, 25 lb ..... 2.25  
Mining and Blasting Powder,  
(B), C, F, FF, FFF, FFFF,  
in kegs, 25 lb ..... 1.50  
Du Pont Sporting Powder, for lots  
1000 lb 10% discount:  
Du Pont Smokeless Shotgun  
Powder:  
Kegs, equal in bulk to 25 lb  
Black Powder ..... 22.00  
Half kegs, equal in bulk to  
12 1/2 lb Black Powder ..... 11.25  
Quarter kegs, equal in bulk to  
6 1/4 lb Black Powder ..... 5.75  
Canisters, equal in bulk to  
1 lb Black Powder ..... 1.00  
Du Pont Smokeless Rifle  
Powder No. 1, equal in bulk  
to 1 lb Black Powder ..... 1.00  
Du Pont Smokeless Rifle  
Powder No. 2, equal in bulk  
to 1 lb Black Powder ..... 1.00  
Du Pont U. S. 30 Calibre  
Smokeless Rifle Powder,  
per lb ..... 1.25  
Discounts on application.

## PETERS PRIMERS—

All Primers ..... \$1.10-1.12 1/2

## CARTRIDGES—

Peters Blank Cartridges:  
.32 C. F., \$3.50 ..... 10%  
.38 C. F., \$7.00 ..... 10%  
.22 cal. Rim. \$1.50 ..... 10%  
.32 cal. Rim. \$2.75 ..... 10%  
B. B. Caps, Con. Ball, Swgd. \$1.85-1.90  
B. B. Caps, Round Ball ..... 1.12-1.18  
Central Fire ..... 25%  
Pistol and Rifle ..... 15%  
Primed Shells and Bullets ..... 15%  
Rim Fire Sporting ..... 50%  
Rim Fire Military ..... 15%

## PETERS SHELLS—EMPTY—

Peters Ideal, 10 and 12 gauge, 33%  
"New Victor, 10, 12 and 16 gauge, 15%  
"Quick Shot, 10, 12 and 16 gauge, 25%  
"League, 10, 12 and 16 gauge, 25%

## PETERS SHELLS—LOADED (BLACK

POWDER)—  
Peters League, 10 and 12 gauge, 40%  
"Quick Shot, 10, 12 and 16 gauge, 40%  
Loaded with (Semi-Smokeless  
Powder).  
Peters Referee, 10, 12 and 16 gauge, 40%  
Loaded with (Smokeless Powder).  
Peters New Victor, 10, 12 and 16  
gauge, 40%  
"Ideal, 12 gauge, 40%

## GUN WADS—

Peters B. E., 9 to 10 ..... 70c  
"10 to 20 ..... 60c  
"Victor, 8 ..... 80c  
9 & 10 ..... 70c  
11 to 20 ..... 60c  
"P. E., 3 1/2 in. 8 ..... \$1.50  
9 & 10 ..... 1.25  
11 to 20 ..... 1.00  
"White Elastic, 3/4 in., 125 in a box.  
8 ..... \$4.00  
9 & 10 ..... 3.00  
11 to 20 ..... 2.75  
"Damp roof, per 1,000: ..... \$1.70  
8 ..... 1.25  
9 & 10 ..... 1.00  
"Card Board, per 1,000: ..... 26c  
8 ..... 22c  
9 & 10 ..... 18c

## " Nitro card:

8 ..... 26c  
9 & 10 ..... 22c  
11 to 20 ..... 18c

## POWDER—

King's Smokeless (Shot-gun),  
Kegs (25 lbs bulk) ..... \$22.00  
Half Kegs (12 1/2 lbs bulk) ..... 11.25  
Quarter Kegs (6 1/4 lbs bulk) ..... 5.75  
Canister (1 lb bulk) ..... 1.00  
King's Smokeless (Rifle),  
Half Kegs (12 1/2 lbs bulk) ..... 11.25  
Quarter Kegs (6 1/4 lbs bulk) ..... 5.75  
Canister (1 lb bulk) ..... 1.00  
King's Semi-Smokeless,  
Keg, 25 lbs bulk ..... 10.00  
Half Keg, 12 1/2 lbs bulk ..... 5.25  
Quarter Keg, 6 1/4 lbs bulk ..... 2.75  
1 lb Can, bulk ..... .50  
King's Quick Shot (Black),  
Keg, 25 lbs ..... 4.00  
Half Keg, 12 1/2 lbs ..... 2.25  
Quarter Keg, 6 1/4 lbs ..... 1.25  
1 lb Can (24 in case) ..... .25  
1/2 lb Can (24 in case) ..... .15  
Discounts on application.

## Animal Pokes—

Iowa Farming Tool Co.: \$ doz. ..... \$ doz.  
Hawkeye ..... \$3.25  
Western ..... 3.75

## Anti-Rattlers—

Fernald, Wire ..... 50%  
Burton's ..... 50%  
Gem ..... 60%  
Steel Drive ..... 40%  
Kohler's ..... \$ gro.  
Invisible, No. 3 ..... \$8.00  
Perfect, No. 2 ..... 7.00  
Bolt Holder, No. 1 ..... 9.00

## Anvils—

American "Horse-Shoe" ..... 9%  
Criminate's Mouse Hole ..... 9%  
Cincinnati ..... 25%  
Eagles Anvil, \$ 9c ..... 15%  
Hay Budden, Wrought ..... 8%  
Peter Wright's ..... 9%  
Samson ..... 40%  
Trenton ..... 9c

## ANVIL AND VISE COMBINED—

Cheney Anvil and Vise ..... 40%  
Holt's ..... 40%  
Millers Falls (with drill), \$18.00 ..... 15%

## Augers and Bits—

Boring Machine ..... 70%  
Com. Auger Bits ..... 60%  
Forstner Pat. Bits ..... 25%  
C. E. Jennings & Co.:  
Double Spur pattern car, No. 30 ..... 50%  
Nobles Double Spur, No. 32 ..... 50%  
No. 10 Extension Lip ..... 40%  
No. 10 Extension Lip Car Bit ..... 40%  
Car Bits, No. 10 ..... 40%  
Car Bits, No. 30 ..... 50%  
Ring Augers ..... 70%  
Jennings' Pattern ..... 50%  
Snell's Auger and Car Bits ..... 60%  
Swan's:  
Jennings' Pattern Auger Bits, ..... 50%  
Jennings' Pattern Car ..... 4%  
Jennings' Pattern Machine ..... 25%  
Russell Jennings' Augers and Bits, ..... 35%  
25%  
25%

## HOLLOW AUGERS—

Ames ..... 25%  
Bonney's Adjustable, No. 4, \$24.00, ..... 25%  
Cincinnati Nos. 1, 2 and 3 ..... 25%  
Douglass' ..... 25%  
Ives ..... 25%  
Millers Falls, Goodell ..... 15%  
Swan's ..... 10%  
Universal, each \$4.50 ..... 20%

## EXPANSIVE BITS—

C. E. Jennings & Co. .... 33%  
Clark's small, \$18 ..... 50%  
Clark's large, \$26 ..... 50%  
Ives' Model, \$ doz. \$60 ..... 50%  
Swan's ..... 50%

## DOUBLE CUT GIMLET BITS—

Common ..... 40%  
Mayhew's Diamond \$ doz. \$1.25 ..... 40%  
Swan's ..... 40%  
C. E. Jennings & Co. .... 45%  
Ladd's ..... 60%  
Mayhew's ..... 40%  
Snell's ..... 40%  
Snell's Bell Hangers ..... 50%

## BIT STOCK DRILLS—

Cincinnati Tool Co., for wood, 40%  
for metal, 60%  
Cleveland Wood Bits for Brace, 50%  
Detroit ..... 50%  
K. & F. .... 60%  
Morse ..... 50%  
Swan's, for wood ..... 40%  
Syracuse, for wood ..... 40%

## TWIST DRILLS—

Cleveland ..... 60%  
K & F Straight Shank ..... 60%  
Morse Straight Shank ..... 50%  
New Process ..... 60%  
Standard ..... 60%

Standard Oil Tube Drills ..... 15%  
Syracuse ..... 60%  
W. & B. Diamond ..... 60%  
W. & B. Universal Self-Oiling ..... 10%

## SHIP AUGERS AND BITS—

L'Hommedieu's ..... 15%  
Snell's ..... 8%  
Watrous' ..... 33%

## Awl and Auger Handles—

## See Handles

## Awls—

Handled Brad ..... 40%  
Handled Scratch ..... 40%  
Patent Peg ..... 50%  
Sewing, Com. .... 85%  
Shouldered Peg ..... 50%  
Shouldered Brad ..... 50%  
Socket Scratch \$ doz ..... \$1.00  
Stanley Rule & Level  
Handled Brad ..... 30%  
Patent Pegging ..... 50%

## Awl and Tool Sets—

Allen's Awls and Tools:  
No. 10, \$ doz. \$7.50; No. 20, \$ doz.  
\$10 ..... 60%  
Brad Sets:  
No. 49, \$10.50; No. 45, \$12.50 ..... 70%  
Fray's Adj. Tool Hdls., Nos. 1, \$12;  
2, \$18; 3, \$12; 4, \$9; 5, \$7 ..... 50%  
Ice Awls ..... 50%  
Millers Falls Adj. Tool Holders:  
Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18.  
15%  
C. E. Jennings & Co.'s Adjustable  
Tool Handles ..... 33%  
Stanley's Excelsior, No. 1, \$7.50;  
No. 2, \$4.00; No. 3, \$5.50 ..... 30%

## Axes—

First quality, best brands ..... \$6.50@7.00  
First quality, other brands ..... 6.00@6.50  
Beveled, add 25c. \$ doz.

## HATCHETS—

Hunt's Underhill's or Blood's ..... 40%  
Peck's:  
Champion Blade ..... 45%  
Empire Brand ..... 50%  
D. Simmons & Co.:  
Broad ..... }  
Shingling and Claw ..... } 50%  
Lath, Hunters', etc. .... }  
M. C. Ogden's:  
Broad ..... 40%  
Shingling, Claw, etc. .... 40%  
Handled Axes ..... 40%  
Boys ..... 50%

## Axle Grease—

Dixons' "Everlasting":  
1-lb box ..... 15  
2-lb box ..... 25  
10-lb pail ..... \$1.90  
25-lb keg ..... 2.75  
50-lb keg ..... 5.00

## Balances—

Chatillon's:  
Light, Class A ..... 40%  
Circular Balances, Class C ..... 50%  
Ice Balances, Class B ..... 50%  
Straight Balances, Class A1 and A2 ..... 40%  
Large Dial, Class D ..... 30%

## Balances, Sash—

Pullman's ..... 50%

## Barn Door Hangers—

## See Hangers.

## Barrel Drainers—

National ..... 30%

## Beef Shavers—

Enterprise:  
Japanned, each, \$7.50 ..... 25%  
Tinned, each, \$9.00 ..... 25%

## Bells—

Extra Heavy Brass ..... 60%  
Light Brass ..... 60%  
Pure Bell Metal ..... 55%  
Glove (Cone's Patent) ..... 35%  
Silver Chime ..... 35%  
White Metal ..... 55%

## DOOR—

Trip, Gem ..... 40%  
Alarm, Abbe's ..... 40%  
Alarm, Yankee ..... 50%  
Gong, Abbe's ..... 40%  
Gong, Yankee ..... 50%  
Lever, R. & E. Mfg. Co.'s ..... 50%  
Multi-Stroke ..... 40%  
New Departure ..... 45%

## COW—

Common Wrought ..... 75%  
Kentucky ..... 70%  
Kentucky, Sargent's List ..... 70%  
Texas Star ..... 50%  
Western, Sargent's List ..... 70%

## Bellows—

Blacksmiths' ..... 60%  
Hand ..... 25%  
Moulders' ..... 25%

## Belting, Rubber—

Boston Belting Co.:  
"Boston" ..... 50%  
"Imperial," seamless, stitched ..... 40%

Cleveland Rubber Co.:	Price Each.		Each.
Buckeye.....	60&10%	Eclipse, 1 qt. cans, rim or rub.	35
Shield High Grade.....	50&10%	Eclipse, 1 gal. cans, rim or rub	1.00
War. 2 XL.....	40%		Price Doz.
Common Standard.....	75&10%	Morgan & Wright small tubs.	30
Extra.....	60&10&5%		Wood rim or rubber.
N. J. Car Spring & Rubber Co.:			
Extra Para.....	40&10%		Price Doz.
Reliable.....	50&10%	Lamson No. 1.....	54.50
Staple.....	60&10%	Lamson No. 4 S.....	7.75
Standard.....	70&10%	Lamson No. 4 D.....	9.50
		Kalamazoo No. 10.....	4.75
		Dexter No. 1.....	4.50
Belting, Stitched Cotton—			
Sphinx Brand.....	60%		Price Each.
Competition Brand.....	70%	Baldwin, Pattern A, 3-16 or 1/4	
Belts—			
ENDLESS THRESHER—			
Four Ply, 6-in. net.....	foot 12c	inch, 5 ft. long.....	60
Four Ply, 7-in. net.....	foot 14c	Baldwin, Pattern P, 3-16 or 1/4	
Four Ply, 8-in. net.....	foot 16c	inch, 5 ft. long.....	1.25
Bench Stops—			
Cincinnati.....	25&10%	Morse Roller, 3-16 or 1/4 inch, 5	
Morrill's No. 1, \$10.00 per doz.; No.		ft. long.....	2.00
2, \$11.00.....	40&10%	Crown Regular, No. 7, 3-16 or 1/4	
Seymour Smith & Sons.....	25&10%	inch, 5 ft. long.....	40
Terrell's Nos. 1 and 2, \$3.00; No. 3,		Watch Fobs, made of Bicycle	
\$3.00 per doz.....	25%	Chain.....	15
Miller's Falls.....	15&10%	CHAIN LUBRICANT— Price Doz.	
Weston's.....	40%	Holdfast in tin cans.....	30
		Pacemaker, brush top.....	80
		Dixon's No. 691.....	25
		M. & W. Slippery Stuff.....	45
Bicycle Material—			
BELLS— Price Doz.			
The Electro, 1 1/4 inch, Electric		Hub Cones, ass'd sizes & threads.....	75
Stroke.....	1.25	B. & R. Adjustable Cones, all	
The Allen Rotary Tire.....	3.75	threads in stock.....	1.00
The Mossberg No. 1 Chime-Tire		Nelson Adjustable Cones, all	
Bell.....	6.00	threads in stock.....	2.40
The Mossberg No. 2 Chime-Tire		CRANKS— Price Pair.	
Bell.....	4.00	Round, Nickel Plated, 6, 6 1/2, 7 in.	35c
The Mossberg No. 10 Cuckoo		CUPS FOR BEARINGS—	
Bell, 2 1/4 inch.....	3.25	For Hangers.....	10
The Mossberg No. 12 Electric		For Hubs.....	5
Stroke, 2 1/4 inch.....	5.25		Price each.....
No. 211, Bristol, 1 1/4 inch.....	1.50		Price each.....
No. 212, Bristol, 2 inch.....	1.75		Price Doz.
No. 111, Bristol, 1 1/4 inch.....	1.35		Price Doz.
No. 112, Bristol, 2 inch.....	1.60		Price Doz.
No. E 3, New Departure, 2 1/4 inch,			Price Doz.
Electric Stroke.....	5.00		Price Doz.
No. E 5, New Departure, 2 1/4 inch,			Price Doz.
Electric Stroke.....	4.50		Price Doz.
No. E 7, New Departure, 2 inch,			Price Doz.
Electric Stroke.....	3.00		Price Doz.
No. E 9, New Departure, 1 1/4 inch,			Price Doz.
Electric Stroke.....	2.50		Price Doz.
No. 1017, New Departure, Flag			Price Doz.
Top, 2 inch, Electric Stroke.....	3.75		Price Doz.
No. E 7 1/2, New Departure, 2			Price Doz.
inch, Electric Stroke.....	2.65		Price Doz.
No. E 9 1/2, New Departure, 1 1/4			Price Doz.
inch, Electric Stroke.....	2.2		Price Doz.
No. 1015, New Departure, Flag			Price Doz.
Top, 2 inch, Electric stroke.....	5.00		Price Doz.
No. R 5, New Departure, 2 1/4			Price Doz.
inch, Electric Stroke.....	5.25		Price Doz.
No. T 9, New Departure Chime-			Price Doz.
Tire Bell.....	4.30		Price Doz.
No. 415, New Departure Push			Price Doz.
Button Bell, 2 inch.....	4.00		Price Doz.
No. 811 P, New Departure Push			Price Doz.
Bell, 1 1/4 inch.....	2.00		Price Doz.
No. 1046, New Departure, 2 inch,			Price Doz.
Electric Stroke.....	3.75		Price Doz.
Handsome Emerald Jewel in Center.			Price Doz.
No. 1076, New Departure, 2 inch,			Price Doz.
Electric Stroke. Ruby Jeweled			Price Doz.
Turtle and Embossed Serpent			Price Doz.
design.....	3.75		Price Doz.
No. 1136, New Departure, 2 inch,			Price Doz.
Electric Stroke. Golf and			Price Doz.
Thistle design, embossed and			Price Doz.
enameled.....	3.50		Price Doz.
Blow Torches. The Imperial			Price Doz.
Gasoline.....	22.25		Price Doz.
Blow Torches. The Queen			Price Doz.
Gasoline.....	2.25		Price Doz.
Brazing Brushes; best steel wire			Price Doz.
Price per lb.....	35		Price Doz.
Brazing Compound—Superior.....	28		Price Doz.
Brazing Compound—Fluxine.....	28		Price Doz.
BICYCLE STANDS AND HOLDERS—			
Price Doz.			
Diamond Folding.....	22.75		Price Doz.
Haube's Wire.....	2.50		Price Doz.
Price Each.			
Eureka for 5 machines with			Price Doz.
out signboard.....	1.25		Price Doz.
Eureka for 7 machines, with-			Price Doz.
out signboard.....	1.50		Price Doz.
Extra for signboard.....	60		Price Doz.
Price Each.			
No. 5, Extension, with casters.....	50		Price Doz.
Price Doz.			
Model D Wall Rack, japanned.....	1.60		Price Doz.
Model B Wall Rack, japanned.....	2.70		Price Doz.
BUFFERS—HANDLE BAR—			
Price Doz.			
No. 1, Style M. & W.....	50		Price Doz.
No. 2, Style M. & W.....	55		Price Doz.
Breast Drills, Goodell's, No. 6.....	2.75		Price Doz.
CALIPERS—			
Stevens', inside or outside:			
Price Each.			
3 inch length.....	35		Price Doz.
4 inch length.....	45		Price Doz.
5 inch length.....	50		Price Doz.
6 inch length.....	60		Price Doz.
CARBIDE— Price Can.			
For all Gas Lamps; best quality			Price Doz.
only, in 2 lb cans.....	17		Price Doz.
CEMENT— Price Doz.			
Eclipse, hard, 1 lb cakes.....	17		Price Doz.
Eclipse, 1/2x2 1/4 tubes, rim or rub.	15		Price Doz.
Eclipse, 3/4x3 1/4 tubes, rim or rub.	20		Price Doz.
Eclipse, 1x4 tubes, rim or rub.	25		Price Doz.
Eclipse, 1x4 tubes, rim or rub.	35		Price Doz.
Eclipse, 1x6 tubes, rim or rub.	45		Price Doz.
Eclipse, 1 pt. cans, rim or rub.	1.90		Price Doz.
Lanes:			
Junior, Self Sustaining.....	30%		Price Doz.
Pat. Automatic.....	30%		Price Doz.
Perfect Safety.....	30%		Price Doz.
Stowell, Novelty Block.....	50&10%		Price Doz.
Regular Iron Strapped Blocks	60&10&10&70%		Price Doz.
Bolts—			
DOOR AND SHUTTER—			
Cast Iron Barrel, Square, &c.....	50&10%		Price Doz.
Cast Iron Chain.....	50&10%		Price Doz.
Cast Iron Shutter Bolts.....	45&10%		Price Doz.
Ives' Patent Door Bolts.....	60%		Price Doz.
Wrought Barrel.....	60&60&15%		Price Doz.
Wrought Square.....	60&60&15%		Price Doz.
Wrought Shutter, Standard list.....	40&10%		Price Doz.
Wrt Sunk Flush, Sargent's list.....	50&50&10%		Price Doz.
Wrt Sunk Flush, Stanley's list.....	45&45&10%		Price Doz.
Wrt B. K. Flush, Com'n, Stanley's			Price Doz.
list.....	50&50&15%		Price Doz.
Wrought Spring, Sargent's.....	75%		Price Doz.
CARRIAGE, MACHINE, &c.—			
Bolt Ends.....	70&70&7 1/2%		Price Doz.
Machine.....	70&70&7 1/2%		Price Doz.
Carriage, Common.....	65&10%		Price Doz.
Norway Iron, list Oct. '84.....	80%		Price Doz.
Phila., Eagle, list June 1, '99.....	80%		Price Doz.
Sleigh Shoe.....	85%		Price Doz.
TIRE—			
American Screw Co.:			Price Doz.
Bay State, Phila, list Dec. 28, '99.....	77 1/2%		Price Doz.
Bay State, Finted.....	77 1/2%		Price Doz.
Eagle Phila., list Feb. 26, '96.....	85%		Price Doz.
Norway, Phila., list Feb. 26, '96.....	82 1/2%		Price Doz.
Common, list Dec. 28, '99.....	75%		Price Doz.
Norway, Phila.....	82 1/2%		Price Doz.
Portchester, Norway.....	75%		Price Doz.
STOVE AND FLOW—			
Plow.....	60&10%		Price Doz.
Stove, list Dec. 28, '99.....	75%		Price Doz.
MISCELLANEOUS—			
Sink.....	75%		Price Doz.
Bone Mills.			
Enterprise.....	25&30%		Price Doz.
Stearns.....	40%		Price Doz.
Borers, Bung.			
Enterprise.....	25&30%		Price Doz.
Each.....	\$1.25, \$1.65, \$2.50		Price Doz.
Nos.....	1 2 8		Price Doz.
C. E. Jennings & Co.:			
No. 6.....	40%		Price Doz.
No. 10.....	25%		Price Doz.
Borers, Tap—			
Common Ring.....	20&10%		Price Doz.
Enterprise.....	25&30%		Price Doz.
Ives.....	25&10%		Price Doz.
Boring Machines—			
WITHOUT AUGERS—			
Upright.			
Douglas.....	\$2.75	Angular.	\$3.38
Jennings.....	8.00		8.75
Millers Falls.....			7.50 15%
Snell's, Rice's Pat.....	2.75		8.00
Bow Pins—			
Hotchkiss.....	60&10%		Price Doz.
Boxes, Mail.			
Heller's.....	40&5%		Price Doz.
Box Strapping—			
Cary's "Universal," in case lots,			
20&10&20&10&10%			
Braces—			
Barbers.....	50&10&60&10%		Price Doz.
Barbers' Ratchet.....	60&60&10%		Price Doz.
Common Ball American.....	60&60&10%		Price Doz.
Ives.....	60&5%		Price Doz.
Barbers.....	60&5%		Price Doz.
Barbers' Ratchet.....	60&60&10%		Price Doz.
New Haven Novelty.....	70%		Price Doz.
New Haven Ratchet.....	60&10%		Price Doz.
Spofford.....	60&5%		Price Doz.
C. E. Jennings & Co.:			
No. 108&114 1/2.....	50&10%		Price Doz.
No. 208 1/2&214 1/2.....	50&10%		Price Doz.
Lancaster Mach. & Knife Works.....	40%		Price Doz.
Peck's (P. S. & W. Co.).....	50&10&60%		Price Doz.
Gen. Spofford's.....	50&10&60%		Price Doz.
Brackets—			
Door Screen.....	60&10%		Price Doz.
Shelf, Bradley's Patent.....	75%		Price Doz.
Shelf, Plain, Regular list.....	66%		Price Doz.
Shelf, Fancy, Sargent's list.....	40&10%		Price Doz.
Window Screen Corner.....	60&10%		Price Doz.
Reading, Plain.....	60%		Price Doz.
Reading, Rosette.....	60%		Price Doz.
Bracket Saw Frames—			
Millers Falls Co.....	25%		Price Doz.
Bracket Sets—			
Millers Falls Co.....	33 1/3%		Price Doz.
Box Hooks, Openers and Scrapers—			
Humason & Beckley's.....	60&60&10%		Price Doz.
Bright Wire Goods—			
Standard. New list.....	80%		Price Doz.
Bull Rings—			
Humason, Beckley & Co.'s.....	60%		Price Doz.
Peck, Stow & Wilcox Co.'s.....	60%		Price Doz.
Sargent's.....	60%		Price Doz.
Seymour Smith & Sons.....	60%		Price Doz.
Bull Punches—			
Humason & Beckley's.....	25%		Price Doz.
Bush Hooks—			
See Hooks.			Price Doz.
Butchers' Cleavers—			
Bradley's.....	25&30%		Price Doz.
Beatty's.....	40%		Price Doz.
Foster Bros. Flat Hds.....	30%		Price Doz.
Foster Bros. Round Hds.....	30%		Price Doz.
Lancaster Mach. & Knife Wks.....	33 1/3&40%		Price Doz.
& I. J. White.....	25%		Price Doz.
New Haven Edge Tool Co.'s.....	40%		Price Doz.
P. S. & W.....	33 1/3&40%		Price Doz.
Butcher Knives—			
See Knives.			Price Doz.
Butchers' Saw Blades—			
Millers Falls Co. Star.....	15&15&10%		Price Doz.
C. E. Jennings & Co.....	25&10%		Price Doz.
Butter and Cheese Triers—			
Ordinary Black Handle.....	25%		Price Doz.
Humason & Beckley's.....	25&10%		Price Doz.
Butt and Rabbit Gauges—			
Stanley's.....	25&10%		Price Doz.
Butts—			
BRASS—			
Cast Brass, Fast Joint.....	40&10&50%		Price Doz.
Cast Brass, Ice House.....	40%		Price Doz.
Cast Brass, Loose Joint.....	40&10&50%		Price Doz.
Wrought Brass, list Sept. '96.....	40&40&55%		Price Doz.
CAST IRON—			
Loose Joint.....	60&10&5&70%		Price Doz.
Loose Joint, Japanned.....	60&10&5&70%		Price Doz.
Loose Joint, Jap. with Acorns.....	60&10&5&70%		Price Doz.
Loose Pin.....	60&10&5&70%		Price Doz.
Mayer's Hinges.....	60&10&5&70%		Price Doz.
Parliament Butts.....	60&10&5&70%		Price Doz.
Fast Joint, Broad.....	50&50&10%		Price Doz.
Fast Joint, Narrow.....	50&50&10%		Price Doz.
WROUGHT STEEL—			
List April 1, 1895.			Price Doz.
Bronzed Inside Blind Butts.....	50&50&10%		Price Doz.
Bronzed, Narrow.....	50&50&10%		Price Doz.
Fast Joint, Narrow.....	60&10&5&70%		Price Doz.
Fast Joint, Light Narrow.....	60&10&5&70%		Price Doz.
Fast Joint, Broad.....	50&50&10%		Price Doz.
Loose Joint.....	50&50&10%		Price Doz.
Loose Pin.....	70&10&5&70%		Price Doz.
Table Butts, Back Flaps, etc.....	70&10&5&70%		Price Doz.
Callipers—			
Bemis & Call:			Price Doz.
Wing.....	65%		Price Doz.
Double.....	65&10%		Price Doz.
Inside and Outside.....	65&10%		Price Doz.
Straight Leg.....	65&10%		Price Doz.
Call's Pattern, Inside.....	55%		Price Doz.
Can Openers—			
American.....	per gross, \$1.75 to \$2.00		Price Doz.
Goodell's Acme.....	per gross, 6.00		Price Doz.
No. 5, Iron Handle.....	per gross, \$2.00 to \$2.25		Price Doz.
Sardine Scissors.....	75&10%		Price Doz.
Sardine Scissors, Forged Steel.....	per doz., \$4.50		Price Doz.
Sprague, No. 1, \$3.00; No. 2, \$3.25;			Price Doz.
No. 3, \$2.50.....	75&10%		Price Doz.
Universal, per doz., \$3.00.....	50%		Price Doz.
Cards—			
Cotton.....	25%		Price Doz.
Horse and Curry.....	25%		Price Doz.
Wool.....	25%		Price Doz.
Carpet Stretchers—			
Montross' "Excelsior,".....	per doz.,		Price Doz.
\$6.00.....	30%		Price Doz.
Billard's.....	33 1/3%		Price Doz.
Cast Iron Steel Points.....	per doz., 80c		Price Doz.
Socket.....	per doz., \$1.75 to \$2.00		Price Doz.
Carriage Bolts—			
See Bolts.			Price Doz.
Carriage Makers' Clamps—			
See Clamps.			Price Doz.
Cartridges—			
See Ammunition.			Price Doz.
Casters—			
Bed.....	70%		Price Doz.
Bracket Bed			





**Gauges—**

Bemis & Call's Steel.....	50%
Boss, Screw Pitch.....	33½%
Clapboard.....	25&10%
Marking, Mortise, etc. 55&10@55&10&10%	
Stanley's.....	60&10%
Stanley's Chisel.....	20&10%
Starrett's Surface, Center and Scratch.....	25&10%
Copeland Champion Bit, ½ doz.	\$2.00 net.
Stubs' Wire and Drill.....	30%
Wire, Morse's.....	25%
Wire, P. S. & W., low list.....	10&10%
Wire, Wheeler, Madden & Co.....	10%

**Gimlets—**

"Diamond", Gimlets, ½ gr. \$4.00@4.25	
Double Cut.....	40&10@50%
Metal Head.....	50&10%
Wood Head.....	50%
Swan's, German Pattern.....	40&10%

**Gimlet Bits—**

See Augers and Bits.

**Glass Cutters—**

"Woodward".....	net prices
"Red Devil".....	net prices

**Globe and Racking Cocks—**

See Faucets.

**Glue—**

Dodd's Liquid Glue.....	25&25&10%
Le Pages Liquid.....	25&25&10%
Myetic.....	40%
Martins.....	40%

**Glue Pots—**

Enameled.....	40&10@50%
Tinned.....	40&40&5%

**Graters—**

Enterprise.....	25@30%
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**Griddles—**

Cronk's.....	70%
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**Grindstone Fixtures—**

P., S. & W. Co.....	50&50&10%
Sargent's Patent.....	60&10&10%
Stowell.....	50%

**Gunpowder—**

See Ammunition.

**Gun Wads—**

See Ammunition.

**Hafte—**

Britton's.....	½ doz. \$6.50
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**Halters—**

Covert Mfg. Co.	
Jute Rope Halters.....	35%
Sisal Rope.....	20%
Web Halters.....	45%

**Halter Chain—**

See Chain.

**Hammers—****HANDLED HAMMERS—**

Humason & Beckley.....	40&10%
Magnetic Tack, Nos. 1, 2, 3 \$1.25.	
H. & B. Tack.....	40&10%
Maydole's.....	50&10%
Peck, Stow & Wilcox.....	83½&50&10&10%
A. E. Nail.....	40&10&10%
Engineers and B. S. Hand.....	40&10%
Sargent's New List.....	45&45&10%
Verree.....	50&10%
Warner & Noble's New List.....	25%

**HEAVY HAMMERS AND SLEDGES—**

Under 3 lb.....	½ lb 40c
3 to 5 lb.....	½ lb 36c
Over 5 lb.....	½ lb 30c
Wilkinson's Smiths.....	9¼c@10c ½ lb

**Hammock Ropes—**

Covert Mfg. Co.	
Jute.....	35%
Sisal.....	20%

**Hand Cultivators—**

Ulrich Mfg. Co.	
Osborne's.....	½ doz., \$15.00

**Handles—****IRON, WROUGHT OR CAST—**

Chest Handles, Sargent's.....	50&10%
Chest Handles, Stearns' No. 1, Door or Thumb.....	80c. 70%
Nos. 0 1 2 3 4	
½ doz. \$ .90 \$ 1.00 \$ 1.08 \$ 1.35 \$ 1.50	
Drawer Handles.....	50&10%
Ring Handles.....	70%
Roggin's Latches.....	35&35&10%
Shelf Box Handles.....	65%
Trunk Handles.....	60%
Tub Handles.....	60&10%

**STORE DOOR HANDLES—**

Bronzed, with Cylinder Lock.....	50%
Bronzed.....	50&50&10%
Japaned, with Nuts.....	45&10%
Japaned, with Plate.....	45&10%
Japaned, without Plate.....	45&10%

**DOOR PULL—**

Bar.....	60&60&10%
Barn Door.....	50&10%
Chest and Lifting.....	60&60&10%
Drawer Pulls.....	50&10@60%
Plain B. M.....	60&60&10%
Push Plates, Sargent's List.....	60&60&10%
Sash Pull Plates.....	70&10%
Sash Pulls.....	60&10&10%
Window Pulls.....	66½%

**WOOD—**

Auger, assorted.....	½ gr. \$2.25@2.50
Auger, large.....	½ gr. 8.00@3.25
Auger, Douglass' Pat., ½ set, No. 1.	\$1.0
No. 2; No. 2.....	\$1.40. 60&10%
Auger, Ives' Pat., No. 1.....	60&10%
No. 2 to 32½.....	40%
Auger, Swan's Pat., ½ set, No. 3.	\$1.00; No. 4, \$1.25
Bradawl.....	½ gr. \$1.75@2.00
Chisel, Worcester, Leather Cap'd.....	1.50
Disston's Crosscut.....	50%
File, assorted.....	½ gr. \$1.25@1.40
Firmer Chisel, Apple, assorted, ½ gr.	\$2.25@2.50
Hammer, Hatchet, Axe, Sledge, etc.	50&2%
Hoe, Rake and Fork.....	60&10@60&10&5%
Saw and Plane.....	40&10@50%
Shovel and Spade, Wood D. Handle.	50&50&10%

**CROSS-CUT SAW HANDLES—**

Atkins.....	40%
Champion.....	45&45&10%

**Hangers—**

American Trackless.....	38½&20%
Barn Door, old pattern.....	60&10%
Barn Door, New England.....	66½&10%
Barry, \$6.00.....	50&10%
Best Anti-Friction.....	60&10%
Challenge Barn Door.....	50%
Cronk's Roller Bearing.	
No. 0.....	\$1.50 net per dozen.
No. 4.....	5.50
No. 5.....	6.50
Cronk's Steel, cov'd, Loose Axle.....	60&10&5%
Coburn.....	40%
Davis Parlor Door.....	50&50&5%
Duplex (Wood Track).....	60&10&5%
Kidder's.....	50&50&10%
Lane's Barn Door:	
Barn Door, Standard.....	60&10%
Covered.....	50&10&10&5%
Special.....	60&10%
No. 50.....	60&10%

Parlor:	
Standard.....	½ set, net, \$3.25@
Ball Bearing.....	4.00@
New Model.....	2.75@
New Champion.....	2.40@
Manhattan.....	60%
McKinney's "None Better," No. 2.	\$18.00; No. 1 Special, \$15.00.
dozen pairs.....	60&10%
Richards' Single Track, Steel.....	40&10%
Richards' Anti-Friction.....	50%
Victor, No. 1, \$15.00; No. 2, \$20.00;	
No. 3, \$25.00; No. 4, \$35.00. 60&10&2½%	
Warner's Patent.....	20&10&10%
Wilcox's New Century.....	50&10&10%

**Harness Snaps—**

See Snaps.

**Hasps and Staples—**

McKinney's "Perfect," \$1.10 ½ doz. 50%	
Wrought.....	85&85&10%
Wrought, Stanley.....	80%

**Hatchets—**

See Axes.

**Hay Hooks—**

Humason & Beckley..... 60&10%

**Hay Racks—**

Baxter Wrought Iron, No. 1, \$1.00,	
uet; No. 2, \$1.50, net.	

**Hay and Straw Knives—**

Auburn Hay, Com. and Spear Point.....	50%
Iwan's Hay, Sickle Edge, ½ doz. net \$10	
Iwan's Hay, Imp. Serrated ½ doz.	
net.....	\$10.50
Auburn Straw.....	40%
Lightning, from jobbers.....	60&5%
Wadsworth's.....	40%

**Hinges—****WROUGHT IRON HINGES—**

Rolled Blind Hinges, Nos. 32 and 34,	
50&10%	
Rolled Plate.....	70%
Rolled Raised.....	70%
Screw Hook.....	6 to 12 in., ½ lb.
and Strap.....	8@3¼c.
14 to 20 in., ¾ lb.	
22 to 36 in., 1 lb.	
2¼@3¼c.	
2¼@3c.	

**STRAP AND T HINGES.**

New List, March 15, 1901.	
Light Strap.....	75%
Heavy Strap.....	80%
Light T.....	70%
Heavy T.....	66½%
Extra Heavy T.....	75&10%
Long Chest.....	60%
Hinge Hasps and Staples.....	60%
Crate Hinges.....	75%
Crate Hasps.....	60%
Corrugated Heavy Strap.....	80%
Corrugated Extra Heavy T.....	75&10%

Japaned Light Strap.....	60%
Japaned Heavy Strap.....	50&10&5%
Japaned Light T.....	60%
Japaned Heavy T.....	50&10&5%
Japaned Extra Heavy T.....	55%
Japaned Hinge Hasps.....	50%
Japaned Long Chest.....	60%
Japaned Crate Hinges.....	60%
Galvanized Hinges with Iron Pins.	65&10%
Galvanized Hinges with Brass Pins.	60&10%

**SPRING HINGES—**

Bommer's.....	33½%
Bardley's Patent Checking.....	15%
Chicago.....	20%
Sargent's List, 1894:	
Bronze Metal.....	70&10&10%
Japaned Surface, Single.....	70&10%
Japaned Surface, Double.....	60&10%
Mortise.....	70&10%
Model.....	70&70&10&10%
Tuscan Surface, Single.....	70%
Tuscan Surface, Double.....	60&10%
Vigilant.....	60%
Union Spring Hinge Co.'s List,	
March, 1894.....	20%
Union Mfg. Co.....	25%
Wiles', No. 1, ½ gr., \$16.00; No. 2,	\$13.00

**GATE HINGES—**

Clark's, Nos. 1, 2, 3.....	50&10@60&10%
N. E. ½ doz. \$7.80.....	60%
N. E. Reversible, ½ doz. \$5.60.....	60%
N. Y. State, ½ doz. \$4.90.....	60%
Shepard's, Nos. 1, 2, 3.....	60&10%
Western, ½ doz. \$4.20.....	60%

**BLIND HINGES—**

Clark's:	
Lull & Porter, Nos. 0, 1, 1½, 2, 2½,	
3.....	70&10%
Mortise Gravity.....	50%
Nos. 1, 3, 5.....	70&10%
Nos. 40 and 50.....	70%
Parker.....	70&10%
Sargent's, Nos. 1, 3, 5, 11, 18.....	70&10%
W. H. Co.'s No. 2 Mortise Gravity.....	60%
Stanley's Steel Gravity Blind Hinges,	
with Screws, \$1.30 ½ doz. sets. 30&10%	

**Hitching Cords—**

Covert Mfg. Co.....	45%
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**Hoes—**

Steel Goods Association List, Aug. 1,	
1899.	
Asphalt Hoes.....	65%
Cotton Hoes.....	70&10&10&5&2%
Cotton Chopper Hoes.....	75&10&7½%
Garden Hoes.....	75&2%
Harper's No. 7 Mortar Hoes.....	85%
Jersey Hoes.....	85%
Kretzinger, Cut-Ezy.....	75&5%
Ladies' Cotton Hoes.....	75&10&7½%
Laid Steel Edge Hoes.....	25&5&2%
Meadow and Rhode Island Hoes.....	75&5&2½%
Mortar and Street Hoes.....	75&7½&2%
Planter Hoes, Regular Pattern.....	70&30%
Rough Finish Shank Cotton Hoes	
75&12½%	
Special Hoes.....	75&10&2%
Special Mortar Hoes.....	40&10&2½%
Sunhem Meadow Hoes.....	75&5&2½%
Tobacco Hoes.....	75&20%
Toy Ladies' and Boys' Hoes.....	70&10&10%
Truck Hoes.....	50&10&2%
Warren Hoes.....	60%
Weeding Hoes and Rakes.....	75%

**Hollow Augers—**

See Augers and Bits.

**Hollow Ware—****ENAMELED—**

Agate Nickel Steel Ware, list July,	
1899.....	35%
Granite Ware, list Jan. 1, 1894, revised	
Jan. 2, 1895.....	40&10%
Second Quality, Agate Nickel Steel.....	65%
Second Quality, Granite.	
70&10@70&10&10%	

Iron Clad:	
Peppered Ware, high list.....	70%
Mottled Ware, high list.....	75%
Never Break Enameled.....	50&5@50&10%

**STONE HOLLOW-WARE—**

Ground.....	60&10%
Unground.....	70%

**WHITE ENAMELED-WARE—**

Boilers and Saucepans.....	50&50&10%
Maslin Kettles.....	70&10@75&5%
Tinned Boilers and Saucepans.	
50&50&10%	

**SILVER-PLATED—**

4 mo. or 5½ cash in 80 days.	
Hartford Silver-Plate Co.....	40&5%
Holmes & Edwards Silver Co.....	40&15&5%
Meriden Britannia Co.....	40&5%
Reed & Barton.....	40&5%
Rogers & Brother.....	40&5%
Simpson, Hall, Miller & Co.....	40&5%
William Rogers Mfg. Co.....	40&10%

**Hooks—****AGRICULTURAL—**

Potato, all kinds.....	70%
Manure.....	70%
Iowa F. T. Co.'s Clau.....	60&10&2½%

**BUSH—**

Jennings & Griffin's.....	33½&5%
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**CORN—**

Kretzinger Cut-Ezy.....	½ doz. \$3 net
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**CAST IRON—**

Bird Cage, Sargent's list.....	60&10&10%
Bird Cage, Reading.....	60&60&10%
Bird Cage, Williamson.....	50%
Ceiling, Sargent's list.....	50&10%
Chandelier.....	70%
Clothes Line, Sargent's list.....	50&10%
Coat and Hat, Sargent's list.....	50&10%
Coat and Hat, Reading.....	80&10%
Coat and Hat, Stowell's.....	70%
Harness, Sargent's list.....	50&50&10%
Lamp.....	55%
Picture.....	75%
Screw Hat.....	70%
Wardrobe.....	55%

**WROUGHT IRON AND STEEL—**

Cotton.....	½ doz. \$1.25
Cotton Pat. (N. Y. Mallet & Handle	
Works).....	20%
Hammock Hooks, E. C. Stearns.	
½ doz.....	50c
Picture, T. & S. Mfg. Co.....	75%
Tassel, T. & S. Mfg. Co.....	50&10%
Wrought Staples, Hooks, &c.	
See Wrought Goods.	

**MEAT—**

Enterprise.....	40%
Humason & Beckley.....	80&10%

**WIRE—**

Atlas Coat and Hat..	45%
Belt.....	75@75&10%
Crescent, Coat and Hat.....	50&10@60%
Wire Coat and Hat, Acme..	50&10@50
	&10&5%
Wire Coat and Hat, Gem....	50&10@50
	&10&5%
Wire Ceiling, Gem.....	50&10@50&10&5%
Wire Coat and Hat, Standard.....	45%

**Jack Screws—**

See Screws.

**Kettles—**

Spun Brass, Plain.....15@20%  
 Spun Brass, plated inside with White Metal.....10@15%

**Knives—**

**Ames'—**  
 Bread Knives, 3 doz \$1.50.....20%  
 Butcher Knives.....25%  
 Shoe Knives.....25%  
 Cronk's Chopping.....33½%  
 Dunlap Kitchen and Bread Knives.....25%  
 Foster Bros. Butcher, &c.....30%  
**Goodell's—**  
 Bread Knives Ass'n list.....net  
 Butcher.....net  
 Shoe Knives.....40%  
 Hay and Straw, see Hay Knives.  
 Table and Pocket, see Cutlery.  
 Wilson's Butcher Knives.....net

**Knives, Hay and Straw—**  
 See Hay Knives.

**Knobs—**

Bardsley's Wood Door, Shutter and Base.....10%  
 Base Rubber Tip, 2½ in. Bead, 3 gr. \$1.50 Carriage, Jap.....30%  
 Door Mineral, R. & E. list.....50%  
 Door Por. Jap'd, ".....50%  
 Door Por. Nickel, ".....50%  
 Picture, Judd's.....50&10%  
 Picture, Sargent's.....50&10%  
 Yale & Towne Wood.....net

**Latches—**

Cronk's Barn Door.....2 doz. \$2.25  
 Lane's Barn Door.....40&40&10%

**Lawn Mowers—**

Champion.....75&10%  
 Clipper Improved.....50&10&10%  
 Continental.....60&10%  
 Enterprise.....40&10%  
 Genuine Philadelphia Mowers:  
 Styles M. S. C. K. T.....70&10%  
 Style A. (all steel).....60&10%  
 Style E. Low Wheel.....80&10%  
 Style E. High Wheel.....70&10&5%  
 Drexel, low list.....60%  
 Gold Coins, low list.....60%  
 Great American.....70&10%  
 Imperial.....60&10&10%  
 New Departure, High Wheel.....70&10%  
 New Departure, Low Wheel.....75%  
 New Easy.....60&10&60&10&10%  
 New York.....60&5%  
 Pastime:  
 12 in. 14 in. 16 in.  
 \$6.00 \$6.25 \$6.50 each net

Pennsylvania.....60&10%  
 Racine.....60%  
 Rapid Transit.....70&10%  
 Standard.....60&5%  
 Sunbeam.....60&10%

**Lawn Sprinklers—**

Enterprise.....25@30%  
 Gibbs Arc.....3 doz. \$10.00  
 Gibbs Hustler.....3 doz. 5.00  
 Philadelphia Lawn Mower Co.:  
 Philadelphia Lawn Sprinkler:  
 No. 1. No. 2. No. 3.  
 3 doz. \$12.00 \$15.00 \$24.00.....30%

**Leaders—**

Covert Mfg. Co. Cattle.....45%

**Lead Pipe, Etc.**

Lead Pipe, full lengths.....6c  
 Lead Pipe, cut lengths.....6½c  
 Lead Pipe, Tin Lined.....12½c  
 Block Tin Pipe.....87½c  
 Sheet Lead, full rolls.....7c  
 Sheet Lead, cut rolls.....8c  
 Quantity discount, 20%

**Lemon Squeezers—**

Berger Bros. 3 doz. 8-in. \$1.00; 10-in. \$1.40.....20%  
 Dean's, Nos. 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000

Wood, Common, 3 gross, No. 0, \$5.00;  
 No. 1, \$6.50; No. 2, \$10.00

**Letter Box Plates—**

Name Door Plate.....50@50&10%  
 Name Plate.....70%  
 Number Door Plate.....60@60&10%  
 Sargent's.....60&10@70%

**Levels—**

C. E. Jennings & Co.'s:  
 Hexagon.....2&10%  
 Iron Bench, new design.....25&10%

**Lifters—**

See Transom Lifters.

**Lines—**

Cotton and Linen Fish, Draper's.....50%  
 Cotton Chalk, 20 feet.....60&10%  
 Cotton Trot.....33½%  
 Masons':  
 Colored Cotton.....40&10%  
 Flax.....40&10%  
 No. 0 to 5.....2

Samson Cotton, No. 4, \$2.00; No. 4½ \$2.50.....10%  
 Silver Lake, Braided, No. 0, \$6.00  
 No. 1, \$6.50; No. 2, \$7.00; No. 3, \$7.50 @ gross.....25@30%  
 Ventilator Cord, Samson Braided,  
 White or Drab Cot. 3 doz. \$7.50.....20%  
 Wire Clothes, 100 feet, No. 18, \$2.25;  
 No. 19, \$2.00; No. 20, \$1.75.

**Loaded Shells—**

See Ammunition.

**Locks—**

DOOR LOCKS, LATCHES, &amp; C.

Brantford Lock Co.....let prices  
 Champion Night Latches.....40%  
 Lockwood Mfg. Co.....50%  
 Moore's Elevator Door.....40%  
 Norwalk Lock Co.....40%  
 Plate.....33½%  
 R. & E. Mfg. Co.....45&10%  
 Reading Hardware Co.....40%  
 Sargent & Co.....40@40&10%  
 Yale.....net prices

**CABINET—**

Eagle Lock Co.....33½%  
 Corbin.....33½%  
 Yale.....33½%

**PADLOCKS—**

Acme Bicycle and Satchel, 3 doz., \$9.00.....40%  
 Ames Sword Co.....40%  
 Brown's Brass.....25%  
 Brown's Chain.....25%  
 Champion.....40%  
 Eagle.....40%  
 Scandinavian.....30&25%  
 McWilliams.....25%  
 Smith & Egge Bicycle.....50%  
 Wrought Iron.....75&10%  
 Yale Lock Co.....net prices

**TRUNK—**

Corbin's.....25&10%  
 Eagle.....25&10%

**Machine Bolts—**

See Bolts.

**Mail Boxes—**

See Boxes, Mail.

**Mallets—**

Sargent's List:  
 Hickory.....50@50&10%  
 Lignumvite.....50@50&10%

**Mattocks—**

Cronk's Garden.....25%  
 Regular Goods.....60&10%

**Meat Cutters—**

American.....30%  
 Nos. 1 2 3 4 B 5  
 Each \$5 \$7 \$10 \$25 \$50 \$60  
 Dixon's.....3 doz. 33½%  
 Nos. 1 2 3 4  
 Enterprise.....\$14 \$17 \$19 \$30  
 Nos. 5 10 12 20 22 32  
 Each \$2 \$3 \$2.50 \$5 \$4 \$6  
 Hales Pattern, 3 doz.....70@70&5%  
 Nos. 11 12 13  
 \$27 \$33 \$45  
 Home No. 1, 3 doz. \$36.....60%  
 Little Giant.....50&10%  
 Nos. 305 310 312 320 322  
 \$35 \$48 \$44 \$72 \$68  
 Miles' Challenge, 3 doz.....45@45&10%  
 Nos. 1 2 3  
 \$32 \$30 \$40  
 Woodruff's, 3 doz.....33½%  
 Nos. 100 150  
 \$15 \$18

Beef Shavers (Enterprise).....25@30%  
 Chadborn's Smoked Beef Cutter.....3 doz. \$60.00

**Meat Juice Extractors—**

Enterprise.....25@30%

**Metals, Anti-Friction—**

Magnolia Metal Co.:  
 Magnolia, Anti-Friction.....25c  
 No Name.....15c  
 Mystic.....10c  
 f. o. b. New York or Chicago.

**Melting Ladles—**

Monroe's Patent.....3 doz. \$4.00, 40%  
 P. S. & W.....85&10@40%  
 Reading.....50&10%  
 Sargent's.....60@60&10%  
 Warner's.....30%

**Mitre Boxes—**

C. E. Jennings & Co.....40%  
 Seavey's, 3 doz. \$30.....40%

**Mop Wringers—**

Matchless (Canton, O.), 3 doz.....\$12.00

**Motors—**COFFEE MILL—  
 Specialty Novelty Co.....each \$5.00**Nails—**

WIRE AND CUT NAILS—

See Review of the Markets for quotations  
 Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85@+5&10%

**PICTURE—**

Brass Head, Combination list.....70%  
 Brass Head, Sargent's list.....70@70&5%  
 Niles' Patent.....40%  
 Porcelain Head, Comb'n list.....40%  
 Porcelain Head, Sargent's list.....50%

**FURNITURE—**

Antique Bronze.....10%  
 China.....25%  
 Fire Gilt.....10%  
 Plain.....40%

**Nail Pullers—**

Ajax, 5 lbs.....3 doz. net \$7.50  
 Black Hawk, 3 doz.....\$9.00  
 Cyclops.....35%  
 Eclipse.....3 doz. 18.00, 25&10&10%  
 Eureka, No. 74.....3 doz. net \$8.50  
 Eureka, No. 75.....3 doz. net 8.00  
 Giant, No. 1, 3 doz. \$18.00; No. 1½ \$16.50; No. 2, \$15.00.....30&5%  
 Lightning.....3 doz. \$18.00, 20%  
 National.....3 doz. 24.00, 40%  
 Pelican.....3 doz. \$9.00, 40@40&10%  
 Scranton, No. 2.....3 doz. \$10.00  
 Scranton, No. 3.....3 doz. 9.00

**Nail Sets—**

Buck Bros.....27½%  
 Cannon's Diam'd Point, 3 gro. \$12.25  
 Humason's.....50&10%  
 Hunters' Cap Point, Knurled.....\$10.00  
 Hunters' Cap Point, Plain.....9.00  
 Octagon.....4.00@4.75  
 Round, assorted.....3.00@3.25  
 Square.....4.00@4.25  
 Snell's:  
 Octagon.....\$4.75  
 Corrugated.....6.50  
 Knurled.....9.00

**Nippers—**

Acme.....50%  
 Smith's Cutting.....50%  
 Todd's Cutting.....50%

**Nut Crackers—**

Acme, Japanned.....\$30.00, 40%  
 Acme, Nickel Plated.....30.00, 20%  
 Turner & Seymour Mfg. Co.....50%

**Nuts—**

Hot pressed, square, blank.....\$5.60  
 Hot pressed, hexagon, blank.....6.30  
 Hot pressed, square, tapped.....5.60  
 Hot pressed, hexagon, tapped.....6.30  
 Cold punched, plain, square, blank 5.20  
 Cold punched, hexagon, square, blank 5.60  
 Cold punched, plain, square, tapped 5.20  
 Cold punched, plain, hexagon, tapped 5.60

**Oilers—**

Brass and Copper.....40&10@50%  
 Cushman & Denison's: 3 doz. \$ .50  
 Gem......60  
 Leader.....1.50  
 Perfect Oilers......75  
 Star Pocket Oilers......75

**Draper's:**

Brass.....70&10%  
 Steel.....70&10%  
 Malleable, Hammers, New Style, 10&5@20%  
 Malleable, Hammers, Old Pattern, same list.....50&10%  
 "Paragon," Brass.....50&10@60%  
 "Paragon," Zinc.....70@70&10%  
 Tower & Lyon Bicycle.....25%  
 Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust.....70&10@75%  
 Zinc and Tin.....60&10@65%

**Oil Stones, etc.—****OIL STONES—**

Pike's Washita:  
 Lily White, 3 doz.....\$ .60  
 Pike's Washita Mounted No. 1: 3 doz. 8x2.....\$12.00  
 7x2.....11.00  
 6x2.....10.00  
 5x2.....9.00  
 4x1½.....7.00  
 3½x1.....5.50  
 Discount, 33½&10%.

Pike's Washita Axe Stones:  
 About 2x2x¾ to 1½, 3 doz. \$ .24  
 About 2x2x½, extra selected......40  
 Discount, 33½%.

India Oil Stones.....25@33½%

**Packing, Steam—****RUBBER—**

Boston Belting Co.:  
 "Boston".....60%  
 "Excelsior" Plumbago, Pure, 3 doz. \$1.00.....50&10%  
 Extra.....60%  
 Standard, Fair

**Potato Hooks, etc.—**

Hoe Down Hooks.....75&10&25  
Hop Hooks.....60&10&25  
Potato Hooks.....70

**Powder—**

See Ammunition.

**Presses—**

See Fruit and Jelly Presses.

**Primers—**

See Ammunition.

**Pruning Hooks and Shears—**

Cronk's Pruning Shears.....33½¢  
Cronk's Heavy Pattern, ½ doz., \$2.50 net  
Disston's Combined Pruning Hook  
and Saw.....½ doz., \$18.00, 25¢&25&10¢  
Disston's Pruning Hook, ½ doz.,  
\$12.00, 25¢&25&10¢

**Henry's:**

Pruning Shears.....50&52  
Orange.....50&30¢  
Grape.....50&10¢  
Tree Pruners.....75¢  
E. S. Lee & Co.'s Pruning Tools.....40¢  
P. S. & W. Co.'s Shears.....60¢  
Waters' Tree Pruners.....75&10¢  
Wheeler, M. & C. Co.'s Combina-  
tion.....½ doz., \$12.00, 25&10¢

**Pulleys—**

Awning.....60&60&10¢  
Axle.....50&100&50¢  
Brass Screw.....45&10¢  
Ceiling.....50&10&60¢  
Clothes Line, Japanned.....60¢  
Common Sense.....60¢  
Dumb Waiter.....60&60&10¢  
Empire Sash Pulley.....60¢  
Fox-all-steel:

Nos. 3 & 7, 2¼-inch wheel, ½ doz., 25¢  
No. 9, 1¾-inch wheel, ½ doz., 30¢  
No. 10, 2-inch wheel, ½ doz., 25¢  
Extra for plated finish, ½ doz., 20¢  
Extra for antique bronze bushing,  
½ doz., 10¢

Hay Fork, Swivel Eye, ½ doz.,  
4-inch, \$3.75; 6-inch, \$5.00.....55¢  
Hay Fork, Hartz, 4¼-inch, ½ doz.,  
\$6.00.....50&10¢  
Hay Fork, 5-inch, Solid, \$5.70.....50¢  
Hot House.....50&10&50&10&10¢  
Stowell's Anti-Friction, 5-in. Wheel,  
½ doz., \$12.00.....40¢  
Side, Anti Friction.....50¢  
Shade Rack.....45¢  
Upright.....50&10&50&10&10¢

**Pumps—**

Clsterm, Best Grades.....50&10&60¢  
Pitcher Spout, Best Grades.....70&10¢  
F. E. Myers & Bro.:  
No. 1, Fig. 328, 3 in. Shallow  
Well Pump.....\$18.00  
No. 8, Fig. 328, 3¼ in. Shallow  
Well Pump.....15.00  
No. 5, Fig. 307, 3 in. Deep Well  
Pump.....15.00  
No. 6½, Fig. 307, 3¼ in. Deep  
Well Pump.....17.00  
No. 14, Fig. 521, 3 inch Deep or  
Shallow Well Pump.....15.00  
No. 22, Fig. 523, 3 in. Deep Well  
Pump.....17.00  
No. 56, Fig. 331, 3 in. Shallow  
Well Pump.....14.00  
No. 59, Fig. 332, 3¼ in. Shallow  
Well Pump.....17.00  
No. 70, Fig. 333, 2½ in. Deep  
Well Pump.....15.00  
No. 72, Fig. 333, 3 in. Deep Well  
Pump.....15.00  
No. 73, Fig. 333, 3¼ in. Deep  
Well Pump.....16.00  
No. 102, Fig. 448, 8 inch Lift  
Pump.....9.00  
No. 108, Fig. 448, 8¼ in. Lift  
Pump.....11.00  
No. 128, Fig. 510, 3 in. Lift  
Pump.....7.00  
No. 181, Fig. 510, 8¼ in. Lift  
Pump.....8.50  
No. 225, Fig. 389, Windmill  
Pump.....12.50  
No. 235, Fig. 408, Windmill  
Pump.....16.00  
No. 240, Fig. 406, Regulator  
Pump.....28.00  
No. 265, Fig. 572, Cyclone Tank  
Force Pump.....16.00  
No. 267, Fig. 483, Geyser Tank  
Force Pump.....16.00  
No. 268, Fig. 518, Low Down  
Tank Force Pump.....16.00  
No. 302, Fig. 477, Spray Pump,  
complete.....11.50  
No. 320, Fig. 492, Bucket Spray  
Pump.....5.00  
No. 380, Fig. 547, Knapcap  
Spray Pump.....10.00  
Discount, 50% f. o. b. Ashland.

**Punches—**

Bemis & Call Co.'s:  
Cast Steel Drive.....50&5¢  
Check.....55¢  
Spring.....50&5¢  
Springfield Socket.....65¢  
Morrill's Universal.....35¢  
Niagara Hollow.....45¢  
Niagara Solid.....55¢  
Saddlers' or Drive, good.....60&65¢  
Snell's Tanners.....50¢  
Spring, good quality, ½ doz., \$1.70&1.80  
Spring, Leach's Pat.....15¢  
Tanners' Solid, P. S. & W. Co.,  
½ doz.....\$1.44, 55¢  
Tanners' Hollow, P. S. & W. Co.,  
20&25¢

**Rail—**

Barn Door, Light, In. ¼ 5/8 ¾  
¾ 100 feet.....\$1.40 1.85 2.60  
Barn Door, "None Better" No. 1,  
¾ foot.....3¾¢  
Barn Door, "None Better" No. 2,  
¾ foot.....4¢  
B. D. for N. E. Hangers:  
Angular, ¾ foot, 6c.....70¢  
Double Flange, ¾ foot, 8c.....70¢  
Carrier Steel Rail, ¾ foot.....4½¢  
Cronk's:  
O. N. T. Style, No. 13.....8 c  
Double Braced.....3¼¢  
Lane's:  
O. N. T., 1 in.....\$2.65  
O. N. T., 1¼ in.....3.75  
Standard, 1¼ in.....3.75  
Stowell's Wrought Steel.....85¢  
Sliding Door, Bronzed Wrought  
Iron, ¾ foot.....6½¢  
Sliding Door, Steel, Brass Plated,  
¾ foot.....5½¢  
Sliding Door, Wrought Brass, 1¼ in.,  
¾ lb. 36c.....10¢&30¢  
Victor Track Rail, 7c ¾ ft., 60&10&2½¢

**Rakes, Etc.—**

Cronk's:  
Wrought Steel Garden.....60&20¢  
Queen City Lawn.....40¢  
Steel Garden Rakes.....70&5&25¢  
Steel Garden Rakes Stamped Blank, 70¢  
Steel Road Rakes.....65¢  
Steel Tar or Asphalt Rakes.....5¢  
Turf Edger.....60&5¢  
Prize Bow Braced Steel.....70&5&25¢  
Peerless Shank.....70&5&2½¢  
Peerless Socket.....70&5&25¢  
Level Head Shank.....70&5&25¢

**Rasps, Horse—**

Disston's.....70¢  
New Nicholson Horse Rasp.....70¢  
See also Files.

**Razors—**

Electric.....List net  
"John Engstrom".....net prices  
J. R. Torrey Razor Co.....20¢  
Wootenholm and Butcher, \$10.00 to  
£.....10¢

**Registers—****HOT AIR—**

New List, Feb. 1, 1899:  
Black Japanned.....50&10¢  
White Japanned.....40&10¢  
Bronzed Finishes.....40¢  
Electro-Plated.....40¢  
Nickel Plated.....50&10¢  
White Porcelain.....20&10¢  
Solid Brass and Bronze Metal.....20&10¢

**Rings—**

See Bull and Hog Rings.

**Rivets and Burrs—**

Belt with Burrs.....40&5&40&10¢  
Hose with Burrs.....40&5&40&10¢

**IRON—****List, Nov. 1, 1894.**

Ordinary, in bulk.....70¢  
Thousand, in bulk.....70¢  
Thousand in papers.....70¢  
Coopers', in bulk.....70¢  
Block and Carriage, in papers.....70¢  
Hame.....70¢  
Belt with Burrs, Tinned or Cop-  
pered.....70¢

**Rivet Sets—**

Regular List.....70¢

**Rollers—**

Lane's, Stay.....33½¢

**Rope—**

Cotton Rope, Best, ¾ lb.....15¢  
¼ inch and larger.....15¢  
Medium, ¼ in. and larger.....12¢  
Common, ¼ in. and larger.....10½¢  
Jute Rope:  
A grade.....6½¢  
C grade.....5½¢  
Manilla:  
7-16 in. and larger.....10½¢  
¾ in.....11 c  
½ and 5-16 in.....11½¢  
Hay Rope, Medium.....11 c  
Sisal:  
7-16 in. and larger.....8 c  
¾ in.....8½¢  
½ and 5-16 in.....9 c

**Rules—**

Athol, Steel.....33½¢  
Boxwood.....75&10&10&10¢  
Ivory.....85&10&35&10&10¢  
Lufkin's:  
Steel.....55¢  
Lumber.....50&10¢  
Miscellaneous, Stanley's.....55&10¢  
Starrett's Rules and Straight Edges.....25&10

**Sad Irons—**

Chinese Landry.....¾ lb 4½¢  
Chinese Sad.....3¾¢  
Crown, Polished.....½ doz. \$6.50  
Crown, Nickel.....½ doz. 7.00  
Common 4 to 10.....¾ lb 3¼&3½¢

**COLD HANDLED—**

Enterprise Mfg. Co. of Pa.....30&5¢  
Self-heating.....½ doz. \$10.00, 25¢  
Self-heating, Tailors'.....½ doz. 22.50, 25¢  
Sensible Nickel.....½ doz. \$7.00  
Sensible Polished.....½ doz. 0.50  
Sensible, Tailors'.....¾ lb 4½¢

**Safety Fuse—**

See Fuse.

**Safety Lifts—**

Burr Mfg. Co., Steel.....50&60¢

**Sand and Emery Paper and Cloth—**

Baeder, Adamson & Co.'s:  
Emery Cloth.....50&10¢  
Garnet Paper.....80&30&5¢  
Sand and Emery Paper.....50&10¢

**Sash Balances—**

Caldwell Mfg. Co.....50¢

**Sash Chain—**

Competition.....50&10¢  
Giant.....40¢  
Monarch.....40&10¢  
Red Metal.....40&10¢  
Steel.....40&10¢

**Sash Cord—**

Cable Laid Italian.....¾ lb 16&18¢  
Cable Laid Russia.....¾ lb 18½&14¢  
Common India.....¾ lb 9&10¢  
Patent Russia.....¾ lb 12½&18¢  
Patent India.....¾ lb 10½&12¢  
Samson:  
"Mass," White, Cotton.....23½&24¢  
"Samson" Braided White, Cotton.....¾ lb 28½&30¢  
"Samson" Braided Drab, Cotton.....¾ lb 32½&35¢  
"Samson" Braided Italian Hemp.....¾ lb 32½&35¢  
"Samson" Braided Linen.....¾ lb 50&55¢  
Silver Lake:  
A Quality, Drab.....¾ lb 40¢, 5¢  
A Quality, White.....¾ lb 35¢, 5¢  
B Quality, Drab.....¾ lb 35¢, 5¢  
B Quality, White.....¾ lb 30¢, 5¢  
United States:  
B Quality.....¾ lb 18½¢  
C Quality.....¾ lb 17½¢  
White Cotton, Hard Braided.....¾ lb 18¢

**Sash Fasteners, Holders, &c.**

Sash Lifts.....60&10&10¢  
Sash Lifts Flush.....50¢  
Sash Lifts With Lock.....60&10&10¢  
Sash Rollers.....70¢  
Shutter Bars.....60&10&10¢  
Shutter Sheaves.....60¢  
Window Screen Sash Lifts.....66½¢

**Sash Locks—**

Champion Meeting Rail.....70¢  
Champion Slide.....80¢  
Davis, Bronze, Barnes Mfg. Co.....50¢  
Eiting's Ventilating.....40¢  
Fitch's:  
Iron.....70¢  
Bronze and Brass.....66½¢  
Gale's Automatic, List Nov., 1897.....55¢  
Ives' Patent:  
Wrought Steel.....60¢  
Bronze M. Knob.....60¢  
Wrought Bronze and Brass.....55&5¢  
Cast Iron.....65¢  
Cast Bronze and Brass.....62½¢  
Payson's Perfect.....70¢  
Reading.....60&10¢

**Sash Weights—**

Small lots.....½ ton \$25.00  
Ton lots at factory.....\$20.00&22.50

**Sausage Stuffers or Fillers—**

Draw Cut, No. 4.....each \$30.00, 20¢  
Enterprise Mfg. Co.....25&25&7½¢  
National Specialty Mfg. Co.....25¢

**Saws—**

Atkins:  
Band 7 to 14 in. Wide.....60&10¢  
Band 2 to 6 in. Wide.....60¢  
Band ¾ to 2 in. Wide.....60¢  
Butcher, Pruning and Compass.....40&5¢  
Circular.....50&10¢  
Cross Cut.....35&5¢  
Gang.....50¢  
Hand, Panel and Rip.....40¢  
Wood.....40¢  
Disston's:  
Circular, Solid and Inserted Tooth.....50¢  
Band 8 in. to 14 in. Wide.....60¢  
Band ¾ in. to 2½ in.....70¢  
Cross Cuts.....45¢  
Narrow Cross Cuts.....55¢  
Mulay, Mill and Drag.....50¢  
Framed Wood Saws.....35¢  
Wood Saw Blades.....40¢  
Wood Saw Rods.....30¢  
Hand Saws, Nos. 13, 99, 9, 16, D100,  
D8, 130, 76, 77, 8.....25¢  
Hand Saws, Nos. 7, 107, 107½, 3, 1,  
0, 00, Combination.....80¢

**Compass, Keyhole, Pruning, Dove-**

tail, &c.....25¢  
Butcher's Saws and Blades.....35¢  
Haines' Needle Point.....40¢  
C. E. Jennings & Co.'s:  
Butcher.....25&10  
Hand Panel, Rip and other Saws.....25&30¢

**Peace:**

Cross Cuts.....45&10¢  
Hand Panel and Rip.....25&10¢  
Richardson:  
Circular and Mill.....50&50&10¢  
X Cuts.....45&10¢  
Hand Saws.....25&10¢  
Star, Butcher.....25¢  
Woodrough & McParlin Cross Cuts.....45&10¢

**HACK SAWS AND FRAMES—**

Chatillon.....30¢  
Disston's:  
Concave Blades.....25¢  
Keytone, Flexible Back and Ma-  
chine Blades.....30¢  
Hack Saw Frames.....30¢  
Griffin's:  
Complete.....40&45¢  
Saw Blades.....45¢  
Star, Saws and Blades.....25¢

**Saw Filer—**

Disston's D8 Clamp and Guide, \$30.00  
½ doz.....25¢

**Saw Frames—**

C. E. Jennings & Co.....20¢  
Richardson's Wood.....net

**Saw Sets—**

Atkins:  
Criterion Saw Sets.....½ doz. \$6.00  
Excelsior Saw Tools.....½ doz. 6.00  
Bemis & Call Co.'s:  
Cross Cut.....30&5¢  
Hammer, New Pat.....45¢  
Plate.....80¢  
Spring Hammer.....30&5¢  
Disston's Monarch, Nos. 1 & 10 and  
Star.....25¢  
Hart's Pat. Lever.....20¢  
Kohler's:  
"Giant Royal".....½ doz. \$9.00  
"Royal".....½ doz. 6.00  
Leach's.....33½¢  
Morrill's:  
No. 1, \$15.00; No. 10, \$15.50; No. 11,  
\$16.00.....40&20¢  
Cross Cuts Nos. 3 and 4, \$23.00; No.  
5, \$31.00.....40&20¢  
Richardson's.....25¢  
Seymour Smith & Son, Hammer,  
½ doz.....\$4.75  
Stillmans.....½ doz. 1.00  
Taintors Positive.....\$18.00 ½ doz. 60¢

**Scales—**

Chatillon's:  
Eureka.....25¢  
Favorite.....40¢  
Grocers' Trip Scales.....50¢  
Family, Turnbull's.....30&30&10¢  
Hatch:  
Counter, No. 171, ½ doz. \$17.00&\$18.00  
Tea, No. 161.....5.75& 6.00  
Union Platform Plain.....2.00& 2.10  
Striped.....2.15& 2.25

**Scale Beams—**

Chatillon's No. 1.....30¢  
Chatillon's No. 2.....30¢

**Scrapers, &c.—**

Adjustable Box Scraper (S. R. & L.  
Co.) \$6.00.....40&10¢  
Box, 1 Handle.....½ doz. \$2.00  
Box, 2 Handle.....½ doz. \$3.00&4.00  
Foot.....55&5¢&60&5¢  
Ship Common.....½ doz. \$2.40 net  
Ship, R. I. Tool Co.....10¢

**SIDEWALK—**

Kohler's, Steel No. 7.....½ doz. \$3.00

**Screens—****DOOR—**

Phillips:  
¾ in., Style E, Fancy Screen  
Doors.....\$10.00  
¾ in., Style G, Common Screen  
Doors.....6.50  
¾ in., Style K, Fancy Screen  
Doors.....8.00  
¾ in., Style K4, Fancy Screen  
Doors.....8.50

**WINDOW—**

Porter Screen Mfg. Co.....60&60&5¢  
Phillips:  
Bonanza Screens.....60&60&5¢  
Express.....60&60&5¢  
Flyer.....60&60&5¢  
Perfection Screens.....60&60&5¢  
Northwest.....60&10¢  
Window Screen Frames.....60&10¢



<b>Screw Drivers—</b> Brace Screw Drivers.....25&10&5% Buck Bros.....30% Screw-Driver Bits.....27½% Champion.....40% Diston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70% Electric Spiral No. 01.....½ doz. \$6.00 net Electric Spiral No. 02.....½ doz. 5.00 net Ellrich's Socket and Ratchet.....40&10% Fray's Hol. Hdle. Sets, No. 8.....\$12.50 Howard-Aillard.....A1 ½ doz., \$9.00 net Howard-Aillard.....A2 ½ doz., 8.00 net C. E. Jennings & Co.....40&10% Jennings & Griffin.....60% Jones Reversible Spiral No. 1, ½ doz., \$13.50 net; No. 2 ½ doz.....\$12.00 Sargent & Co.'s: No. 1 Forc. Blade.....50&10&50&10&5% Nos. 20 and 40.....66½% Screw-Driver Bits (Snell's) ½ doz.....60c Stanley R. & L. Co.'s: No. 64, Varnished Handles.....60&10% No. 86.....70&10% Snell's Nos. 5 and 10.....75% Tower & Lyon: Champion.....40% Magazine.....25% Machinists'.....40% Balsley's Patent.....33½% Williamson's: Beauty, ½ doz.....\$1.00 } 40% Gem, ½ doz.....90c } C. T. Williamson Wire Novelty Co. 40%	<b>Shears, Hedge—</b> Wm. Wilkinson & Sons.....50%  <b>Sheaves—</b> SLIDING DOOR— Corbin's list.....60&10&2% Hatfield's Pattern.....70&10&90% M. W. Co., list July, 1888.....50&10&90&5% Stowell's Anti-Friction.....50% Patent Roller.....60&10&60&10&5% R. & E., list August 15, 1895.....60&10&60&10&5% Russell's Anti-Friction, list December 18, 1885.....60&2%  SLIDING SHUTTER— Reading list.....60% R. & E. Mfg. Co.'s.....60&60&10% Sargent's list.....70%  <b>Shells—</b> See Ammunition.  <b>Shot—</b> See Ammunition.  <b>Shovels and Spades—</b> Association prices to small trade. No. 2, Polished, Square or Round Point, D or L Handle: A1, B2, 1st Grade, 2d Grade Plain Back.....\$10.50 \$9.60 Strap Back.....9.00 9.00 Cleveland Pattern. 10.30 9.30 C3, D4, 3d Grade, 4th Grade Plain Back.....\$8.70 \$8.10 Strap Back.....8.10 7.50 Cleveland Pattern. 8.40 7.80 All other sizes, add 30c. doz. Black, deduct 30c. doz.  <b>Shovels and Tongs—</b> Brass Head.....60&10&60&10&10% Iron Head.....60&10&60&10&5%  <b>Shutter Bars—</b> Ives'.....45%  <b>Shutter Bolts—</b> See Bolts, Shutter.  <b>Sifters, Flour—</b> Hunter's Genuine.....½ gross, \$10@\$11.50  <b>Skate Sharpeners—</b> Eureka.....½ doz. \$1.75; ½ gro. \$18.00  <b>Slaw and Kraut Cutters—</b> Diston's: Slaw, Vegetable, Corn Grater, Turnip Shredder.....40% Kraut Cutters, 24x7, 36x8, 30x9.....45% Kraut Cutters, 36x12, 40x18.....50% Enterprise.....25&30% Enterprise Mfg. Co.....25% Tucker & Dorsey: 1 Knife.....½ gro. \$16.50@\$20.00 2 Knives.....½ gro. 22.50@ 30.00 Kraut Cutters.....50% Woodrough & McParlin.....40%  <b>Sledges and Heavy Hammers—</b> See Hammers.  <b>Slicers—</b> Vegetable, Enterprise.....25%  <b>Smiths' Bellows—</b> See Bellows.  <b>Snaps, Harness, &amp;c.—</b> Anchor (T. & S. Mfg. Co.).....55% Cockeyes.....66½% Fitch's: Bolt.....45% Bristol.....40&10 Champion.....40% Clipper.....50&10&5% Empire.....50&5% National.....50&5% Security.....40% Victor.....60&5% German, new list.....40% Sargent's: Patent Guarded.....66½% Covered Spring.....50&55% Covert Mfg. Co.: Breast Strap Buckle Snaps.....45% Breast Strap Protector.....45% Double for Bits or Trace Carrier } Trojan Snaps.....40% High Grade Snaps.....40% Jockey Snaps.....40% Derby Snaps.....35% Rope Snaps.....40%	<b>Snaths—</b> Scythe.....40@45%  <b>Soldering Irons—</b> Covert Mfg. Co.....20%  <b>Spoke Shaves—</b> Bailey's (Stanley R. & L. Co.).....50&10% Iron.....½ doz. 50&10% Millers Falls.....15&10% Seymour Smith & Sons, Iron.....20% Wm. Johnson's: Wood, Best.....80% Wood, 2d quality.....83½%  <b>Spoons and Forks—</b> Boardman's: Britannia Spoons, Catalogue "C" net, List Nickel Silver, Catalogue "C" net, List  SILVER PLATED FLAT WARE— L. Boardman & Son, Catalogue "C" net List "1847".....40&10% "Anchor".....50&10% "Eagle".....50&10% "Star".....50&10% Rogers, Smith & Co.....50&10% Rogers & Hamilton.....50&10% Holmes & Edwards.....50&10&10% German Silver, unplated.....50%  KNIVES AND FORKS NO. 12— ½ doz. net. "1847".....\$3.50 "Anchor".....3.25 "Eagle".....3.25 "Star".....3.25 Rogers, Smith & Co.....3.25 Rogers & Hamilton.....3.25 Holmes & Edwards.....3.00  <b>Springs—</b> See Door Springs.  <b>Spring Balances—</b> See Balances.  <b>Spring Hinges—</b> See Hinges.  <b>Squares—</b> Diston's Try Square and T Bevels, 60&10% Starrett's Micrometer Caliper Squares, 25% Try Square and T Bevel.....60&10 Winterbottom's Try and Mitre.....40&10% Nickel-Plated. New List Jan. 5, 1900.....65&10&70% Steel and Iron.....65&10&70%  <b>Staples—</b> Barbed Blind—¼, ½, and ¾ inch, ¾ D.....8¼c @ 9c.  FENCE— Same price as Barb Wire. See Trade Report.  <b>Stay Rollers—</b> Cronk's, No. 50.....66½% " Nos. 55 and 56.....70&10% " No. 60.....60% " No. 65.....60&10%  <b>Steels—</b> Chatillon's.....30%  <b>Stocks and Dies.</b> BICYCLE— Holroyd & Co.....35%  BLACKSMITH'S— Butterfield's.....35&40% Gardner.....33½&10% Holroyd & Co.....40&50% Lightning Screw Plate.....25% Reece's New Screw Plates.....25&30%  PIPE MAKERS— Holroyd & Co.....75&10&80%  <b>Stones—</b> See Ollstones.  <b>Stops—</b> See Bench Stops.  <b>Store Door Handles—</b> See Handles.	<b>Stove Bolts—</b> See Bolts.  <b>Stove Polish—</b> See Polish, Stove.  <b>Sweepers—</b> See Carpet Sweepers.  <b>Tackle Blocks—</b> See Blocks.  <b>Tacks, Brads, &amp;c.</b> List Jan. 15, 1899. American Cut Tacks.....90&25% S. S. Cut Tacks.....90&30% Carpet Tacks: American, Blued.....90&10&10&10% American, Tinned.....90&10&10&10% Swedes Iron Tacks: S. S.....90&10&10% Bill Posters' and Railroad Tacks: S. S.....90&40% Common and Patent Brads.....70&10% Finishing Nails.....70&10% Gimp Tacks: S. S.....90&40% Hungarian Nails, Steel.....80&15% Lace Tacks: S. S.....90&40% Looking Glass Tacks.....70&10% Trimmers' Tacks: S. S.....90&30% Trunk and Clout Nails: Steel, Black.....80&5% Steel, Tinned.....80&5% Upholsterers' Tacks: S. S.....90&40%  MISCELLANEOUS— Double Point, in dozens, 90&10&10&10&10% Double Point, in bulk.....80% Matting.....80% Shade, in dozens.....90&10&10% Shade, in bulk.....80%  <b>Tack Pullers—</b> Columbia, No. 1, ½ doz., net.....\$1.00 Columbia, No. 2, ½ doz., net.....1.50 Little Jack.....½ doz., net.....1.00  <b>Tapes, Measuring—</b> American Asses' Skin.....40&10&50% Leather Case.....25&25&10% Steel.....83½&40% Chestermans.....25&25&5% Keuffel & Esser Co., New List, 1898: Steel and Metallic.....85% Lufkin's Steel and Metallic.....30&33½%  <b>Tap Borers—</b> See Borers, Tap.  <b>Taps—</b> American Screw Co.: Machine Screw.....70% Holroyd & Co.'s: Blacksmiths.....60&85&5% Machine Screw.....70&10&75% Machinists' Hand.....60&60&10&10% Pipe, ¼ to 1½.....60&80&10% Pipe, 2 to 4.....70&70&10%  <b>Thumb Latches—</b> See Handles.  <b>Tinware—</b> Stamped, Japanned and Pieced, Net Prices.  <b>Tire Bolts—</b> See Bolts.  <b>Tobacco Cutters—</b> National Specialty Co.....40% Enterprise Mfg. Co.....25&30%  <b>Toilet Clippers—</b> See Clippers.  <b>Trammel Points—</b> Backus and Union.....40% C. E. Jennings & Co., "Eureka".....25% Cook's.....40&10% Sargent's.....40&10% Stanley's.....30&10% Tower & Lyon.....83½% Prentiss'.....90&25%  <b>Tracks, &amp;c.—</b> F. E. Myers & Bro.: Comb. Car, Double Steel T.....\$3.50 Comb. Car, Wood Track.....3.25 Common 6 in. Wood Sheave Pulley, Fig. 433.....½ doz. 1.75 D. H. Fork. Steel Regular.....each, .85 Double Grapple Fork.....each, 8.50 Double Rail Steel Track, complete with clamps.....½ ft. 10 Faultless Steel Frame K. P. Pulley, Fig. 435.....½ doz. 2.15 Faultless Steel Frame 6 in. Plain Pulley, Fig. 435.....½ doz. 1.90 Floor Hooks ¾ in.....½ doz. .70
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Floor Pulley, Wood Sheave, Fig. 486.....	2 doz. 2.25
Hanging Hooks for Double Steel Track.....	5 doz. .65
Hanging Hooks for Single Steel Track.....	5 doz. .65
Hanging Hooks for Wood Track, 10 in.....	5 doz. .55
Hanging Hooks for Wood Track, 14 in.....	5 doz. .65
Malleable Frame K. P. Pulleys, Fig. 676.....	5 doz. 2.40
Malleable Rafter Brackets, 5 doz.....	1.40
Neils Fork.....	each, 1.60
New Myers Iron Rod Car.....	3.25
Reed Wood Frame Pulley with Hook, Fig. 494.....	5 doz. 2.00
Rev. Car., Double Steel Track.....	3.50
Rev. Car., Wood Track.....	3.25
Rope Hitch.....	5 doz. 1.75
Single Rail Car, Single Steel T.....	8.50
Single Rail Steel Track with clamps.....	5 ft. .01
Sprout's Shear Fork, each.....	\$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565.....	5 doz. 1.85
Sure Grip Sling Car, Steel or Wood Track.....	6.00
Walker Fork, each.....	1.25
Wrought Rafter Brackets, 5 doz.....	.40

**Transom Lifters—**

Ajax.....	50&100&50&10&5%
Bronze Metal, with Safety Spring.....	50&50&10%
Crescent.....	70&70&10%
Dickson's.....	60%
Nickel Plated.....	50&10%
Payson's Solid Grip, Nos. 808 and 804, 5 100.....	\$12.00
Shaw's:	
Copper Finished.....	80&10%
Lever.....	70&70&10%

**Traps—****FLY—**

Balloon.....	5 doz. \$1.25, 5 gro. \$12.00
Globe.....	5 doz. 1.25, 5 gro. 12 00
Harper.....	5 doz. 1.40, 5 gro. 15.00

**GAME—**

Star, Blake's Pattern.....	60&10&10%
Enterprise Mole.....	15%
H. & N.....	65%
Newhouse.....	45&50%
Victor.....	75%

**MOUSE AND RAT—**

Erie Rat.....	40&40&10%
Hotchkiss:	
Metallic Mouse.....	50%
Improved Rat.....	50%
New Rat.....	50%
Mouse, Bonanza, 5 doz.....	90c@1.00
Mouse, Catch-em-alive, 5 doz.....	\$2.50, 15%
Mouse, Delusion.....	40%
Mouse, Ideal, 5 gro.....	\$9.00
Mouse, Round Wire, 5 doz.....	\$1.00, 10%
Mouse, Wood, Choker, 5 doz. holes.....	9@10c
Marty French Rat and Mouse Traps (Genuine):	
No. 1, Rat, each \$1.18, 5 doz.....	\$12.00
No. 3, Rat, 5 doz., \$6.00; case of 50.....	5.25
No. 3 1/2, Rat, 5 doz., \$4.75; case of 72.....	4.25
No. 4, Mouse, 5 doz., \$3.50; case of 72.....	2.75
No. 5, Mouse, 5 doz., \$2.75; case of 150.....	2.25
Schuyler Rat Killer, No. 1, 5 gro.....	\$15.00; No. 2, 5 gro. \$15.00
Mouse, No. 3.....	9.00
Smith & Egge Mfg. Co.: 5 doz.....	
Superior Rat Trap.....	\$15.00
Yankee Mouse Trap.....	3.50
Yankee Rat Trap.....	11.00

**Trowels—**

Brade's Brick.....	30%
Diaston's:	
Brick and Pointing.....	30%
Plastering.....	25%
"Standard Brand" and Garden.....	40%
C. E. Jennings & Co.:	
Brick.....	30%
Plastering.....	25%
Pointing.....	30%
W. & M.P. Plastering.....	25%
Peace's Plastering.....	25&25&5%
"Rose" Brick, Plastering and Moulders.....	25&5%

**Vegetable Slicers—**

Enterprise Mfg. Co.....	25%
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**Vises—**

Solid Box.....	40&100&50%
V. W. & W.....	40%
Fisher-Norris.....	15&10%
Armstrong's:	
Combination.....	50%
Plain and Hinge.....	60%
Atchul, Oval Slide.....	60%
Adams, Diamond.....	40%
Bonney's Champion.....	40%
Fisher & Norris Double Screw.....	15%
Holland's.....	40%
Howard's.....	40%
Little Giant Bench.....	25&10%
Lowell Hand.....	38 1/2%
Massey:	
Perfect.....	15&20%
Clincher.....	30&40%
Wood Working.....	15&20%
Planer.....	15&20%
Comb. Pipe.....	40%
Millers Falls:	
Mechanics'.....	net@10%
Oval Slide.....	50&10%
Ball Clamp.....	45%
Gravity.....	net
Hand.....	15%
Moore's.....	20%
Phoenix.....	58 1/2%
Prentiss.....	20&25%
Sargent's.....	40%
Simpeon's Adjustable.....	40%
Stephens.....	25&38 1/2%
Trenton.....	40&40&5%
Wright's Pipe.....	40%

**SAW FILERS—**

Bonney's No. 2, \$15.00.....	40&100&50%
Cincinnati.....	40%
Stearns Com. No. 0, 1, 2 and 3.....	50&50&10%
Stearns Rubber Jaw, Nos. 10 and 33.....	88 1/2&40%
Wentworth's.....	40%

**Wads—**

See Ammunition.

**Wagon Jacks—**

Covert Mfg. Co.'s, Steel.....	45%
Lane's Steel.....	38 1/2&5%

**Washer Cutters—**

Otis A. Smith's.....	30&10&10%
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**Well Wheels—**

Japanned, 8 to 14 inches.....	70%
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**Weed Extractors—**

"Pastime".....	5 doz. \$1.75 net
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**Window Cleaners—**

Barnes Mfg. Co.....	40%
Clayton's.....	25&10%

**Window Stop Adjusters—**

Ives' New List.....	25&5%
Taplin's "Perfection".....	50%

**Wire Gauges—**

See Gauges.

**Wire and Wire Goods—**

Brass Wire.....	20%
Bright Wire Goods, New List.....	35&10%
Cast Steel Wire.....	50%
Copper Wire.....	15%
Annealed and Tinned on Spools.....	70%
Brass and Copper on Spools.....	60%
Spooled Wire, ass'd for Retailing.....	70%
Market Wire, Bright and Annealed:	
Nos. 6 to 9.....	70&10%
Nos. 10 to 18.....	72 1/2&5%
Nos. 19 to 26.....	75&7 1/2%
Nos. 27 to 36.....	75&10&2 1/2%
Coppered and Galvanized:	
Nos. 6 to 9.....	66 1/2&5%
Nos. 10 to 18.....	70%
Nos. 19 to 26.....	70&10%
Nos. 27 to 36.....	70&10&10%
Tinned:	
Nos. 6 to 14.....	70&10&5%
Nos. 15 to 18.....	70&5&5%
Nos. 19 to 26.....	70%
Nos. 27 to 36.....	60&10&10%
Picture Wire, List of Oct. 2, 1900.....	85&85&10%
Steel Music Wire, Nos. 12 to 30, imported.....	70 lb. 60c@70c
Stub's Steel Wire.....	\$6.00 to \$8 1/2%

**Wire Clothes Lines—**

See Lines.

**Wire Cloth, Netting, &c.—**

Galvanized Wire Netting 80&100&80&20%	
Painted Screen Cloth, good quality, 5 100 sq. ft. \$1.00@1.10	

**PAINTS, OILS AND COLORS.****Oils—**

Linseed, City, Raw, in barrels, 5 gal. 71c	
Linseed, City, Boiled, in barrels, 5 gal. 78c	
Out of Town on Spot.....	5 gal. 71c
Calcutta, Raw, in barrels.....	5 gal. 85c
Lard, Prime City.....	5 gal. 65&66c
Extra, No. 1.....	47&48c
No. 1.....	41&43c

**Paints and Colors—**

Barytes, Foreign Floated, 5 ton, \$30.00@31.00	
Barytes, American Floated, 5 ton, \$19.00@30.00	
Barytes, Crude.....	5 ton 9.00@ 10.00
White Lead, American, Dry, in bbls. 5 lb. 6&6 1/2c	
White Lead, American, in Oil, in lots of less than 500 lbs.....	5 lb. net 7c
In lots of 500 lbs. and over.....	5 lb. 6 1/2c
White Lead, Foreign, in Oil.....	5 lb. 8&9 1/2c
Litharge, Kegs.....	5 lb. 6 1/2&7c
Zinc, American, Dry.....	5 lb. 4 1/2&5 1/2c

**Putty—**

In bulk.....	\$1.90
In bladders.....	2.40
In cans, 50 lb.....	2.00
In cans, 25 lb.....	2.25
In cans, 12 1/2 lb.....	2.50

**Wire Rope—**

New List July 1, 1899.

Cast Steel.....	30%
Iron.....	30&10&10%
Iron, Galvanized.....	25&10%

**Wire Rope Clips—**

Crosby.....	25%
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**Wire Stretchers—**

W. C. Heller's Grip.....	5 doz. \$1.50
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**Wrenches—**

Agricultural.....	70&100&75%
Aiken's Pocket (Bright).....	\$2.00@3.20
Alligator.....	70%
Baxter's.....	60&10%
Bemis & Call's:	
Briggs Pattern.....	30&10%
No. 2 Cylinder.....	55%
No. 8 Pipe, Bright.....	50%
Patent Combination Black.....	40&5%
Patent Combination Bright.....	40%
Bicycle:	
Club.....	40%
Superior.....	40%
Featherweight.....	40%
Protection.....	40%
Boardman's.....	80&85 1/2%
Coes':	
Genuine.....	40&10&5&5%
"Mechanics".....	40&10&10&5&5%
Coes' Pattern, Wrought Bar.....	60&55c
Donohue's Engineer.....	40%
Eagle Pipe.....	50&10%
Gem.....	38 1/2%
Stillson Pipe.....	50%
Taylor Pipe and Nut.....	40%
Acme.....	60&60&5%
Bull Dog.....	60&10%
Hercules.....	70%
J. H. Williams & Co.....	25%

**Spirits Turpentine—**

In regular bbls.....	40 c
In machine bbls.....	41 c

**Dry Colors—**

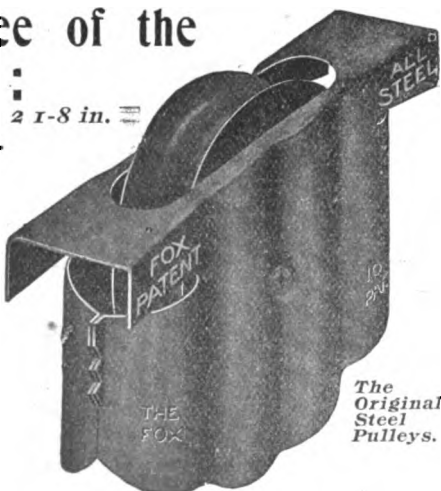
Blue, Chinese.....	35 @40 c
Blue, Prussian.....	33 @38 c
Blue, Ultramarine.....	6 @30 c
Sienna, Italian, burnt & powdered.....	4 1/2@10 c
Sienna, Italian, raw & powdered.....	3 @ 7 c
Umber, Turkey, burnt.....	2 1/2@ 3 1/2c
Umber, Turkey, raw.....	2 1/4@ 3 1/4c
Green, Chrome, Ordinary.....	5 @ 7 c
Green, Paris, in bulk.....	15 @16 c
Indian Red, American.....	2 1/4@ 3 c
Indian Red, English.....	4 1/2@ 8 1/2c

**Colors in Oil—**

Black Lampblack, best.....	18 @15 c
Black Lampblack, common.....	8 @10 c
Blue, Chinese.....	35 @40 c
Blue, Prussian.....	33 @38 c
Blue, Ultramarine.....	14 @18 c
Sienna, burnt.....	11 @13 c
Sienna, raw.....	11 @13 c
Umber, burnt.....	11 @13 c
Umber, raw.....	11 @13 c
Brown, Vandyke.....	11 @13 c

**Three of the**

No. 3. 2 1/2 x 1 1/2 in. Wheel.

**Fox-all-Steel Pulleys.**

The New One.



For either a Four Hole or Straight Side Mortise.



No. 10. 2 in. Wheel.

New Complete Catalogue and

Samples Free. Fox Machine Co.,

169 N. Front St.,  
Grand Rapids, Mich.

# HARDWARE BUYERS' DIRECTORY.

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Geneva Tool Co., Geneva, Ohio.  
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Iowa Farming Tool Co., Fort Madison,  
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Underhill, Clinch & Co., New York.  
Willoughby Fork & Mfg. Co., Wil-  
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Chandler & Farquhar, Boston.

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Niles Mfg. Co., Chicago.  
Sargent & Co., New York.**Hinges, Shutters.**

Clark Mfg. Co., Buffalo, N. Y.

**Hinges, Spring.**Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.**Hinges, Trunk, Box and Door.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Holisting Machinery.**Burr Mfg. Co., Cleveland, Ohio.  
Kimball Bros., Council Bluffs, Ia.**Hones, Razor.**Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.**Hooks.**Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.**Horse and Cattle Ties.**

Covert Mfg. Co., West Troy, N. Y.

**Horse Nails.**Ausable Horse Nail Co., New York.  
Capewell Horse Nail Co., Hartford, Conn.**Horse Rasps.**G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.**Hose, Fire, Linen.**

Roosendale-Reddaway B. &amp; H. Co., Newark, N. J.

**Hose Menders.**

John H. Graham &amp; Co., New York.

**Hose Pipe.**

F. E. Myers &amp; Bro., Ashland, Ohio.

**Hose, Rubber.**

F. E. Myers &amp; Bro., Ashland, Ohio.

**Hot Plates.**

Lawrence Stove Mfg. Co., Buffalo, N. Y.

**Ice Balances.**John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.**Ice Cream Freezers.**John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.**Ice Chisels.**John Chatillon & Sons, New York.  
Iowa Farming Tool Co., Ft. Madison, Iowa.**Ice Creepers.**Edwin B. Stimpson & Son, New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.**Ice Picks.**John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
C. E. Jennings & Co., New York.**Ice Tools.**John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.**Iron, Sheet.**

Bruce &amp; Cook, New York.

**Iron Fences.**Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Iron Work.**J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Jack Chains.**

Smith &amp; Egge Mfg. Co., Bridgeport, Conn.

**Ladders.**Berger Bros. Co., Philadelphia.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Miller Ladder Co., Chicago, Ill.  
F. E. Myers & Bro., Ashland, Ohio.  
Portland Ladder Co., Newark, N. J.**Lamps, Bicycle.**John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.**Lard Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Lawn Fences.**W. J. Adam, Joliet, Ill.  
Dwiggins Co., Anderson, Ind.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Lawn Mowers.**Enterprise Mfg. Co. of Pa., Philadelphia.  
Underhill, Clinch & Co., New York.**Lawn Rakes.**Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.**Lawn Sprinklers.**

Smith &amp; Hemenway Co., New York.

**Lead.**Bruce & Cook, New York.  
Colwell Lead Co., New York.**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Lead Pipe.**

Colwell Lead Co., New York.

**Leather, Shoe Soles and Heels.**

Baxter Schenkelberger &amp; Co., Boston, Mass.

**Lemon Squeezers.**Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.**Levels.**Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.**Locks and Knobs.**Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Sargent & Co., New York and New Haven, Conn.**Lubricants.**

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Magazine Tack Hammers.**

Magazine Hammer Co., Utica, N. Y.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.**Manicure Files.**

Emil Forquignon Mfg. Co., New York.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Measuring Tapes.**Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.**Meat Choppers.**John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Ment Cutters.**Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.**Metallic Paint.**L. D. Berger, Philadelphia.  
Bruce & Cook, New York.**Mills, Coffee and Spice.**John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Mitre Boxes.**C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.**Motor Cycles.**

Patee Bicycle Co., Indianapolis, Ind.

**Mowing Machine Ollers.**

Willmot &amp; Hobbs Mfg. Co., Bridgeport, Conn.

**Nails.**Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.**Nail Pullers.**Bridgeport Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.**Nail Sets.**John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.**Needles.**

Alfred Field &amp; Co., New York.

**Nippers.**Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.**Nuts.**Atlas Bolt and Screw Co., Cleveland, Ohio.  
Columbus Bolt Works, Columbus, O.**Office Railings.**J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Gilbert & Bennett Mfg. Co., New York and Chicago.**Oilers.**Cushman & Denison, New York.  
Tower & Lyon, New York.  
Willmot & Hobbs Mfg. Co., Bridgeport, Conn.**Oil Cans.**

J. H. Eller &amp; Co., Canton, O.

**Oil Heaters.**

Plume &amp; Atwood Mfg. Co., New York, Boston and Chicago.

**Oil Tank Outfits.**

Eastern Oil-Tank Co., Lowell, Mass.

**Ornamental Iron Work.**Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Padlocks.**Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.**Paints.**L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Sherwin-Williams Co., Cleveland, O.  
Standard Paint Co., New York.**Pans, Dripping.**

Fillgrove Bros. &amp; Co., Ironton, O.

**Paper Clips.**

Cushman &amp; Denison, New York.

**Patents.**Davis & Davis, New York.  
Henry J. Miller, Boston, Mass.**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Pig Lead.**Colwell Lead Co., New York.  
Swarts Metal Refining Co., Chicago.**Pipe Cutters.**Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.**Pipe Straps.**Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.**Pistols.**

J. Stevens Arms &amp; Tool Co., Chicopee Falls, Mass.

**Planes.**C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.**Plated Ware.**M. S. Benedict Mfg. Co., E. Syracuse, N. Y.  
Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.**Plates, Machinery.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Pliers, Fencing.**Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.**Plumbers' Supplies.**L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.**Pocket Cutlery.**John Chatillon & Sons, New York.  
Alfred Field & Co., New York.  
Jackson Knife & Shear Co., Fremont, O.**Police Equipments.**

Tower &amp; Lyon, New York.

**Polish, Stove.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Post Hole Augers.**

Iwan Bros., Sreator, Ill.

**Post Hole Diggers.**

John H. Graham & Co., New York.  
Iwan Bros., Sreator, Ill.

**Poultry Netting.**

Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
Jones National Fence Co., Columbus, Ohio.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.

**Power Hammers.**

The Scranton & Co., New Haven, Conn.

**Price Books.**

Hardware Publishing Co., New York.

**Price Cards and Holders.**

John S. Menagh, Jersey City, N. J.

**Pruning Shears.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Pulleys, Hoisting.**

Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.

**Pumps.**

John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.  
Torrent Pump & Fence Co., Cleveland, O.

**Punches, Spring.**

Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Railings, Wire and Iron.**

J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.

**Railroad Brasses.**

Magnolia Metal Co., New York.

**Rail, Barn Door.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railway and Mill Supplies.**

American Railway Supply Co., New York.  
R. Woodman Mfg. & Supply Co., Boston.

**Raisin Seeders.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Rakes.**

Ashtabula Tool Co., Ashtabula, O.  
Geneva Tool Co., Geneva, O.  
John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.

**Razors.**

Alfred Field & Co., New York.  
Gem Cutlery Co., New York.  
Jackson Knife & Shear Co., Fremont, O.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.

**Razors, Safety.**

Gem Cutlery Co., New York.

**Razor Straps.**

Gem Cutlery Co., New York.  
Smith & Hemenway Co., New York.

**Reamers.**

C. E. Jennings & Co., New York.

**Reels, Wood.**

John Sommer's Son, Newark, N. J.

**Registers, Warm Air.**

Berger Bros. Co., Philadelphia.

**Revolution Counter.**

Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Rifles**

Rapid Rifle Co., Grand Rapids, Mich.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Rivets.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.

**Rivet Sets.**

Eyelet Tool Co., Boston, Mass.

**Roller Skates.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.

**Roof Bolts.**

Columbus Bolt Works, Columbus, O.

**Roof Rods.**

Columbus Bolt Works, Columbus, O.

**Roofing Cement.**

J. L. Perkins & Co., Chicago, Ill.

**Roofing Paint.**

J. L. Perkins & Co., Chicago, Ill.

**Roofing Plates.**

Merchant & Co., Inc., Philadelphia, Pa.

**Roofing and Roofers' Supplies.**

American Steel Roofing Co., Middletown, Ohio.  
L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Merchant & Co., Inc., Philadelphia, Pa.

**Ruberoid Roofing.**

Standard Paint Co., New York.

**Rules.**

Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.

**Sad Iron Handles.**

J. A. Cochrane, Cleveland, O.

**Sad Irons.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Sand and Emery Paper.**

Baier, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Sand Screens.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Sash Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Sash Cord.**

Samson Cordage Works, Boston.  
Tower & Lyon, New York.

**Sash Fixtures.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Locks.**

Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.

**Sash Pulleys.**

Fox Machine Co., Grand Rapids, Mich.  
Sargent & Co., New York.

**Sausage Stuffers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Sargent & Co., New York.

**Saws.**

E. C. Atkins & Co., Indianapolis, Ind.  
Henry Disston & Sons, Philadelphia, Pa.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.

**Saws, Butchers'.**

John Chatillon & Sons, New York.

**Saw Sets.**

E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.

**Saw Tools.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Scales.**

John Chatillon & Sons, New York.  
Osgood Scale Co., Binghamton, N. Y.  
Pelouze Scale & Mfg. Co., Chicago.

**Scallops.**

Underhill, Clinch & Co., New York.

**Screens, Wire.**

Underhill, Clinch & Co., New York.

**Screws.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Screw Cases.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Screw Drivers.**

Bridgeport Mfg. Co., Bridgeport, Conn.  
John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.

**Screw Plates.**

Alfred Field & Co., New York.

**Scythes and Grass Hooks.**

Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.

**Scythe Stones.**

Cleveland Stone Co., Cleveland, O.

**Seal Presses.**

Charles Morrill, New York.

**Seals.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Sectional Shelving.**

J. D. Warren Mfg. Co., Chicago.

**Sewing Machines.**

New Domestic Sewing Machine Co., New York.

**Shade Lines.**

Samson Cordage Works, Boston.

**Sharpening Machines.**

John Chatillon & Sons, New York.

**Shears and Scissors.**

Bridgeport Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
R. Heinisch's Sons Co., Newark, N. J.  
Jackson Knife and Shear Co., Fremont, O.  
Joseph Rodgers & Sons, New York.

**Sheet Lead.**

Colwell Lead Co., New York.

**Sheet Steel.**

Dunbar Bros., Bristol, Conn.

**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.  
Sargent & Co., New York.

**Shoe Soles and Top Lifts (for Heels).**

Baxter Schenkelberger & Co., Boston, Mass.

**Ship Tools.**

G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.

**Shot.**

Colwell Lead Co., New York.

**Shot Guns.**

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Shovels.**

Underhill, Clinch & Co., New York.

**Sidewalk Chisels.**

Underhill, Clinch & Co., New York.

**Sidewalk Lights.**

J. E. Bolles Iron and Wire Works, Detroit, Mich.

**Silver Ware.**

M. S. Benedict Mfg. Co., E. Syracuse, N. Y.  
Luther Boardman & Son, East Hadam, Conn.

**Sink Bolts.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Sink Cleaners.**

John W. Sudlow, Brooklyn, N. Y.

**Skates, Ice and Roller.**

John H. Graham & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Union Hardware Co., Torrington, Conn.

**Skate Sharpeners.**

Smith & Hemenway Co., New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Skewers.**

John Chatillon & Sons, New York.

**Slaw Cutters.**

E. C. Atkins & Co., Indianapolis, Ind.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
C. E. Jennings & Co., New York.

**Snow Shovels.**

Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Solder.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Colwell Lead Co., New York.  
Swarts Metal Refining Co., Chicago.

**Spades.**

Underhill, Clinch & Co., New York.

**Spark Guards.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Speaking Tubes.**

Berger Bros. Co., Philadelphia.

**Spelter.**

Bruce & Cook, New York.

**Spikes.**

Fuller Bros. & Co., New York.

**Spiral Screw Drivers.**

North Bros. Mfg. Co., Phila., Pa.  
Voigt, Starr & Co., New York.

**Spoke Shaves.**

Alfred Field & Co., New York.  
Stanley Rule & Level Co., New York.

**Sporting Goods.**

Wm. G. Smith & Co., Philadelphia.

**Sprayers.**

Ripley Hdw. Co., Grafton, Ill.

**Springs, Wire.**

Wallace Barnes Co., Bristol, Conn.  
John Chatillon & Sons, New York.  
Clark & Cowles, Plainville, Conn.  
Dunbar Bros., Bristol, Conn.  
Tuck Mfg. Co., Brockton, Mass.

**Spring Balances.**

John Chatillon & Sons, New York.

**Spring Hinges.**

Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago.  
Henry Pearl & Sons, New York.  
Sargent & Co., New York.

**Squares, Steel.**

Sargent & Co., New York.

**Stamping.**

Clark & Cowles, Plainville, Conn.

**Stamps, Steel.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Staple Pullers.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.



**Stay Rollers.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
 John H. Graham & Co., New York.  
 Lane Bros. Co., Poughkeepsie, N. Y.  
 McKinney Mfg. Co., Allegheny, Pa.

**Steel.**

Wallace Barnes Co., Bristol, Conn.  
 Willmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Steel Hinges, Spring.**

Bommer Bros., Brooklyn, N. Y.

**Steel Roofing.**

American Steel Roofing Co., Middletown, O.

**Steel Traps.**

Hawkins Co., Waterbury, Conn.

**Stencil Cabinets.**

S. W. Reese & Co., New York, N. Y.

**Stencils.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Step Ladders.**

Miller Ladder Co., Chicago, Ill.

**Stocks and Dies.**

Armstrong Mfg. Co., Bridgeport, Conn.  
 Alfred Field & Co., New York.  
 F. E. Myers & Bro., Ashland, Ohio.

**Stones, Scythe, Oil, Etc.**

Cleveland Stone Co., Cleveland, Ohio.

**Store Fixtures.**

J. D. Warren Mfg. Co., Chicago.

**Store Trucks.**

See Trucks, Store.

**Stove Polish.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Stove Trimmings.**

Fanner Mfg. Co., Cleveland, O.  
 Troy Nickel Works, Albany, N. Y.  
 Willmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Straightening and Cutting Machine. (Wire.)**

F. B. Shuster Co., New Haven, Conn.

**Strapping Belts.**

Ames Sword Co., Chicopee, Mass.

**Strops, Razor.**

Alfred Field & Co., New York.  
 Gem Cutlery Co., New York.  
 Smith & Hemenway Co., New York.

**Table Cutlery.**

Goodell Co., Antrim, N. H.

**Tackle Blocks.**

Burr Mfg. Co., Cleveland, Ohio.  
 Lane Bros. Co., Poughkeepsie, N. Y.  
 Tower & Lyon, New York.  
 Union Hardware Co., Torrington, Conn.

**Tack Pullers.**

Fanner Mfg. Co., Cleveland, O.  
 Alfred Field & Co., New York.  
 John H. Graham & Co., New York.  
 Smith & Hemenway Co., New York.

**Tailors' Shears.**

R. Heinisch's Sons Co., Newark, N. J.

**Tinners' and Roofers' Supplies.**

Berger Bros. Co., Philadelphia.  
 L. D. Berger, Philadelphia.  
 Bruce & Cook, New York.

**Tin Plate.**

Bruce & Cook, New York.

**Tire Bolts.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Tool Chests.**

R. Bliss Mfg. Co., Pawtucket, R. I.  
 C. E. Jennings & Co., New York.

**Tools.**

Armstrong Mfg. Co., Bridgeport, Conn.  
 E. C. Atkins & Co., Indianapolis, Ind.  
 Cleveland Twist Drill Co., Cleveland, Ohio.  
 Coes Wrench Co., Worcester, Mass.  
 Alfred Field & Co., New York.  
 Iowa Farming Tool Co., Fort Madison, Iowa.  
 C. E. Jennings & Co., New York.  
 Stanley Rule & Level Co., New York.  
 J. Stevens Arms & Tool Co., Chicopee Falls, Mass.  
 Underhill, Clinch & Co., New York.  
 Voigt, Starr & Co., New York.

**Transom Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Traps, Rat and Mouse.**

Burditt & Williams, Boston, Mass.  
 Smith & Egge Mfg. Co., Bridgeport, Conn.

**Trowels.**

E. C. Atkins & Co., Indianapolis, Ind.  
 Alfred Field & Co., New York.  
 C. E. Jennings & Co., New York.

**Trucks, Store.**

John Chatillon & Sons, New York.  
 John H. Graham & Co., New York.

**Tubes, Seamless Drawn.**

Williamson W. N. Co., Newark, N. J.

**Tubing.**

Willmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Tubular Rivets.**

Tubular Rivet & Stud Co., Boston, Mass.

**Turnbuckles.**

Columbus Bolt Works, Columbus, O.  
 Merrill Bros., Brooklyn, N. Y.

**Turpentine Tools.**

G. W. Bradley's Sons, Westport, Conn.  
 Underhill, Clinch & Co., New York.

**Twine.**

Samson Cordage Works, Boston.

**Twist Drills.**

Cleveland Twist Drill Co., Cleveland, Ohio.  
 O. E. Jennings & Co., New York.

**Valves, Pump.**

Berger Bros. Co., Philadelphia.  
 F. E. Myers & Bro., Ashland, Ohio.

**Varnishes.**

Berry Bros., Ltd., Detroit, Mich.  
 Glidden Varnish Co., Cleveland, Ohio.  
 Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

**Vases, Flower.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Ventilators.**

Berger Bros. Co., Philadelphia.  
 Bruce & Cook, New York.  
 G. Drouve Co., Bridgeport, Conn.  
 Geo. E. Fenn, Boston, Mass.  
 Merchant & Co., Inc., Philadelphia, Pa.

**Vises.**

Armstrong Mfg. Co., Bridgeport, Ct.  
 Alfred Field & Co., New York.  
 Howard Iron Works, Buffalo, N. Y.  
 Tower & Lyon, New York.

**Wagon Jacks.**

Covert Mfg. Co., West Troy, N. Y.  
 Lane Bros. Co., Poughkeepsie, N. Y.

**Washing Machines.**

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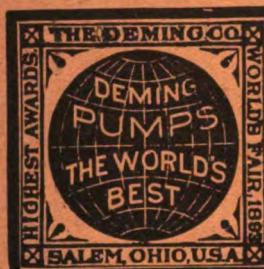
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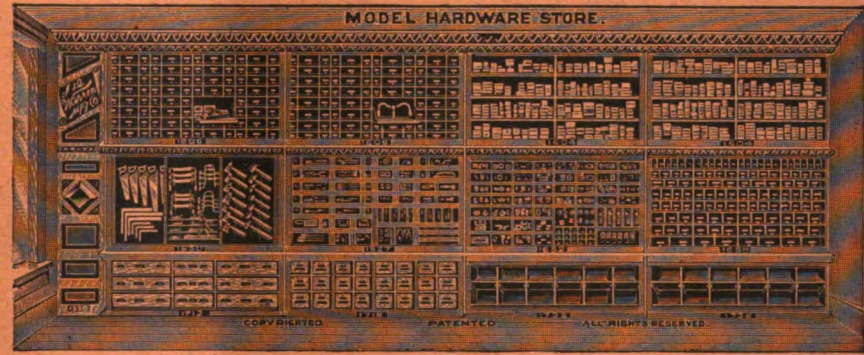
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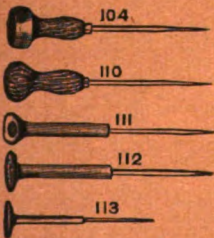
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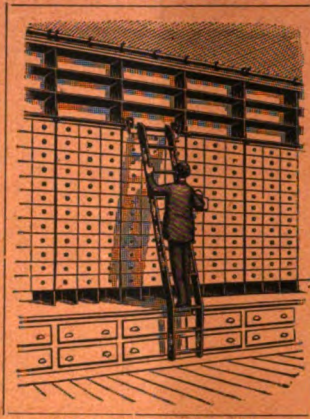
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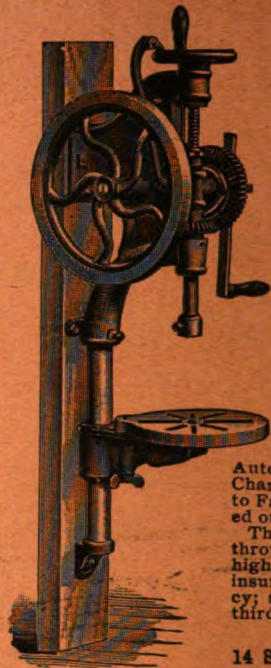
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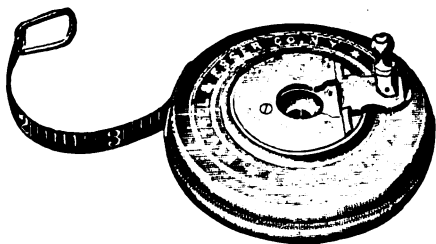
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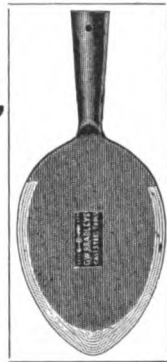
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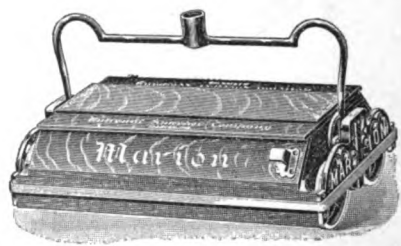
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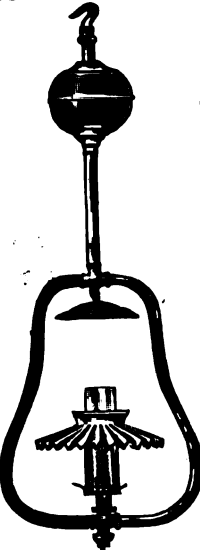
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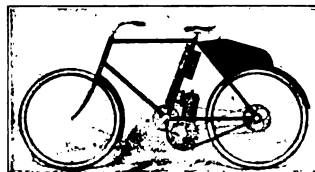
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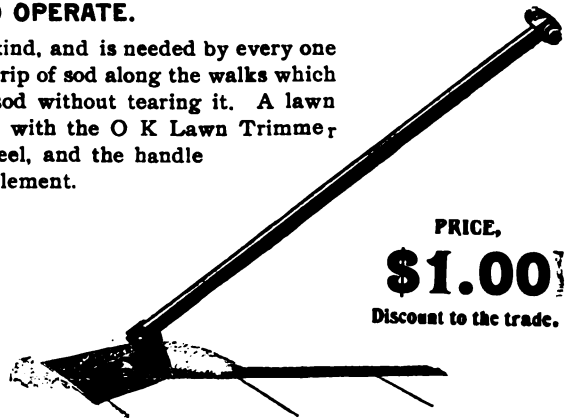
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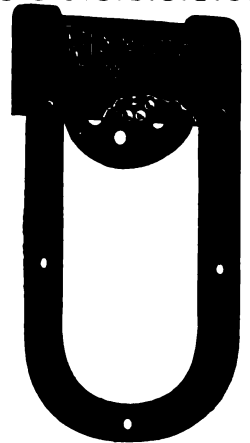
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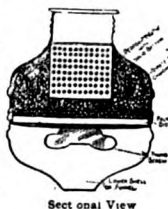
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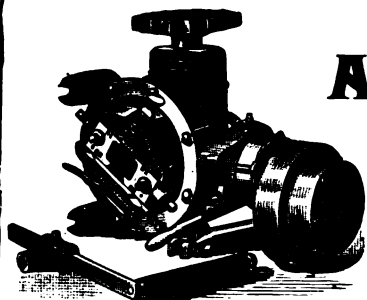


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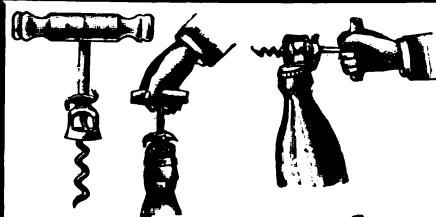
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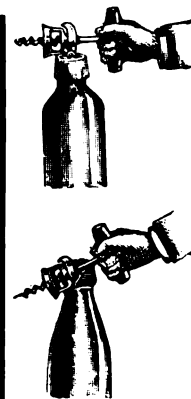
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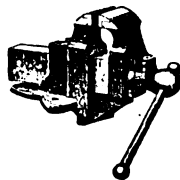
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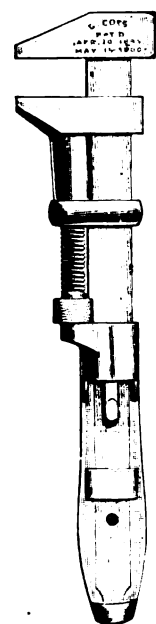
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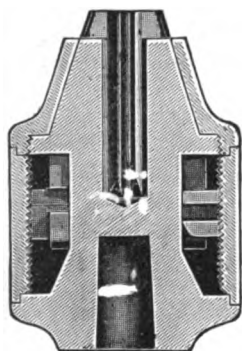
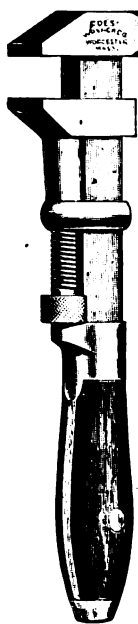
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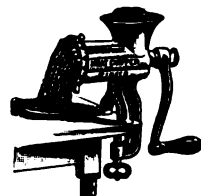
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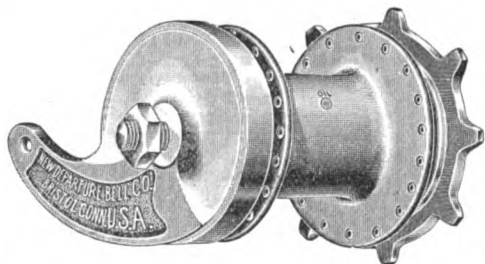
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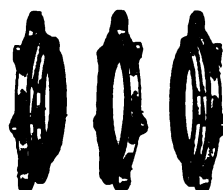
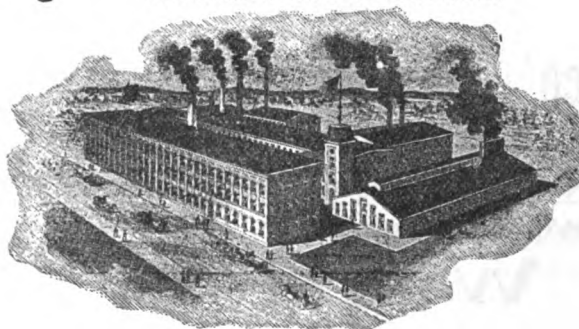


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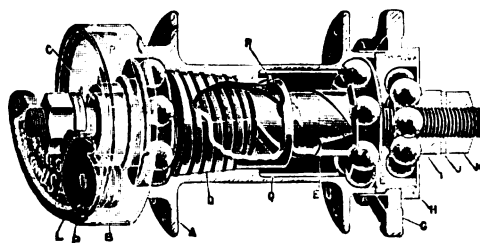
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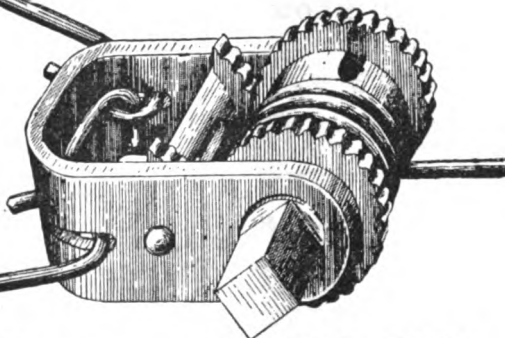


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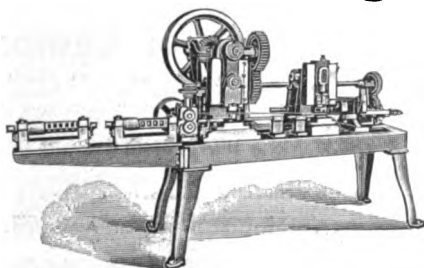
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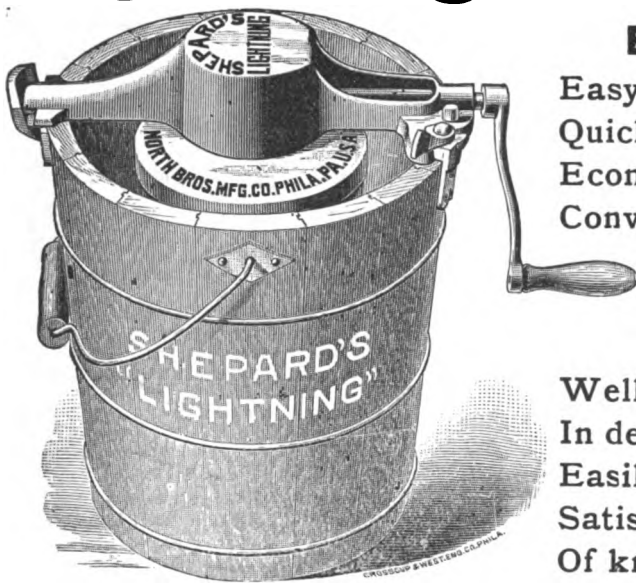
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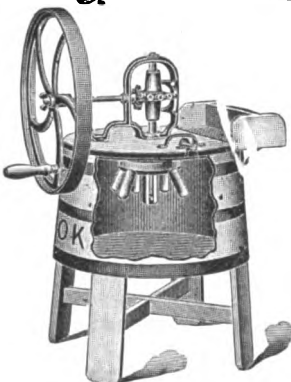
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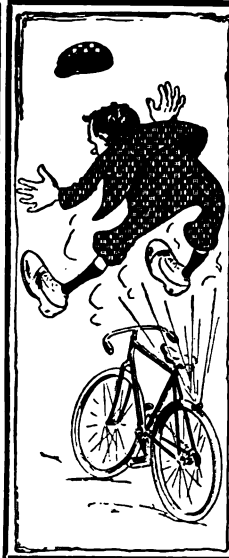


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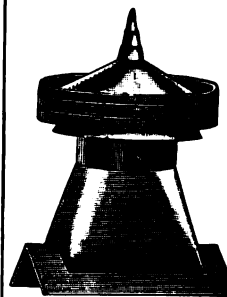
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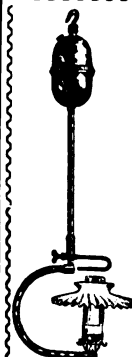
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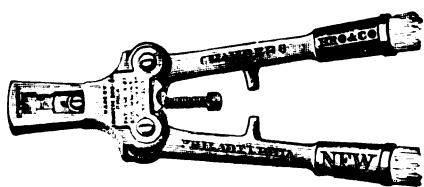


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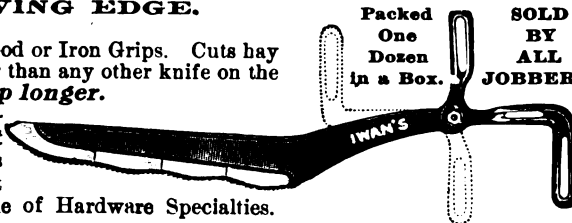
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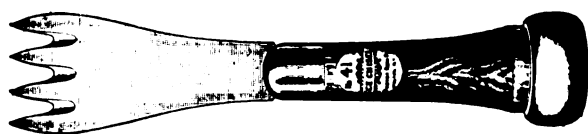
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100A.	150 lbs. by 1 lb .....	<b>60.00</b>
100B.	200 lbs. by 2 lbs .....	<b>72.00</b>

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150.	200 lbs. by 5 lbs. ....	<b>54.00</b>
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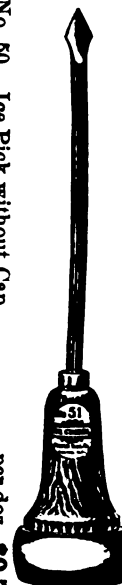
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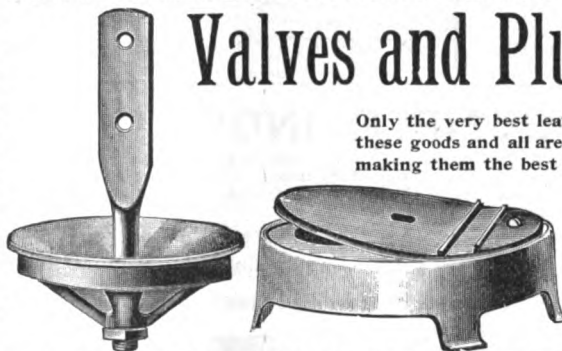
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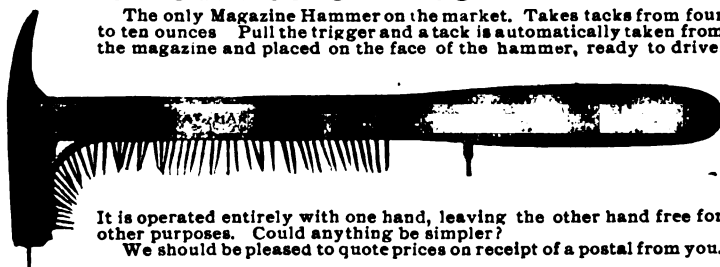
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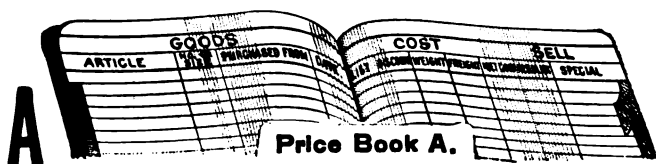
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Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

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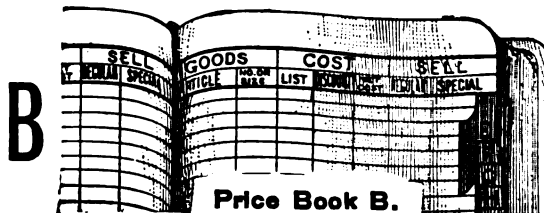


Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. *Size of page, 4 x 7 inches.*

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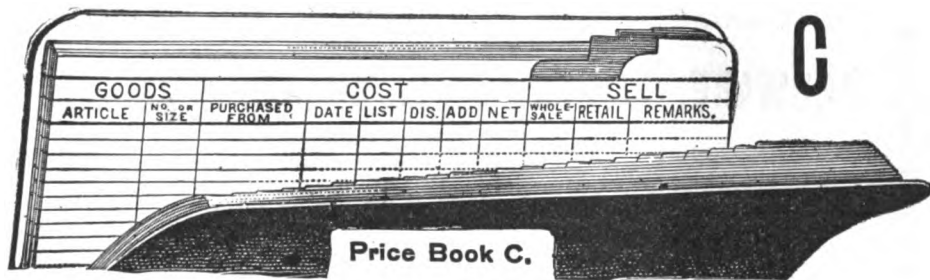


Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. *Page, 4 x 7 inches.*

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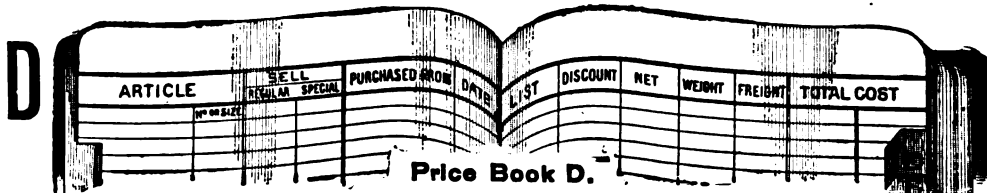
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Price Book D.

## MULTIPLE INDEX PRICE BOOKS.

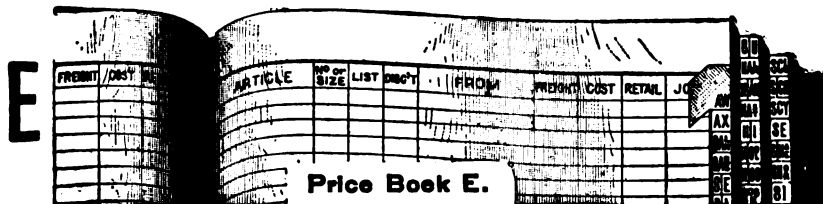
A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

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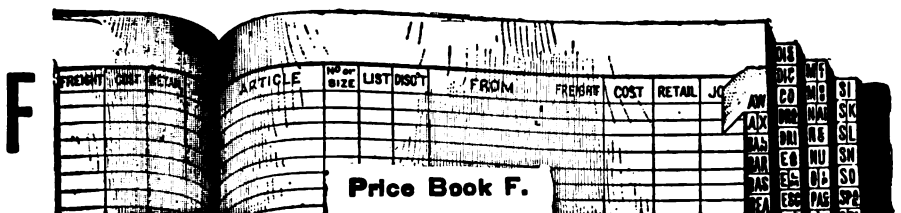


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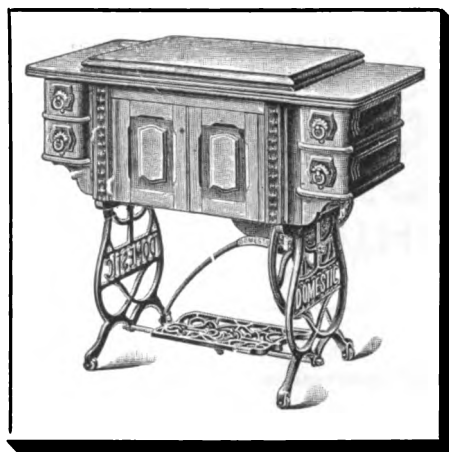


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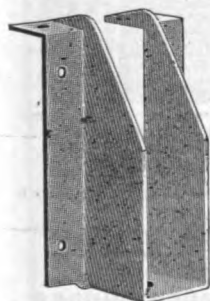


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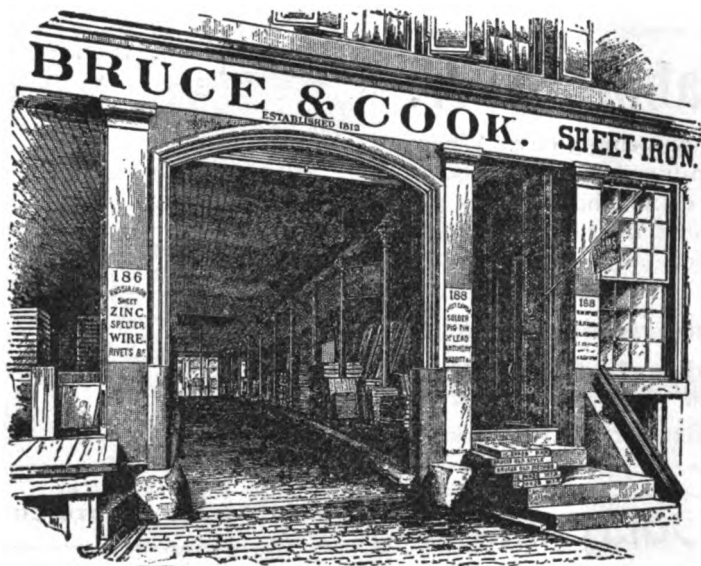
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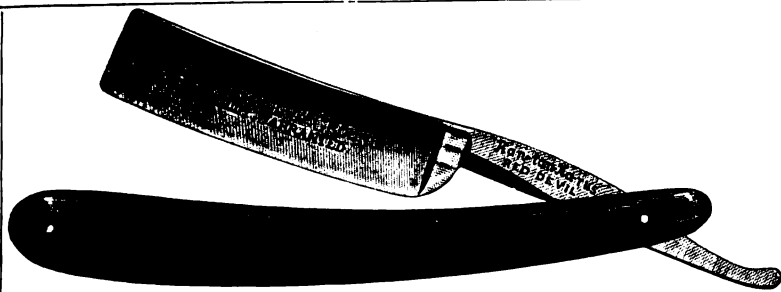
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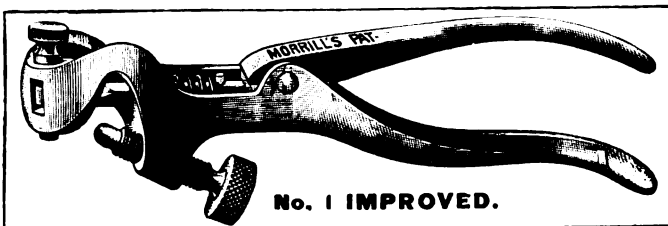
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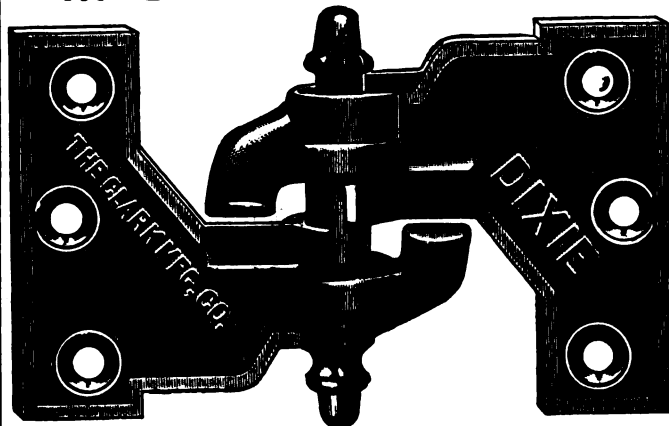
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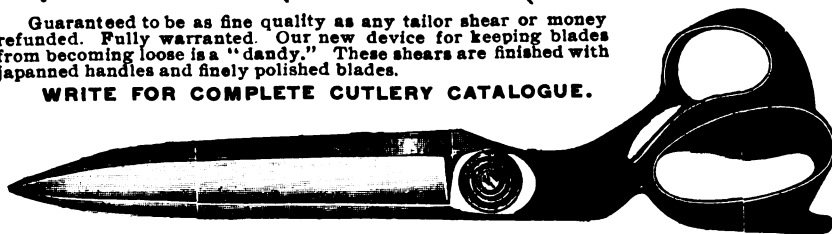
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### Clock Spring Steel Bottom

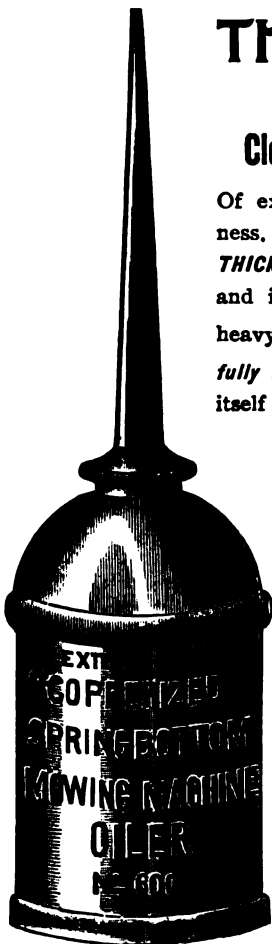
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# HARDWARE

John J. Tower, of Tower & Lyon, left on Saturday last by the steamer *Marquette* on an extended trip abroad, visiting the principal cities in Great Britain and on the Continent, expecting to be absent about two months. He was accompanied by his wife and daughter, his son, Rev. W. H. Tower and wife, also Warren M. Tower, making up a party of six, to all of whom we wish one of the pleasantest vacations abroad of the season.

We have hanging in our editorial sanctum through the courtesy of C. F. Ray, of Asheville, N. C., a characteristic photograph of the delegates to the recent Southern Hardware Jobbers' convention and their guests. It is one of the most successful that has been taken of the several conventions, and reflects great credit upon the skilled photographer under whose management it was secured.

H. A. Higgins, the general manager of the Standard Tool Co., Cleveland, Ohio, has been abroad since May 15th, visiting the foreign representatives of his company in the principal cities of Great Britain, and throughout the Continent generally, including France, Germany, Russia and Scandinavia.

Indiana Hardware Co., Indiana, Pa., who are established to do a wholesale and retail business in Shelf and Light Hardware, and also to act as Manufacturers' Agents, are desirous of having all catalogues of the manufacturers to whom this would appeal, with discount sheets and bottom quotations of general Hardware and Hardware specialties.

Our readers will observe in our Hardwaremen's Exchange columns an advertisement of S. L. Wilder, Perth Amboy, N. J., intimating that an opportunity is given in that town for the establishment of a retail Hardware store, as there is no exclusively Hardware store in this town of 19,000 inhabitants, which, according to the census, has increased in population nearly 100 per cent. during the past ten years. Quite an impetus being given to the erection of new buildings has created an excellent demand for Builders' Hardware especially.

During the past two years a number of big contracts for electrical supplies for the Japanese government and for private Japanese firms have been secured by Pittsburgh concerns. Representatives of the Imperial Steel Works, located at Yawatamura, Japan, have lately been in that city and while there placed with the Westinghouse Electric and Manufacturing Co. orders aggregating \$200,000.

Cattaraugus Outlery Co., Little Valley, N. Y., intend running a special train from Chicago to Buffalo on July 22d for the express accommodation of their customers and friends. It is intended that this train shall be one of the fastest limited trains running over the Erie Railroad. The accommodations, it is contemplated, shall be first-class in every respect, and the company will make it a point to look after the comfort and convenience of their customers to whom they extend the assurance that every assistance will be given to find suitable hotel accommodations while at Buffalo, and to furnish them the use of their booth in the Manufactures and Liberal Arts Building, as headquarters while visiting the Exposition. It is certainly a very progressive feature emanating from a very progressive concern.

F. E. Myers & Bro., Ashland, Ohio, to whose Pan American exhibit we made an illustrated reference in our preceding issue, are distributing in connection therewith a lithographic representation of a Rough Rider's hat, which has been made a characteristic feature of their recent advertising, emphasizing the catch line, "Take off your hat to the Myers!" In connection with this single feature, they desire to have a note made of their location in the Stadium Building, Agriculture and Machinery Department, where intending visitors can obtain all information desired in regard to location of other exhibits, attractive and desirable entertainments, care of garments, etc., while making the rounds of the Exposition.

The Pan American exhibit of the Utica Drop Forge and Tool Co., also the Smith & Hemenway Co., New York, may be seen in Section S, Electricity Building, it forming a part of Marland's collective exhibit. Printed matter and catalogues are freely distributed at the booth, and full information given in regard to the productions of these two enterprising concerns.

The enterprising and progressive concern of E. C. Atkins & Co., of Indianapolis, Ind., have decided to locate their new Eastern branch house at 64 Reade Street, New York City, where they will carry a full and complete stock of every kind of Saws and Saw tools manufactured by them, including Circulars, Bands, Cross Cuts, Hand, Wood, Compass, Pruning and other saws. The motto of this leading firm is "Atkins Always Ahead," and on account of their fast growing trade in the Eastern States, they have for some time past felt the need of taking care of this business in better shape, so that the stock which they carry in New York will be a great convenience to their Eastern customers and also enable them to look after their prosperous export trade to better advantage. A cordial invitation is extended by E. C. Atkins & Co. to all of their friends in all parts of the country to make their headquarters in the New York office whenever they are in this city.

Edgar C. Neal, who has for twenty years been at the head of Weed & Co.'s jobbing department, Buffalo, N. Y., has severed his connection with that firm and established an office of his own in the Chapin building, in that city. He will represent some of the largest and best-known manufacturing and jobbing interests in the country, and will be able to furnish his customers with anything needed in the line of machinery and Hardware. Among the firms which Mr. Neal will represent are the W. Bingham Co. and the Lake Erie Bolt & Iron Co., both of Cleveland. Mr. Neal has made many friends during the score of years in which he has been engaged in business, and his known reliability and accommodating disposition will undoubtedly bring him a large amount of business.

On the night of June 20th fire broke out in the Tin Plating Works of the Sturges, Cornish & Burn Co., Chicago, completely destroying that department. The loss is fully covered by insurance. The fire will not prevent their operating their Stamping Works and other departments, or executing orders as in the past, arrangements having been made for the immediate rebuilding of the Tin Plating Works. Meanwhile, a smaller unoccupied plant on the premises will be used for the tinning of such goods as are required for immediate shipment until the new tinning plant is completed.

# HARDWARE

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**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade.

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Letters should be addressed

**HARDWARE PUBLISHING CO.,**

275 Broadway, New York.

L. E. MITCHELL,	President.
A. P. MITCHELL,	Secretary and Treasurer.
HENRY HOPKINS,	Editor.
A. E. BOLLES,	Advertising Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

Business still continues active to a remunerative extent in several directions, the demand for many lines of warm weather requirements being a remarkable one.

The end of the season brings with it a review of the preceding six months most favorable to the possible and probable continuance of the prosperity which has surrounded the Hardware industry for some time past. Prices are fairly well maintained, with stability indicated for the future.

In consequence of the prevailing scarcity of goods in so many important lines, most of the leading manufacturers are still doing a satisfactory business, urgency regarding long-delayed shipments to complete orders helping materially to create such hopeful conditions. As nearly every plant of prominence requires some period of time during July and August for overhauling machinery and storage facilities, predicating increasing production or the using up of slow-moving raw material not of desirable dimensions, the present time in the year is usually deemed the most fortuitous for the purpose; but in the face of a steady demand, orders must be first filled, and the alteration fortnight is indefinitely postponed, hazarding that promptness in deliveries looked forward to in Fall goods. Present requisitions in many lines are pushed forward with commendable activity, the leading manufacturing staples being the most backward in catching up on the requisitions now on the order books.

Among the jobbers the unexpected activity in the commercial circles controlled by their salesmen, interferes with the usual Summer allotment of a two weeks' vaca-

tion, in which all are expecting a participation. It looks in many instances as though vacations will be late in arriving in many establishments; even if some of them don't get lost in the shuffle it will be a wonder, for in the face of working evening hours in the Summer season to keep up with current orders, a natural fear exists that business cannot be expected at any time to be turned down for the sake of a matter of courtesy not usually included in a contract for services.

The belief seems general that the Fall season demand is destined to be of the most generous character, founded on stability in prices and encouraging conditions of wants and a good supply of money for the movement of important crops, the excellent promise of which is noted on every hand in every direction. All these prevailing influences furnish factors of importance on which to ground estimates for Fall requisitions from the manufacturers, and inspire the fear that a full supply of goods for early deliveries may fail in being among the probabilities. Many orders have already been entered for regular lines, the volume of whose sales the past year gives a satisfactory indication of possible requirements; but we so rarely take into consideration the constantly increasing consumption of this growing country of ours, that few dealers order a supply sufficiently large to carry them through the season, and prevent the necessity of large supplementary orders being given at a later date when a specified delivery becomes a problem difficult of solution.

The trend toward a thorough organization of the entire Hardware trade of every State in the Union, is still enjoying a degree of strength in the process of accomplishment, that bids fair to be the most desirable movement the progressive dealers can take an interest in. By a community of interests of so deserving a character, selfishness is eliminated, the interests of all are subserved by a unanimity of effort, steady prices are maintained, shady methods for undue advantage are discouraged and discountenanced, and the pleasure of doing business is so greatly enhanced, without the destruction of a deserved profit, that one would suppose the millenium was about to dawn. May the good work go on, until every one working shoulder to shoulder in this arduous employment, so full of detail and necessitous drudgery, shall receive the rewards which should follow years of active service, of Christian endeavor and honesty of purpose.

## Statistical Studies on Colonial Commerce.

The Chief of the Treasury Bureau of Statistics has just returned from a brief visit to London, Paris, Berlin, Amsterdam and Brussels, where he went for the purpose of making some statistical studies regarding the commerce of European countries, and especially their commerce with, and their development of their colonies.

"I was greatly impressed," said Mr. Austin, "with the interest evinced in colonial questions at all the capitals which I have visited. Each of these five countries has its colonial department or division, with a thoroughly equipped force largely made up of men who have had long experience in the colonies of the countries. In England, the colonial office at the Home Government interchanges, at intervals, its employees, as far as practicable, with the colony, thus obtaining practical and experienced men in the Home Office, and keeping a corps of men in training in the colonies. At the Netherlands, whose colonial work is a matter of pride on the part of every citizen of that country, the head of the Colonial Department has had long experience in Java, the principal Netherland colony, and one which has been eminently suc-



cessful. In France, the Colonial Department is extremely active, obtaining large numbers of reports from its colonial officers and distributing information by a specially organized bureau for that purpose, and in Germany and Belgium equal interest was manifested.

"Everywhere I found great public interest in colonial matters outside of official circles. In London, for instance, there is a Colonial Institute, composed of several hundred ex-officials of the colonies and others interested in colonial matters, which has a library of nearly 50,000 volumes and which is in close working relation with the library of the Colonial Department, also containing 50,000 volumes. The members of the Institute hold monthly meetings for the discussion of matters pertaining to the management, commerce, statistics, and prosperity of the colonies and their commercial relations with the mother country. At Paris, there is a colonial organization, with about 5,000 members, some of whom have had experience in the colonies, others are merchants and business men desiring to keep in constant touch with business conditions and opportunities in the colonies, and still others who are students of colonial subjects from an economic standpoint. In Germany, although their colonial system is young as compared with those of England, Netherlands or France, the Colonial Association numbers over 20,000 members, scattered throughout the empire, some of whom are officers and ex-officials, others connected with the army and navy, and many others who are interested in the commercial and agricultural development of the colonies.

"The study of colonial conditions and development of the colonies, both as to products and commerce, is encouraged by all the governments which control territory of this character. The French Government maintains an educational institution devoted exclusively to colonial studies and the training of men for the colonial service; admission to its classes is obtained through competitive examinations, the term of study is three years, and the instructors are men of high standing both in colonial experience and in the study of economics. While the primary object of this institution is to educate men for the colonial service, those who prefer at the end of their term to devote their efforts to the commercial and agricultural development of the colonies, may do so. The Netherlands government also maintains a training school, similar in general character and the English government has a somewhat similar system for the training of men for service in India and the colonies.

"In nearly all of the countries in question, there are excellent and interesting colonial museums, devoted to the exhibition of not only the products of the colonies, but also the articles required by their population, and in many cases they are accompanied by admirable, statistical statements showing the growth in production of the principal articles, and the growth in exports from, and imports into, the colonies. Each of the Governments maintains a statistical service by which the commerce of the colonies is carefully studied and the share which the mother country supplies of the imports, or receives of the exports, carefully tabulated, the receipts and expenditures of the colonies and of the Home Government on account of them recorded, and the growth of agricultural, commercial and educational conditions noted.

"Especial attention is given in all cases to the ability of the colony to meet the commercial wants of the mother country. Countries which do not produce within their own borders the foodstuffs and raw materials required by their population, encourage the production in the colonies of the articles thus required at home, while the countries which produce their own foodstuffs or raw materials, look to the colonies for the tropical products which they cannot produce at home and encourage the production of those articles in the colonies and their distribution in the mother country. The investment of home capital in the colonies is thus encouraged through the

assurance given that the products of those colonies will find a ready market in the mother country, the manufacturers and producers of the mother country are, in turn, assured of an enlarged market in the colonies through the increased consuming power which accompanies their increased production and sales, and the general prosperity of the colonies through increased production, larger markets and better roads, railways and improved educational facilities, is thus assured."

## PATENTS.

The following list of Patents, Trade Marks and Designs of interest to our patrons are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

### Patents Expire June 3, 1901.

- 299,529. LIFTING-JACK, H. J. England, Falls Church, Va.
- 299,530. SHOVEL, E. L. Fenerty, Halifax, Nova Scotia, Canada.
- 299,531. SNATCH-BLOCK, Thos. R. Ferrall, Boston, Mass.
- 299,560. MACHINE FOR FILING SAW-TEETH, H. Lutts & F. W. Lutts, Malden, Mass.
- 299,576. CARPET-STRETCHER, E. F. Persons, Westfield, N. Y.
- 299,580. HAIR-CLIPPER, J. K. Priest, Nashua, N. H.
- 299,633. DOOR-KNOB ATTACHMENT, W. H. Flinn, Nashua, N. H.
- 299,635. CARPENTER'S GAUGE, G. S. Forrest, Concord, N. H.
- 299,669. AUTOMATIC BALL SAFETY-FAUCET, H. C. Montgomery, Cleveland, O., assignor to A. Romeau, same place.
- 299,699. HANDLE FOR CROSSCUT-SAWS, A. Uren, Seattle, Wash.
- 299,712. FASTENER FOR MEETING-RAIL, OF SASHES, R. Adams, Southwark, England.
- 299,738. CORKSCREW, C. Chinnock, New York, N. Y., assignor to J. L. Hyde, same place.
- 299,757. WEIGHING-SCALE, Napoleon De Brul, Cincinnati, Ohio.

### PATENTS ISSUED JUNE 4, 1901.

- 675,440. SASH-PULL AND PICTURE-HANGER, H. W. Downing, Oakland, Cal.
- 675,446. MOWER-KNIFE GRINDER, H. J. Martin & H. S. Campbell, Chicago, Ill., assignors to Whitman & Barnes Mfg. Co., Akron, O.
- 675,449. COMBINED MOP HEAD AND WRINGER, B. W. Smith, Arverne, N. Y.
- 675,457. PRICE-DENOTING SCALE, D. Walker, Maitland, Canada.
- 675,503. SPIRIT-LEVEL, Calvin M. Verrill, Oakland, Cal.
- 675,533. DIVIDED PLANE, H. A. Verge, Stoughton, Mass., assignor of one-half to G. E. Blecker, same place.
- 675,605. SAD-IRON, H. L. Meyer, Festus, Mo., assignor of three-fourths to C. E. Miller, A. W. Armbruster and F. Sewald, same place.
- 675,635. SELF-CLOSING FAUCET, J. W. Lyon, Providence, R. I.
- 675,672. SPRINKLER, W. M. Potter, Syracuse, N. Y., assignor to E. C. Stearns & Co., same place.

## Aluminum Nails.

After many unsuccessful experiments and trials an alloy of aluminum has been made with which nails, staples and tacks can be made to compete with copper. Among other advantages claimed for the new material is that it is not affected by the weather and will not deteriorate. It is to be noticed that this quality should recommend the nails for use in laying roofs, lining tanks, etc., and also that, as the alloy is non-corrosive and non-poisonous, the new nails ought to find favor among makers of refrigerators and other articles used for food storage. When the difference in point of number and weight is taken into consideration, it is seen that aluminum nails are about 4 cents a pound cheaper than copper nails. It is not intended to put them in competition with ordinary steel nails.

## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

#### Books of New Jersey Corporations to be Kept Within The State.

QUESTION: I am the secretary of a New Jersey corporation and should like to be informed whether I am required by law to keep the books of the company within the State New Jersey. My office is in New York, and most of the business of the company is transacted there, and it would be very inconvenient if I were obliged to keep the books of the company in the New Jersey office.

REPLY: By a recent amendment to the corporation law of New Jersey, the stock book and transfer book of every corporation organized under the laws of New Jersey are required to be kept in the regular office of the company, in charge of their agent within the State. In the annual report it is compulsory upon the officers making it to state under oath that the stock and transfer books of the company have been continually at their office, within the State of New Jersey. The penalty for a failure to make the report is a fine of \$200. The law imposes a further penalty for this omission in that it disqualifies all the then directors from holding office for the ensuing year.

#### Payment of Premiums and Certain Kinds of Insurance Policies.

QUESTION: Some years ago I took out two small insurance policies on my own life. One policy was for \$50, and the other for \$100. I have paid my premiums regularly, and now the premiums I have paid in amount to more than the sums for which I am insured. Must I continue to pay premiums on these policies in order to be entitled to the principal sum at my death?

REPLY: Whether or not you must continue to pay premiums on these policies depends upon the kind of policies you hold. If the policy is what is known as an "industrial" in some companies, if you do not continue to pay your premiums, your policy will lapse even in a case such as you describe, where you have already paid in your premiums, a sum exceeding the principal of the policy. If, on the other hand, your policy is what is known as a paid-up policy, or a policy entitling you to the issuance of a paid up policy at a certain time, when this time arrives you would no longer be obliged to pay premiums. You should write the company in which you are insured and ask them what offer they will make you on your policy. If they will not make you a cash offer for your policy, it is not unlikely that upon the surrender of your present policy, the company will issue to you a paid-up policy for an amount probably somewhat less than your present policy. If this is done, you would no longer be obliged to pay premiums.

#### Negligence of Fellow Servant.

QUESTION: Some time ago my son, a boy of fifteen years of age, obtained employment in a large factory in New York State. He was directly under the foreman, who, on occasions when the factory was short of hands, would take hold and help in the work. On one occasion the foreman was working a machine and, although my son was standing right next to him with his back to the foreman, engaged in his work, the foreman suddenly started his machine without the slightest warning, and my boy was injured for life. Can my boy recover damages against his employer for this injury?

REPLY: To answer your question, it is necessary to determine whether or not the foreman whose negligence caused the injury to your boy was a fellow-servant with your son. As a matter of law, a master is not liable in damages to a

servant injured through the negligence of a fellow-servant. If, therefore, this foreman must as a matter of law be considered as the co-servant of your son, neither you nor your son would have any cause of action against the master. It was held in the case of Neubauer vs. The N. Y. etc., R. R. Co., 101 N. Y., 607, that a foreman is a co-servant with the workman over whom he acts as foreman. Unless, therefore, you can show that this foreman was an incompetent man and that the master employed or retained him knowing him to be incompetent for the position, we are of the opinion that your son has no cause of action against his employer.

#### Annual Report of a New York Corporation.

QUESTION: Last year a New York corporation, of which I am a director, filed its annual report as usual at the proper time. The secretary of the company was away on business at the time, so the president of the corporation alone signed the report and sent it to the Secretary of State for filing. I was in some doubt at that time as to whether a report so signed by the president alone was sufficient, but I was assured that it was all right and so thought no more about the matter. A creditor has since threatened to sue me as a director of this company because he says no report was filed. We hold the receipt for the report, so that I know it was filed. Could any individual action be brought against me in a case of this kind?

REPLY: It has been held by the Courts of this State that an annual report is not a proper report when signed by the president alone. It has also been held that as such a report is defective, the corporation law of this State is not complied with by the filing of a report signed by the president alone, and that if no other proper report is filed the company and its directors are in the position of having failed to file the annual report required by law. We are therefore of the opinion that if your creditor has such a claim against your company, for which, if no report has been filed, he could have brought suit against the directors individually, he would, under the circumstances of this case, have a cause of action against the directors individually.

#### Development of the Hammer.

Tracing the development of the hammer, *The International Monthly* says: "Man's first tool was the uplifted hand grasping a stone, and from this came, after many years, the hammer. As heavier blows became necessary the hammer grew in size, until it was operated by machinery in the form of the tilt or helve hammer. When steam succeeded water as a motive power, a steam cylinder replaced the tripping cam, but the first half of the past century had nearly expired before the original form of this tool was at all changed by James Nasmyth's invention of the upright steam hammer. Since then the falling weight of this design of tool has gradually been increased from a few hundred pounds up to 100 and even 125 tons; but excepting the smaller sizes, up to 25 tons, it has since 1890 been superseded by the hydraulic press, which, by its own slow motion, produces a more thorough working of the metal. Presses have grown until the capacity of 14,000 tons was reached in 1893, requiring a 15,000 horse-power engine to drive it. Such a tool, with its accompaniment of 200-ton electric cranes for handling the work underneath, is capable of forging ingots over 75 inches in diameter and weighing more than 250,000 pounds. This whole plant, costing over \$250,000, was not projected without an adequate understanding that it was to meet the commercial demands of many years to come, and industrial developments, great as they have been, have not as yet called for anything that has tasked its full capacity."

Statistics show that women live longer than men. For instance, in Germany only 413 out of 1000 males reach the age of fifty years, while more than 500 out of 1000 females reach that age. In the United States there are 2583 female to 1398 male centenarians. In France, of 10 centenarians 7 are women and only 3 men. In the rest of Europe, of 21 centenarians 16 are women.

## CONSULAR COMMERCIAL COMMENTS.

### TRADE WITH MALTA.

I would call the attention of our manufacturers to the advisability of drummers calling at Malta. Already the demand for our goods is increasing, but this is not due to the presence here of personal representatives of our houses. Many American firms are in the habit of sending drummers to many countries throughout Europe, but as yet they have completely ignored these islands. With one exception (and in this case the best results were attained), I have not heard of or seen an American drummer during my stay here, nearly four years. I am prompted to make this suggestion from the fact that for the past few weeks, representatives of English and German firms have been at work here and have secured large orders. Why should not American agents do equally as well? Catalogues and price lists are useful, and from the large numbers that I have received and distributed, much business has resulted; but not nearly as much as if personal representatives had been here. Many American drummers travel in Italy; it is an easy matter to reach Malta from that country, there being frequent steamship connection from Genoa, Naples and Sicilian ports. Those having Adriatic ports in their itineraries will find it very easy to secure passage from here to those points. There is also frequent steamship connection with Alexandria, Tunis, Constantinople and other places. The direct communication which Malta now has with New York by the Mediterranean Steamship Co. is a great factor in the increase of our trade here, and should be taken advantage of. Ships are dispatched regularly from New York, the voyage taking about twenty days (much less than when goods are sent via English and German ports), and freight rates are lower.

There is a chance here for our Hardware, oils and paints, canned goods, hats (especially straw hats), stationery and many other lines of goods. There are several banking houses of good standing, and duties upon imported goods are light, being at present confined to food stuffs and cattle. Anyone speaking English or Italian can do business here.

JOHN H. GROUT, Consul.

MALTA, May 2, 1901.

### SHIPPING GOODS TO MALTA.

The merchants of Malta have recently been making many complaints at this consulate of the way in which American shippers disregard instructions in forwarding goods. In bringing this matter to the attention of our merchants and exporters, I desire to say that such treatment serves to discourage Maltese buyers, and will ultimately result in a decreased demand for American goods. There is but one direct means of communication between the United States and Malta, and that is the Mediterranean and New York Steamship Co. This is an old line, and must be well known to shipping agents in New York and other American cities. A little over two years ago, this company established a branch line between Malta and New York. Since then, owing to lower freight rates and lessened liability of damage (there being no necessity of rehandling goods), the demand for United States manufactures has been steadily increasing. I cite the following as examples of the complaints received:

One of the local merchants had been buying iron in different shapes in the United States. Some time ago, he wrote to the American firm with which he had been dealing to ship via the direct line. Instead of complying with this request, the managers replied that inasmuch as they were on the field, they must be allowed to ship as seemed best to them. The

goods were sent by the roundabout way of Hamburg, whence they were transshipped to Malta. To the Maltese purchaser, this meant higher freight charges and considerable loss of time.

Again, a gentleman here ordered a launch from the United States. Instructions were cabled to send it by the direct line. The manufacturer, being located in the central part of the United States, and not knowing the means of shipment from New York, wrote to a shipping firm in that city for information. He was told that there was no direct line from New York to Malta. Yet, at that time, as at present, vessels were being regularly dispatched to Valletta. Instead of carrying out the cabled instructions and marking the launch "care of Mediterranean and New York Steamship Co.," which would have guaranteed prompt delivery, the manufacturer forwarded the boat through the shipping firm above mentioned via Hamburg. Had it been sent by the direct line, as ordered, the cost would have been about \$75, including insurance, and the boat would have arrived here in about twenty-three days. By the route selected, it reached Malta fully a month later and the cost of freight, which did not include insurance, was nearly double.

These are but two of the many cases that have been called to my attention. I have been informed by one merchant that unless he can have his goods sent him according to instructions, he will have to place his orders elsewhere. In a place like Malta, where very small margins of profit are the rule, freight rates and time are important considerations in the purchase of goods. In my desire to see a constant increase in the sale of our wares here, I have again and again cautioned our merchants to be sure and select the direct line in making shipments. It is somewhat discouraging to see this advice disregarded.

In conclusion, I would also state that complaints have been made of the way in which some of our firms pack their goods. I know of one shipment, for example, of clocks in fancy, light, cast-iron frames. On their arrival, almost all were found to be broken. They had been packed too closely and were not properly protected. It is only fair to say, however, that these goods were shipped via Hamburg, and perhaps the rehandling at that port was responsible for the breakage.

JOHN H. GROUT, Consul.

MALTA, April 25, 1901.

### SHIPPING HINTS FROM GERMANY.

Another point one of my informants laid stress on was the packing of our goods; the greatest precaution should be used in this regard. Care should be taken to prevent breakage and no old or damaged cases should be used. As the customs duties are levied here on the gross weight, less a certain percentage for tare, the advantage of lightness in packing is essential. Manufacturers who ship goods to this country should thoroughly acquaint themselves with the German tariff, and pack their goods in such a manner as to save the purchaser trouble and useless expense. For instance, a much higher duty is charged on nickel-plated iron than on cast-iron stoves. American shippers of stoves will therefore act wisely if they separate the nickel-plated parts and pack them in one case and the heavy iron parts in another, so as not to have the receivers pay the higher duty on the entire weight. The same is true of many other articles.

CHARLES NEUER, Consular Agent.

GERA, April 11, 1901.



### Uses of Aluminum.

A paper read at the Franklin Institute, Philadelphia, by J. A. Steinmetz, on "Aluminum," considered practically in relation to the arts and sciences, had this among other things to say: Upon the use of aluminum in the metallurgy of steel we will not dwell, save to briefly remark that for this purpose alone many hundred tons are annually consumed. It is added to molten steel in proportion of a few ounces to a ton, in the making of ingots and billets. Larger tonnages are treated in the process of making steel castings by adding the aluminum to the molten mass before pouring. It has been found of advantage to insert small scraps of aluminum in the corners and cores of a casting mould. Tons of aluminum are yearly used for the making of patterns. The men at the benches can mould more forms in a given time and with less fatigue.

The patterns, weighing but one-third as much as brass, can be handled and stored more readily and cheaply, while the express charges upon return of patterns are greatly reduced. To-day aluminum is cheaper than copper, considered bulk for bulk. Copper is three and one-third times heavier than aluminum. This should open many channels of new applications for aluminum. One thing that has figured seriously to the disadvantage of aluminum, and, indeed, has precluded it from many excellent fields of use, is the lack of a good, cheap, easily worked and permanent solder. The chief cause of the lack of success is the solder mashing, and making a rough dirty seam. If we desire to manufacture a given object of metal, we can make it cheaper in aluminum than in anything else excepting iron, lead or zinc, to which might be added in composite metals, tinned and galvanized iron. The middle of the twentieth century will see steel and aluminum standing side by side as the most useful of the useful metals. Its greatest competitor will be tinned and galvanized iron. A most excellent use for aluminum is found in the making of steam-jacketed kettles and cauldrons for boiling syrups, fruit juices, honey and wax, as well as for acid work, for which the peculiar chemical properties of the metal specially adapt it.

In the electrical field aluminum is forging ahead rapidly into significant prominence. Comparative tests are now being made in the Chicago Fire Alarm Service between copper wire and aluminum.

Aluminum powder and thin beaten leaf is now largely used. It has found an excellent use as a mixture for making photographic flash-lights, and in printing and bookbinding. It is also mixed as a paste for ink for printing cotton tinsel fabrics for Oriental trade.

### National Weights and Measures.

The United States Treasury Department has just issued an extremely valuable list of the weights and measures of all the nations of the globe, with their American equivalents. The names on the list, so odd to American ears, the strange and arbitrary weights and measures for which the foreign denominations stand, will interest many besides Americans engaged in foreign trade.

The list of weights and measures, the names of the countries in which they are used and their American equivalents follow:

Almude (Portugal), 4.422 gallons.  
Ardeb (Egypt), 7.6907 bushels.  
Arobe (Paraguay), 25 pounds.  
Arroba, liquid, (Cuba, Spain, Venezuela), 4.263 gallons.  
Arshine (Russia), 28 inches.  
Artel (Morocco), 1.12 pounds.  
Baril (Argentine Republic and Mexico), 20.0787 gallons.  
Barrel (Spain, raisins), 100 pounds.  
Berkovets (Russia), 361.12 pounds.  
Bongkal (India), 832 grains.

Bouw (Sumatra), 7,096.5 square metres.  
Bu (Japan), 0.1 inch.  
Caffiso (Malta), 5.4 gallons.  
Candy (India, Bombay), 529 pounds.  
Cantar (Morocco), 113 pounds.  
Catty (China), 1.333 1-3 (1 1-3) pounds.  
Centaro (Central America), 4.2631 gallons.  
Chih (China), 14 inches.  
Joch (Austria-Hungary), 1.422 acres.  
Ken (Japan), 6 feet.  
Klafter (Russia), 216 cubic feet.  
Koku (Japan), 4.9629 bushels.  
Korree (Russia), 3.5 bushels.  
Kwan (Japan), 8.28 pounds.  
Last (Belgium and Holland), 85.134 pounds.  
Last (Germany), 2 metric tons (4,480 pounds).  
Last (Prussia), 112.29 bushels.  
Last (Russian Poland), 113/8 bushels.  
Last (Spain, salt), 4,760 pounds.  
Li (China), 2,115 feet.  
Load (England, timber), square, 50 cubic feet, unhewn, 40 cubic feet; inch planks, 600 superficial feet.  
Manzana (Costa Rica), 15/8 acres.  
Marc (Bolivia), 0.507 pound.  
Maund (India), 827 pounds.  
Mil (Denmark), 4.68 miles.  
Milla (Nicaragua and Honduras), 1.1493 miles.  
Morgen (Prussia), 0.63 acre.  
Oke (Egypt), 2.7225 pounds.  
Oke (Hungary and Wallachia), 2.5 pints.  
Pic (Egypt), 41 1/4 inches.  
Picul (Borneo and Celebes), 135.64 pounds.  
Pie (Argentine Republic), 0.9478 foot.  
Pie (Spain), 0.91407 foot.  
Pik (Turkey), 27.9 inches.  
Pood (Russia), 36.112 pounds.  
Quarter (Great Britain), 8.252 bushels.  
Quarter (London, coal), 36 bushels.  
Quintal (Argentine Republic), 101.42 pounds.  
Sun (Japan), 1.193 inches.  
Tael (Cochin China), 590.75 grains. Troy.  
Tan (Japan), 0.25 acre.  
To (Japan), 2 pecks.  
Tonde, cereals (Denmark), 2.84783 bushels.  
Tondeland (Denmark), 1.36 acres.  
Tsubo (Japan), 6 feet square.  
Tsun (China), 1.41 inches.  
Tunna (Sweden), 4.5 bushels.  
Tunnland (Sweden), 0.22 acres.  
Vara (Argentine Republic), 34.1208 inches.  
Vedro (Russia), 2.707 gallons.  
Vergees (Isle of Jersey), 71.1 square rods.  
Vlocka (Russian Poland), 41.98 acres.

### An Oriental Protest.

A Chinaman protests against the idea that his country stands in need of "civilizing." He says, "Healthy toil, sufficient leisure, frank hospitality, a content born of habit and undisturbed by chimerical ambitions, a sense of beauty fostered by the loveliest Nature in the world, and finding expression in gracious and dignified manners where it is not embodied in exquisite works of art—such are the characteristics of the people among whom I was born. Does my memory flatter me? Do I idealize the scenes of my youth? It may be so. But this I know, that some such life as I have described, reared on the basis of labor on the soil, of equality and justice, does exist and flourish throughout the length and breadth of China." Fortunately he cannot accuse us of trying to force our ideas of civilization on the Flowery Kingdom. But the reproach holds against the other Powers.—*N. Y. Commercial.*

## ARK. RETAIL HARDWARE DEALERS' ASS'N.

The second annual meeting of the Arkansas Retail Hardware Dealers' Association was held in Hot Springs, Ark., on the 19th and 20th ult. Those present at the meeting were as follows:

E. W. Horne, Forrest City; J. M. Pitman, Prescott; E. E. Mitchell, Morrillton; I. P. Rudolph, Arkadelphia; W. M. Graham, Clarendon; R. P. Graham, Fordyce; H. E. Kyler, Eldorado; W. A. Jackson, Dardanelle; J. F. Maxey, Ozark; J. P. Simpson, Malvern; P. J. Tidwell, Buckner; J. A. Plummer, Marianna; W. L. Babcock, Hot Springs; Frank Stearns, Hot Springs; Mr. Whittington, Hot Springs; Hamp Williams, Hot Springs; T. G. Evans, Hot Springs; Harry Vaughan, Hot Springs; Maurice Williams, Hot Springs; Dickerson, Hot Springs; R. F. Roys, Russellville; T. B. Stewart, Newport; D. L. Graves, Arkadelphia; K. G. McRae, Hope; Mr. Wingfield, Hope; George R. Belding, Hot Springs; Julian C. Brown, Hot Springs; D. G. Fones, Little Rock; J. Van Dokkum, Little Rock; W. A. Cook, Little Rock; J. H. Martin, Little Rock; Mr. Lyons, Little Rock; Mr. Hayes, Little Rock; Mr. Bishop, Little Rock; Mr. Carrington, Little Rock; J. H. Boicourt, Little Rock; Mr. Gladding, Memphis, Tenn.; Mr. Jackson, Indianapolis, Ind.; M. L. Corey, Argos, Ind.

A number of the members were accompanied by their wives.

The meeting was called to order at 2 p. m. on the 19th, President Horne in the chair. The opening prayer was offered by Rev. Julian C. Brown, of the Methodist Church.

President Horne introduced Hon. George R. Belding, Mayor of Hot Springs, who referred to the position that the Hardware dealers in Arkansas and other States took as regards improvements and progress. He, in behalf of the citizens of Hot Springs and the local members, extended a hearty welcome to the city. J. M. Pitman in a happy vein responded and in behalf of the association accepted the many courtesies offered to the members during their stay.

President Horne in his annual address reviewed the steps taken to bring about the organization, and the success it was meeting, and said that much good to the members and the trade must result from it.

Secretary Plummer in his report showed the membership on June 13, 1900, was 40. He had since received applications for membership, duly indorsed, of 14 dealers, thus making the membership 54, an increase of 33 per cent. His financial report showed a total collection of \$185 and disbursements of \$53.75, with bills to be allowed at this meeting amounting to \$70.25, leaving a balance in hand after paying expenses of \$60.50.

M. L. Corey, of Argos, Ind., secretary of the National Retail Hardware Dealers' Association, addressed the meeting. He outlined the work undertaken by the National Association and argued the necessity of all State associations joining it. His address was well received, and he made it plain that it was the duty of the retail dealers in Arkansas to join an association, and convinced the most skeptical that the State Association should become members of the National. At the close of Mr. Corey's address and after some discussion by the members, the following resolution, introduced by John M. Pitman, of Prescott, was unanimously adopted:

*Resolved*, That the Arkansas Retail Hardware Dealers' Association become members of the National Retail Hardware Dealers' Association.

The chair appointed the following Nominating Committee: W. M. Graham, W. A. Jackson, J. P. Simpson, J. H. Boicourt and R. F. Roys. T. G. Evans was appointed sergeant-at-arms.

At the suggestion of Mr. Corey the chair appointed a committee of two to attend to questions for the Question Box and to designate what questions should be discussed only in executive session. The chair appointed J. F. Maxey and J. P. Rudolph. On motion the association adjourned to convene Thursday, June 20, at 8.30 a.m.

### SECOND DAY'S SESSIONS.

Harry Vaughan, of Babcock Hardware Co., Hot Springs, notified the association that the Committee of Arrangements had arranged for a hop and social at the Arlington Hotel, and extended a hearty welcome to the members and visitors. John H. Martin, of the Martin Arms Co., of Little Rock as chairman of the Little Rock delegation, invited the association and its visitors to join them in a tally-ho party, and at the same time requested the association to hold its next meeting in that city.

An interesting and instructive paper with the title "The Steps Necessary to Make a Success of the Hardware Business," was then read by E. E. Mitchell, of Morrillton.

At the conclusion of Mr. Mitchell's address the following resolution was introduced, and its passage recommended by the Committee on Resolutions:

*"Resolved*, That the definition of who is a retail Hardware dealer, as outlined by the by-laws of the National Retail Hardware Dealers' Association be adopted as one of our by-laws."

The association adjourned until 2 p. m.

### AT THE AFTERNOON SESSION

the Nominating Committee reported the following selections:

President, Jno. M. Pitman, Prescott; First vice-president, J. F. Maxey, Ozark; Second vice-president, T. B. Stewart, Newport; Secretary-Treasurer, J. A. Plummer, Marianna; Members of Executive Committee for two years—Hamp Williams, Hot Springs; J. H. Boicourt, Little Rock; J. W. Lee, Fordyce.

The chair appointed W. A. Jackson and W. M. Graham tellers. Upon the vote being taken the above officers were unanimously elected. Mr. Pitman, upon taking the chair as president, thanked the association for the honor conferred and made a sharp and pointed address, stating that his idea of the association was that it was strictly a business association, and that he hoped, with the assistance of his brother officers and the members, to make the organization a strong one and one through which many benefits would come to the retail Hardware dealers of Arkansas.

On motion the Membership Committee was made to consist of five members, and its duties to assist the officers in procuring new members for the association.

The president appointed the following standing committees:

Membership Committee—D. E. Watson, Hamburg; C. T. Rosenthal, Hayesville; W. A. Jackson, Dardanelle; K. G. McRae, Hope; D. H. Miller, Van Buren.

Grievance Committee—J. A. Plummer, Marianna; E. W. Horn, Forrest City; W. M. Graham, Clarendon.

Committee on Fraternal Relations—I. P. Rudolph, Arkadelphia; W. B. Pillow, Helena; F. L. Curfman, De Queen.

Committee on Transportation—F. C. Stearns, Hot Springs; J. H. Boicourt, Little Rock; F. B. Gregg, Little Rock.

Programme Committee—E. E. Mitchell, Morrillton; W. L. Babcock, Hot Springs; R. P. Graham, Fordyce.

On motion the president was appointed a delegate to the National Association.

## QUESTION BOX.

A number of the questions from the question box were read, and the discussions participated in by a large percentage of the members. Among the questions were the following:

"What do you think of the new law against range, vehicle and other peddlers?"

"What is the best plan to be sure that a salesman puts all the cash he receives in the till?"

"Is the giving of premiums for purchases advisable, and if so, what is the best method?"

"Is the distribution of calendars and souvenirs a judicious system of advertising? If so, what is the best method of distribution?"

On motion a committee, consisting of J. A. Plummer, D. L. Graves and W. A. Jackson, was appointed to draft resolutions of thanks to the citizens of Hot Springs, the local Committee on Arrangements, the local membership, the Arlington Hotel, the several railroads and the local press for favors shown, and to the Little Rock delegates for favors and invitations extended the association.

On motion M. L. Corey, secretary of the National Retail Hardware Dealers' Association, was by a rising vote tendered a vote of thanks for his presence at the meeting and the assistance rendered by him. On motion a vote of thanks was tendered the retiring president, E. W. Horne. The next meeting will be held at Little Rock, Ark., on the third Wednesday in June, 1902.

### Pennsylvania Wholesale Hardware and Supply Association.

The second quarterly meeting of the Pennsylvania Wholesale Hardware and Supply Association was held in Reading, Pa., on Thursday, June 20, and was an extremely successful affair. The following cities were represented at the gathering by the houses as below: Bittenbender & Co., Foote & Shear Co., Charles B. Scott and Scranton Supply & Machinery Co., Scranton; C. Morgan's Sons, Phelps, Straw & Co. and the Pennsylvania Supply Co., Wilkesbarre; Bright & Co., John H. Obold & Co., Stichter Hardware Co., and Bard, Schlott & Co., Reading; Reilly Bros. & Raub and Steinman Hardware Co., Lancaster; George Krause & Co., Lebanon; C. Dreisbach's Sons, Lewisburg; Hazleton Machinery & Supply Co., Hazleton; L. C. Thompson, Pottsville; A. J. Roat, Kingston.

The organization includes, besides the above, practically all the substantial jobbing Hardware houses of Eastern Pennsylvania, several of whom were not able to be present at the convention, but who have joined the organization, and have announced themselves as heartily in sympathy with its objects. T. James Fernley, Secretary-Treasurer of the National Hardware Association, was present at the business sessions, also the following representatives of manufacturing interests: George Koon, of Henry Disston & Sons, E. T. Fraim, of the Keystone Lock Works, and C. O. Dreisbach, of Sidney Shepard & Co.

The sessions of the convention were held in the Mineral Spring Inn, a suburban hotel convenient to the city. J. M. Kemmerer, the president of the Association, called the meeting to order, H. L. Raub officiating as secretary.

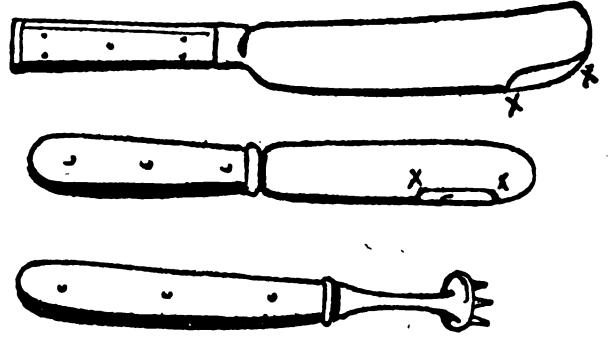
At the afternoon session T. James Fernley made an excellent address bearing on the general lines of organization work. General discussion followed. It was decided that the matter of cutting prices of Cut Nails especially, be transferred from the secretary to the Price Committee. Mr. Fernley presented some prices that are now maintained by the Philadelphia jobbers, and his remarks upon the same elicited general discussion. The secretary was instructed to send each member of the Association a copy of these prices.

A vote of thanks was extended to the members of the organization from Reading for their generous hospitality. Mr.

Fernley, in behalf of the Philadelphia jobbers, invited the Association to hold its next meeting in Philadelphia. The invitation was unanimously accepted, and the time of meeting was fixed for Thursday, September 19.

### Harmless Cutlery For Lunatics.

Cutlery for lunatics was recently advertised for by the British Admiralty office, and it brought to light some unusual cutlery that, while made regularly in Sheffield for the past twenty years or more, is but little known. The illustrations represent two types of knives and one type of fork. The knives have perfectly dull, round blades, with a small cutting area about an inch long, situated in such a way that it cannot be used except for the purpose intended. The fork



HARMLESS CUTLERY FOR LUNATICS.

terminates in a small round ball, on which there are three prongs about half an inch long. The idea in this unique cutlery, of course, was to devise knives and forks that could not be used as instruments of attack upon attendants, nor for self-mutilation. Large quantities of these knives and forks are annually sent to Australia for use in the asylums there.

### Specialization.

European merchants and manufacturers in seeking plausible and practical reasons for the supremacy of the United States in so many regards, overlook one vital point which is involved in the educational training in the United States. Here every tendency is toward specialization. Of late years this powerful but invisible pressure toward specialization has developed a high order of business talent among the young men. American youth are full of hopefulness and enthusiasm. Their hands are not tied by tradition. Their home training and education are different. There is a freedom from restraint in home life, democratic education, and a companionableness and confidence that generates a force of administrative ability not found among young men in some other countries. These young men become naturally originators, and there are no older heads who know it all, or who look down upon them for being young, to sneer at them or disparage their efforts or propositions.

To many Europeans this mental freedom may not amount to much, but when studied at short range it is found to explain a great deal of the extraordinary resourcefulness of the American people.

There is an army of young business men coming to the front in the United States, who will speak and act with an energy and enthusiasm in the coming decade that will make their influence felt throughout the world.—*Implement Age*.

A Russian genius, according to reports, has dealt a blow to the whip trade by designing a harness with an electric attachment, whereby the driver of a horse, by "pressing the button," may give the animal a shock that will rouse him to the required pace. And, the report adds, the shock is beneficial to the horse's health.



### Danger Signals in Credits.

It is remarkable how some customers pay their accounts with one firm and how lax they are in settlements with others. A few days ago an order was received from a dealer in New York State who gave two references. One stated that the party in question had been dealing with them for five years or more, was satisfactory in his accounts, and that they extended him a liberal line of credit and considered him good for his wants, was conservative and used good judgment in buying. The other party referred to stated almost the opposite, by saying that although the applicant had been a customer for some little time he was invariably slow, owed them for an account many months past due, which they were trying to get settled, but believed him responsible for a small amount. Now, then, when information of this kind comes to hand about the only thing you can do is to try to guess which will strike your case, and if the mercantile agencies can give you a little better information than the last reference, undoubtedly, you will grant the credit. Then you will watch that account for a long time, and if he orders any more goods you will become suspicious of him, and when his account becomes due and he does not pay it and fails, you will say, "Just as I thought it was."

It also appears that where a customer has been dealing with a house for many years and has received various accommodations in the way of renewal on notes, he frequently becomes careless, and thinks that the money which should go to pay his maturity paper can be applied to other sources without asking the consent of his creditor, and takes it as a matter of course. This method of juggling with money belonging to the creditor should be stopped in its incipency, as, if it is allowed to continue, the creditor will always be the loser. In this respect it may be wise to quote an actual experience regarding a customer who at maturity of his account gave notes. At maturity some of the paper was paid, other in part, and some renewed in whole. It so happened that a note which was renewed in part, through some error of the bank, was presented at the debtor's bank for payment and was paid; after a week had passed it was brought to the notice of the debtor, who knew nothing of the payment until notified; then, of course, followed demands for an explanation, which naturally appeared rather lame. At any rate, it made a customer who will not ask for unnecessary accommodations.

The debtor who is accustomed to the drinking habit is the one who must be looked after quickly, as it is an undoubted axiom that he will neglect his business affairs, and when such knowledge comes to the creditor it is important that credit be withdrawn and the account closed as quickly as possible, otherwise it will prove costly. In this connection it may be related that a few weeks ago, having sent a new salesman over a portion of territory in which was located a customer who formerly had met his obligations as promptly as could be expected, the salesman learned that the debtor was accustomed of late to frequent the hotel bar and neglect his affairs, the result of which was the bank from which he had a small loan, refused to renew it because of his habits, which were becoming very loose. The result was that an assign-

## What Is It?

What is it that measures success in business? It's growth, is it not?

A paint trade that doesn't grow isn't a success, whether it's the trade of a small dealer, large dealer or manufacturer.

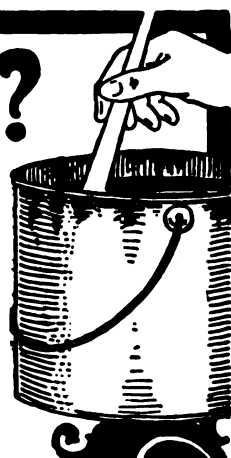
Growth—large growth—characterizes

**THE SHERWIN-WILLIAMS Co.**

We have made bigger gains than ever this year. We're growing in every direction. We're putting up new buildings to take care of the growth, and these buildings are one of the best evidences of the success of S. W. P.

We grow because the dealers who handle S. W. P. are growing.

You'll be growing, too, if you take hold with us.



**THE SHERWIN-WILLIAMS Co.**  
PAINT AND VARNISH MAKERS.

CHICAGO,  
NEW YORK,

NEWARK,  
MONTREAL,

CLEVELAND,  
BOSTON,  
TORONTO,

SAN FRANCISCO,  
KANSAS CITY.

Write 31 Michigan Street, Cleveland for the  
"B-13" illustrated booklet on our Paints and Methods.

ment took place, and a few creditors are mourning for the payment of their accounts that will never come to pass.

So that, in conclusion, it will be observed that the debtor who uses the money or goods belonging in whole or in part to another in any but a legitimate way, is very liable to undermine his reputation, and the result will be financial disaster.

In this period of our civilization, where trade is the result of close margins of profit, more the result of opposition than competition, the qualities of integrity and stability are those which make a good, substantial and profitable customer.—

CHAS. D. WETTAOH.

### A Valuable Article.

Cushman & Denison, long known as makers of the "Perfect" Pocket Oiler, Gem Paper Clips, etc., have just purchased the patents covering the "Perfect" Mucilage Bottle. They have decided to buy this bottle only after a series of thorough and severe tests which convinced them that it was the only mucilage or paste bottle in the market that was actually serviceable or valuable for general use. It embodies in its construction a water chamber which prevents gumming, thickening and evaporation of the contents. It is made of frosted aluminum, rendering it practically indestructible, and is designed to retail at 50 cents. A mucilage bottle is always a convenience and frequently a necessity on every desk. The old style bottle which allows the contents to thicken or become useless, has prevented many from enjoying the convenience which is now offered to all who own a desk, in the "Perfect" Mucilage Bottle in which the contents will be at all times ready for use.

The highest court of appeal in Great Britain has sustained the decision that a circulating library can be held pecuniarily responsible for libelous statements contained in any of the volumes which it circulates.

### Illumination at the Pan American.

Wonderful displays now witnessed every night.

Night after night as the Pan American Exposition grounds are illuminated, the admiration of the wondrous beauty of the effects obtained becomes more intense. It is recognized that a remarkable feat has been accomplished, and the public is free to admit that such glorious lighting effects have never been witnessed in any part of the world.

When one looks upon this veritable City of Light, it is hard to realize that the chance leaving of a Japanese fan in the laboratory of Thomas A. Edison made the perfection of the incandescent lamp, with which the Exposition grounds are lighted, a possibility.

Edison had tried everything as a material for filament making. Just when he was seeking for new materials with which to continue his experiments, he ran across the old fan, and taking a strip from one of the ribs, he carbonized it. The result was the long-burning light that gives such beauty to the Pan American Exposition.

This discovery of the material was followed by a search throughout the world for exactly the same kind of bamboo. Into the fever-stricken swamps of the Amazon men pushed their way and have never since been heard from. Through the wild jungles of Sumatra, the rare material, which was to give the world this perfect light, was sought. Deep into the interior of Japan one man worked his way, and there the peculiar fibre was found.

Such facts as these are of great interest when the whole world marvels at such magnificent lighting effects as are now nightly witnessed at the Pan American Exposition. Before incandescent lighting was discovered, it was impossible to make the evening opening of great expositions a success, and the thought arises, would there have been a great spectacular, electrical Pan American Exposition if that old fan had not been left in Edison's workshop?

One of the most effective pieces of illumination to be seen upon the grounds of the Exposition—always excepting the Electric Tower—is the Temple of Music. This building is situated in the southwest of the Court of Fountains, having this great court with its surrounding buildings on the one side, and the west wing of the Esplanade with the Graphic Arts, Horticulture, and Mines Buildings, on the other.

All these structures are brilliantly illuminated at night, and the Temple of Music, with its octagonal form and its dome and other elaborate architectural features, constitutes a most effective part of the illuminations at this point, for all its picturesque and graceful outlines are traced in rows upon rows of these incandescent lamps.

So powerful is the illumination thus produced, that the brilliant coloring of the various architectural features of the building can be seen as plainly as under the light of the sun, and the effect is more entrancing than it could be by day, inasmuch as a fairyland aspect is imparted by the lighting at night.

One of the prettiest pieces of decoration in connection with the interior of the Exposition structures is that in the grand dome of the Electricity Building. The colors of the decorations in this magnificent and beautiful structure are cream, light green and heliotrope. Tarlton drapery is the material used, and high up in the dome, right over the Westinghouse exhibit, a canopy top is formed, the beautiful drapery stretching out in graceful form to all sides from a common center.

Midway between the floor and the top of the dome, four great signs of the Westinghouse Co. are placed, one on each side of the square occupied by their exhibit. In these signs there are a total of nearly 1,000 incandescent lamps, the effect being attractive and beautiful in the extreme.

It is worthy of note that the decoration arranged for the dome of the Electricity Building is to be seen in all its grandeur by night as well as by day, as it is lighted by Nernst lamps. This lamp is the latest electric-lighting invention,

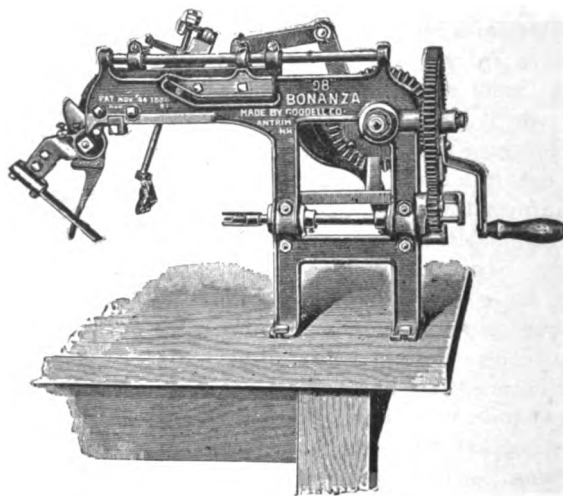
and it offers great promise of revolutionizing the art. By its use a remarkable saving is made in loss of the electric energy, and in the dome there are about 100 of these wonderful lamps, representing approximately, about 45,000 candle power.

ORRIN E. DUNLAP.

### Apple Parers.

As the apple season approaches makers of machinery for the preservation of this universal fruit are calling attention to the merits of their various machines, and particularly notable for industry in this direction is the Goodell Co., Antrim, N. H. This company has recently organized an advertising department in charge of a specialist and is devoting considerable energy to publicity and promotion. By reference to the advertisement of the company in our pages it will be seen that they claim to have the most extensive line, and to pay special attention to strength, solidity, simplicity and durability.

Their great leader this year will be the Improved '98 Bonanza, designed especially for Evaporators, Cannerys, etc. Following the design and principle of the popular '98 Bo-



IMPROVED '98 BONANZA APPLE PARER.

nanza, both of which were found to be eminently correct, the machine has been completely remodelled, larger bearings fitted, heavier framework supplied, and all parts adjusted for greater ease of operation and to secure greater wear. Such wear as is unavoidable has been anticipated and means for its compensation provided. All important bearings are brass journaled and the strength and solidity is increased many fold.

Reports from users, who have given the machine thorough and severe test, speak in terms of highest praise of its efficiency and durability.

### J. D. Warren Mfg. Co.'s Progress.

Old style methods of carrying Hardware stock are gradually being displaced by new store fixtures, cabinets, cases, etc. That style in popular demand seems to be the Warren system. This includes all that can be desired for economy of time, convenience and a finer display of goods.

The following are a few of the houses numbered among the June purchasers of this system of shelving:

A. D. Snyder, New Richmond, Ind.  
Henry Williams, Rantoul, Ill.  
W. B. Smith, Kane, Pa.  
O. E. Hasle, Park River, N. D.  
Penn Traffic Co., Limited, Johnstown, Pa.  
C. H. Miller Hardware Co., Huntington, Pa.  
Shacklett, Thomas Hardware Co., Fulton, Ky.  
F. T. Blish, South Manchester, Conn.  
A. H. Beall, Williamson, W. Va.

Never try to appear what you are not.

## RECENT TRADE PUBLICATIONS.

NATIONAL SWEEPER Co., Marion, Ind. Booklet catalogue, envelope size, of the select line of high-grade Clothes Wringers that form a portion of the product of this company. This line of Wringers is well known to the Hardware trade, being marketed under several names. The "Marion" has solid rubber rolls, tempered spring steel pressure regulator, combination clamps and metal-end drip-board. They are furnished in cerise red enamel trimmings, and special satin-finish galvanized cogs and clamps. Other Wringers are marketed under the name of the "Runeasy," "Victor," "Perpetual" and the "Monarch," the latter being furnished with folding bench. The "Marion" and "Runeasy" are fully guaranteed for three years, the "Perpetual" being guaranteed only for one year. The "Columbia," "Puritan" and "Pilgrim," also folding-bench Wringers, complete the assortment. The three-year guaranteed Wringers made by this company contain solid rubber rolls of a quality that permits of the greatest elasticity and longevity, while the one-year guaranteed Wringers are equipped with rolls made of a superior composition, outer-coated with a thick layer of rubber. This guarantee, it may be noted, covers not only the rolls but each and every part of the Clothes Wringer, the company desiring to indicate the confidence they have in the superior quality of their materials.

BLACKLOCK FOUNDRY, South Pittsburgh, Tenn, have recently issued an illustrated catalogue and price list covering their line of Hardware specialties consisting of Sad Irons, Country and Stove Hollow Ware, ground and unground; Sugar Kettles, English Pots, Cast Iron Shoe Lasts and Stands, Kitchen and Corner Sinks, Grates, etc. This is a pamphlet catalogue of 24 pages printed in two colors on good paper, and well illustrated throughout, giving a very good idea of the productions with which they have been identified for so long a time. Included in the line of goods referred to will be found cast iron cooking utensils, including Stove Kettles and Pots, Blacked and Bailed; Eccentric Stove Kettles and Pots, Stove Hollow Ware, including Skillets, Gridles and Long Pans, also Sad Iron Heaters, Gridirons and Waffle Irons. They are manufacturers of Ornamental Square Grates with hooded front or smoke arrester, in very attractive patterns. We notice the adoption in this catalogue of the method suggested by Secretary-Treasurer Carter, of the Southern Hardware Jobbers' Association, referred to by us in a recent issue of *Hardware*, that of attaching an envelope to the inside back cover of the catalogue, in which the discount sheet may be placed without fear of being mislaid, and so that it may be readily removed when necessary to loan the catalogue to a customer.

MARLIN FIRE ARMS Co., New Haven, Conn., have recently issued a new illustrated and descriptive catalogue covering their entire line of the Marlin Repeating Rifles, Carbines, Muskets and Shot Guns, and including in its contents the Marlin Rust Repeller, Everlasting Shells, Reloading Tools, Sights, etc. The catalogue is arranged in three sections, a complete index being furnished in connection therewith. Part I is designed for the quick reference of dealers and consumers who desire in brief descriptions the details of the arms. Part II is intended for the consumer who is apt to desire more complete information in regard to the arms and ammunition used in the catalogue, and this portion by careful reading enables a novice to form a correct decision as to which arm will best suit his individual wants and desires. In part III is given a number of hints that should interest and

possibly help shooters in general. The company state that any points of information not covered in this little catalogue they will take pleasure in giving at any time to the best of their ability, if inquired in regard to by mail, as all correspondence having reference to their product is answered promptly and given careful consideration. The catalogue is one of the most complete ones that has ever been issued by this well-known company, and as is characteristic of this company, has an extremely artistic cover from a design by C. Everett Johnson, giving a very fine illustration of "Lo, the poor Indian," clad in his native costume, apparently very suitable for the weather we have been recently enjoying.

TORRENT PUMP AND FENCE Co., Cleveland, Ohio, have recently issued an Export catalogue of their products, in which the merits of their productions are described in Spanish as well as in English, making it a useful catalogue for circulation in Spanish countries. This company having recently greatly enlarged their facilities by moving to their new location, 1911-1925 Harvard Street, Cleveland, have been enabled to supply their goods with a greater degree of promptness than was the case before. Their principal product is the popular Torrent Purifying Pump, which has been largely introduced through the efforts of the Hardware and Implement trade.

UNION MFG. Co., Buffalo, N. Y., have recently issued an envelope-size catalogue of twelve pages covering their line of Union Grinding Machines and other Hardware specialties. These machines are operated by foot-power and are much simpler in construction and more compact in design than any ordinary sewing machine, requiring no more skill nor power to operate them. They will be found extremely useful for grinding drills, knives, cleavers, scissors, chisels, etc.; in fact, almost anything in the line of tools. The special features of the machine are protected by letters patent. Included in the contents of this little catalogue is illustrated and described the Dental and Jewelers' Lathe No. 10 made by this concern, a very useful appliance of the kind referred to. They also manufacture the Perfection Raisin Seeder, Solid Leather Socket Chisel Handles and Screw Drivers and Scratch Awls that are also furnished with these patent leather handles, making them extremely durable and being almost indestructible. These handles are very attractively placed upon the market, being made from the best sole leather, cemented and pressed on a steel core bar. Being highly burnished gives them a rich and attractive appearance. They will be found a valuable addition to the stock of a general Hardware dealer.

### Liquid Bronze in Germany.

Consul-General Guenther, of Frankfort, May 20, 1901, reports that, according to *Kuhlow's German Trade Review*, a German chemist has succeeded in making liquid bronze free from metal. The process is described as follows: Ten parts of aniline red and five parts of aniline purple are dissolved, by means of a gentle heat, in one hundred parts of alcohol. Five parts of benzoic acid are then added and the mixture is boiled from five to ten minutes. The bronze is said to be especially adapted for bronzing wood or paper.

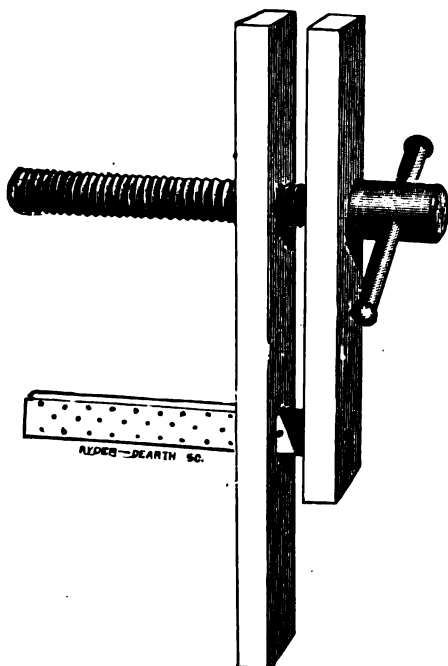
This current immigration compares as follows with that of recent years at its highest and lowest points, that of recent fiscal years being: 1900, 520,000; 1899, 311,715; 1898, 229,299; 1897, 230,832; 1896, 343,267; 1895, 279,948; 1893, 502,917; 1892, 623,084; 1886, 334,203; 1882, 788,992; 1878, 138,469.



## NEW GOODS AND SPECIALTIES.

### Carpenters' Vise.

R. Bliss Mfg. Co., Pawtucket, R. I., are the manufacturers of the Carpenters' Vise shown in our illustration. These are made by them in connection with a large number of specialties manufactured from wood for distribution through the Hardware trade. They are made in three sizes, the Amateur's Vise, No. 155, being  $1\frac{3}{4}$  inch hickory screw. The



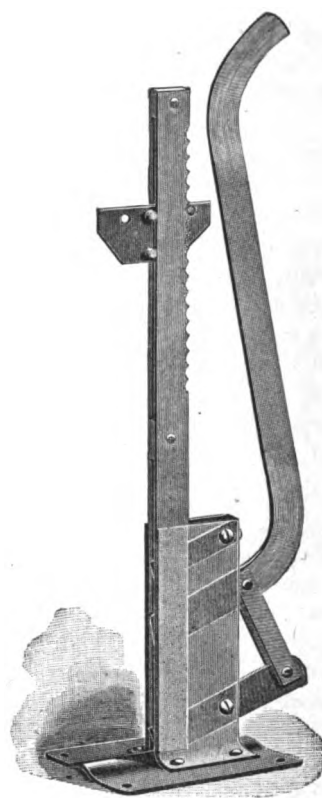
CARPENTERS VISE.

Carpenters' Vise, No. 154, with two-inch hickory screw, is 36 inches high, while the large size, No. 153, is  $2\frac{3}{8}$  inch hickory screw and 36 inches high. These specialties are made from the best material possible for the construction of such goods, and are known throughout the trade as being first-class goods in every respect, the reputation of the R. Bliss Mfg. Co. being well known to the Hardware trade as the manufacturers of reliable tools of this description. The Hardwareman who has no catalogue of theirs in his possession would do well to write for one, as the line of similar goods made by them is without comparison for extent or variety.

### Lane's Steel Carriage Jack.

Lane Brothers Co., Poughkeepsie, N. Y., among the numerous specialties they control, are manufacturing Lane's Steel Carriage Jack, an illustration of which we give in this article. Among the principal points of advantage claimed for this useful article are, that it is made entirely of steel, and consequently unbreakable, and this steel construction enables the manufacturers to make a lighter, stronger, more compact and more durable jack than has heretofore been placed on the market. It has double levers near the base, giving great lifting capacity for the size of the jack. It will be noticed the lever handle has no fixed fulcrum, but that the farther end is pivoted to the double lift bar, the other pivot being connected by links to the lower rocker lever, which latter is pivoted at the forward end to the double lift bar. These levers are mainly inside the steel case, and free from obstruction, and all are placed at the strongest part of the jack, at the base. Whatever may be the height of the axle, it is sustained directly over the center of the base, thus avoiding any

tendency to carry the wagon forward or back and tip the jack over. In operation, when force is applied to push the handle down, the farther end of the handle lifts on the load, moving upward with the lifting bar, while the other pivot moves down, transmitting force through the connecting links and the lower rocker bar to the main lifting bars of the jack.



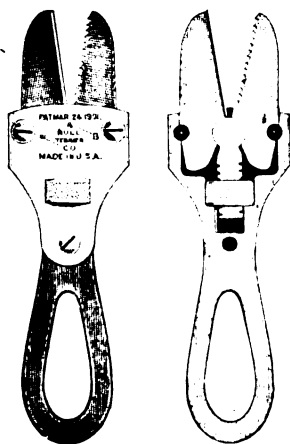
LANE'S STEEL CARRIAGE JACK.

Thus it will be seen as referred to above, there is no fixed fulcrum, which is the essential feature of every other jack. This creates so little friction that in actual service they will be found to raise a given load very easily, generally requiring not half the usual effort. They are made in four sizes, No. 0, which is calculated to lift 500 pounds; No. 1, 900 pounds; No. 2, 1,800 pounds and No. 3, 4,000 pounds. It is stated by the manufacturers that on their factory testing apparatus over 2,000 pounds have been raised with No. 1 size, and about four tons with the largest size, although rated in the list at much more conservative figures. Wherever introduced they have become exceedingly popular, and supplementary sales have invariably followed in increased proportions.

### Bull Terrier Wrench.

The Whitman & Barnes Mfg. Co., Akron, Ohio, are the manufacturers of the Bull Terrier Wrench, which we illustrate here, Fig. 1 being a representation of the article as placed on the market, and Fig. 2 giving a sectional view of the acting mechanism. The body of the wrench is drop-forged from solid steel, the jaws being made of special steel, thoroughly hardened and tempered for the purpose to which it is applied. By the means of a hardened steel plunger which passes through a nut in centre of the wrench, both jaws open and close at the same time. This feature makes it extremely quick and easy to adjust to the different sizes of pipe without the use of accompanying springs. It is nickel-

plated, manufactured in one size only, which is calculated to take in pipe up to one inch in diameter. Its weight is but ten ounces. The Whitman & Barnes Mfg. Co. are also manu-



BULL TERRIER WRENCH.

facturers of a number of other wrenches known to the Hardware trade under the name of Bull Dog Wrenches, which are provided with positive jaws and without the automatic action which is the desirable feature of the Bull Terrier under review.

#### "Rex" Safety Razor Stropping Machine.

R. Heinisch's Sons Co., Newark, N. J., New York office, 90 Chambers Street, are the sole selling agents for the Rex Stropping Machine Co., 606 Arch Street, Philadelphia, Pa., whose Razor Stropping Machine is illustrated in

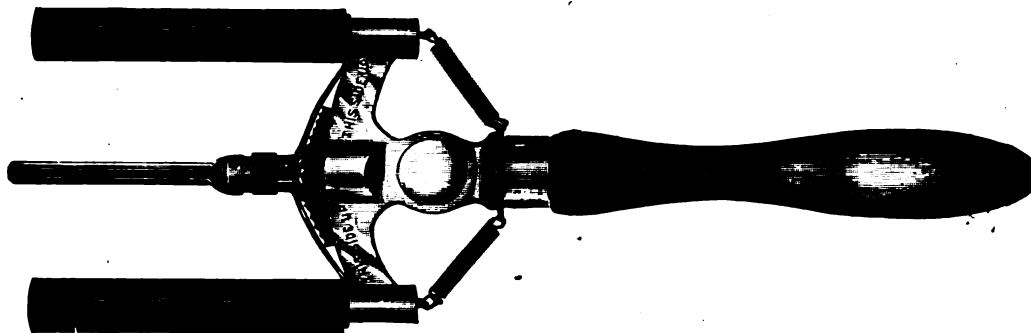


FIG. 1.

the cuts herewith. This Stropping Machine is designed for the purpose of honing safety razors, and is  $7\frac{3}{4}$  inches long over all, the illustrations shown here being about two-thirds size. Fig. 1 shows the machine as it is distributed to the trade, while Fig. 2 shows the method of using it on a strop, the distinctive feature of which is, the blade is stropped from heel to point, instead of in a straight line parallel with the

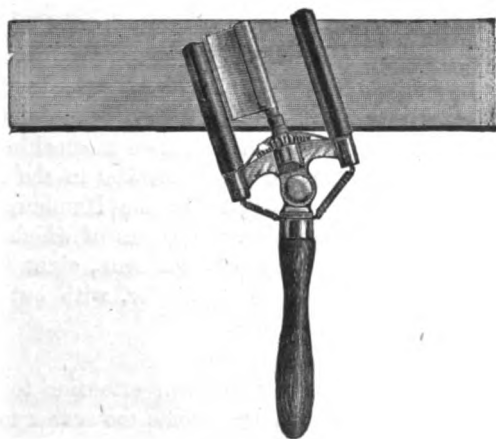


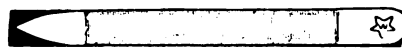
FIG. 2.

strop. The two outer arms of steel shown in the cut are covered with rubber, the mechanism being pivoted near the end of the hard wood handle. The ratchet movement, which

is one of its principal features, and side springs, cause the blade to turn automatically on its back in the proper direction with every forward and backward movement of the machine. By this simple method a safety razor blade even by one unfamiliar with its use can be skilfully honed. In connection with its use in operating this machine, the manufacturers also make a fine, high-grade Russia leather swing strop, although any strop can be used with it.

#### Nail and Corn File.

J. C. Kenyon, Owego, N. Y., is the manufacturer of the Nail and Corn File illustrated in this article, which possesses many desirable features not usually found in so small an article. The file is made of cold-rolled steel, tempered very hard, yet in a manner that makes it fairly flexible and not liable to fracture. Each end is beveled and by proper manipu-



NAIL AND CORN FILE.

lation cleans, scrapes and files finger nails to a perfect finish. It is also recommended by the manufacturer for the purpose of filing corns down smooth under the improved methods of eradicating these troublesome articles that have of late become the vogue. Each File is marketed in a leatherette case, and they are put up one dozen on an easel card, to be placed on the counter to stimulate sales. The net price to the retail trade is 75 cents per dozen. It will be found a popular seller when once introduced.

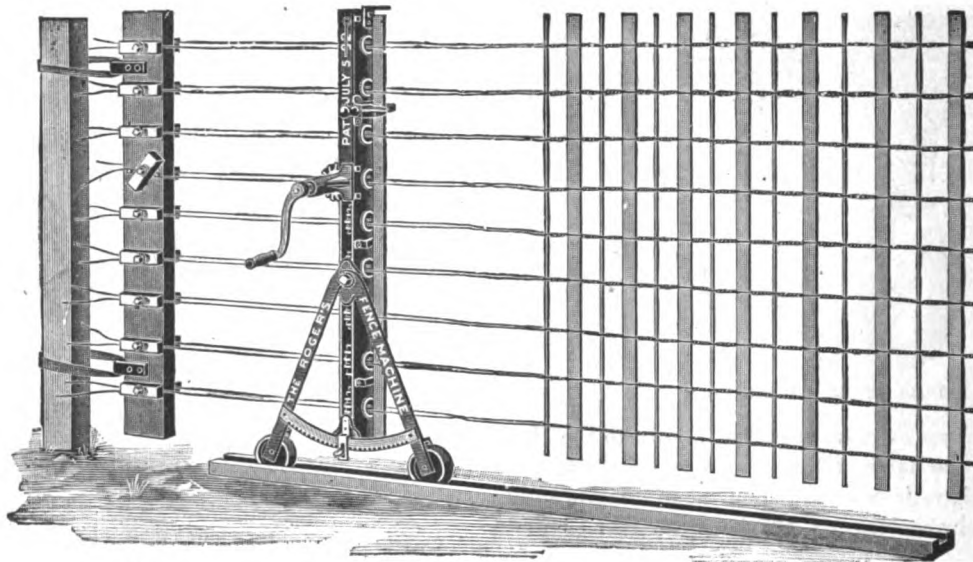
#### Rogers Patent Fence Machine.

Among the specialties identified with the name of the Torrent Pump and Fence Co., Cleveland, O., the manufacture of the Rogers Patent Fence Machine, is one of the most important. We give an illustration herewith of this important article. It is provided with a steel plate frame, making it both light, rigid and durable. The machine is hung on a pivot, supported by wrought iron legs, which are connected by a graduated section, or brace. The legs run on rollers, which in turn run on a track. The machine is fastened to the graduated section at the bottom by a spring catch, which is operated by the foot, and the machine easily adjusted for any angle of hill or level, thus making the fence always perpendicular, and always fitting the ground. There are nine working heads, each set in steel bearings and all operated by one turn of the crank. It has a picket holder that adjusts itself to any thickness of picket and holds it firmly so that it cannot get out of position when working the machine. It has an adjustable gauge at the top, so that all pickets can be made the same height, or it can be taken off when using high pickets. The operation of this machine is very simple, but positive. In the construction of the fence, there are two wires to each strand, passing through holes in each working head. By turning the crank, the strands are given a cable twist, which is made in the opposite direction after each picket. The tension piece to the left gives an even tension to all the strands, and allows them to be

stretched as tightly as desired, which is done by the regular working of the machine. This is one of the original advantages in the construction of this fence over woven wire and loom-woven picket fence, it being all made in place, and all the stretch taken from the wire. There are about  $8\frac{1}{2}$  inches of stretch to the rod in ordinary fence wire, and in

### Death of John M. Marlin.

John M. Marlin, president and treasurer of the Marlin Fire Arms Co., died at his residence, 326 George Street, New Haven, Conn., on June 30th, after an illness which really had its beginning about three years ago, partly as the result of an attack of typhoid pneumonia, from which he recovered



ROGERS PATENT FENCE MACHINE.

loom-woven fence, this is not taken out, but usually left to contract in cold weather followed by a sag under expansion. In the operation of this machine the stretch is all taken out as referred to above. This machine makes the fence to fit the ground, however rough it may be, and each strand has the same tension as the others, with pickets always straight up and down. This is claimed to be a very important point in its original construction.

### "Diamond" Sugar Beet Fork.

Ashtabula Tool Co., Ashtabula, Ohio, among the numerous special tools that they manufacture under the trade mark "Diamond" are placing upon the market the "Diamond" Sugar Beet Fork, an illustration of which is presented here. This very desirable article is made especially to meet the demand of the beet sugar makers for a fork composed of ball

only to continue in a state of precarious health until he finally became afflicted with Bright's disease, from which he died. Mr. Marlin was not only one of New Haven's best known and respected citizens, but his name is familiar to the users of firearms the world over. He was born in Rainbow, town of Windsor, Conn., 65 years ago, and in 1864 founded in New Haven the business which has continuously since borne his name. He first started the manufacture of pistols. Later he engaged in the manufacture of the Marlin repeating rifle and shotgun, two of the best known arms of that character on the market to-day, and up to the time of his death, has been the head of a uniformly successful business. The deceased is survived by a widow and two sons, Mahlon Henry, vice-president, and J. Howard, secretary of the Marlin Fire Arms Co.



"DIAMOND" SUGAR BEET FORK.

end tines of a proper size for the work required of them. The entire fork is made from one solid piece of cast steel, the ends of the tines being drop-forged to form the balls. It is provided with seven tines, fourteen inches long, that are spaced  $1\frac{3}{4}$  inches apart. The width of fork is fourteen inches at the head and sixteen inches at points. It is marketed fitted with 36-inch iron "D" handles with wide strap ferrules, and is intended by the manufacturers to be equal if not superior to any fork ever offered to the Hardware trade. The company have recently issued a very handsome catalogue of their products, which the up-to-date Hardwareman would find it to his advantage to write for if not already in his possession.

If the craze for automobiles continues they will, before long, entirely supersede the use of the horse at the Nation's Capital, for not only have they become a fad with society people, but the shops, the express companies and the transit companies are rapidly adopting them.

It is hardly realized at home that the total steam tonnage of Germany, which in 1871 amounted only to 81,994 tons, has risen to upward of 2,159,000 in 1900. As an instance of the vast capital invested in single steamship companies in Germany may be cited the £5,550,000 in the North German Lloyd and the £4,637,000 in the Hamburg-American. Of eighteen such companies, the shares of which are quoted on 'Change, two paid in 1899 11 per cent., eight 10 per cent., four 8.9 per cent., and the remainder, with but one exception, 6.7 per cent.—*Exchange*.

Whalers have begun to turn their attention to walrus and porpoises, large game having become too scarce to encourage exclusive pursuit. Elephants and camelopards, too, are melting away before the advance of agricultural enterprise, and the ostrich, with its congeners, the rhea and emu, will soon share the fate of the splay-footed moa that once haunted the marshes of New Zealand.



## REVIEW OF THE MARKETS.

**Wire Nails:** While the trade keeps up very well on a leading staple such as Wire Nails, the demand is a desultory one, apparently for the purpose of keeping stocks assorted. The volume of the output is lessened thereby to some extent, and prompter shipments are realized. Quotations remain without change as follows: f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in ten days:

To jobbers in carload lots.....	\$2.30
" less than carload lots.....	2.35
To retailers in carload lots.....	2.40
" less than carload lots.....	2.50

**New York prices.** With the prevailing demand about as usual for this season of the year, prices remain at following quotations:

To retailers, carload lots on dock.....	\$2.53
Small lots at store.....	2.60

**Cut Nails:** The recent meeting of the Cut Nail manufacturers reaffirmed for July the prices which dominated the sales for June, making a remarkably steady market under a limited demand. The business for the first six months of this year is referred to as having exceeded that of 1900. The following quotations are unchanged: f. o. b. Pittsburgh, plus the actual freight to point of destination, terms 60 days, or 2 per cent. discount for cash in ten days:

In less than carload lots.....	\$2.10
Carload lots.....	2.05 to 2.10

**New York prices.** With only average demand, but good for the period, prices remain as previously noted.

To jobbers in carload lots on dock.....	\$2.13
" less than carload lots on dock.....	2.18
Small lots from store.....	\$2.25 to 2.30

**Barb Wire:** There is still an excellent demand for Barb Wire, the business done on this staple line for the past six months having been a phenomenal one, with slight signs of a let up, dealers' stocks being in no surplus condition for even ordinary requirements. Mills are still greatly behind orders. No change in quotations, which remain as follows: f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in ten days:

To jobbers in carload lots, Painted.....	\$2.60
" Galvanized.....	2.90
" less than carload lots, Painted.....	2.65
" Galvanized.....	2.95
To retailers in carload lots, Painted.....	2.70
" Galvanized.....	3.00
" less than carload lots, Painted.....	2.80
" Galvanized.....	3.10

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** A continued large demand for Plain Wire keeps the mills busy filling back orders, very little headway being made against the accumulation of orders already booked. Prompt shipments devoutly wished for, are scarcely anticipated, and the prospect is these conditions will continue for some time. Quotations remain without change as follows: f. o. b. Pittsburgh, terms 60 days, or 2 per cent. for cash in ten days:

	Base sizes.	
	Plain.	Galv.
To jobbers in carload lots.....	\$2.25	\$2.65
" less than carload lots.....	2.30	2.70
To retailers in carload lots.....	2.35	2.75
" less than carload lots.....	2.45	2.85

The above prices are for the base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the advances indicated in the following table:

Plain Fence Wire Advances (Catch Weights).			
Nos.	Base.	Galvanized.	
6 to 9.....	\$0.05 advance over base.....	\$0.40 extra.	
10.....	.10	.40	"
11.....	.15	.40	"
12 and 12½.....	.25	.40	"
13.....	.25	.40	"
14.....	.45	.75	"
15.....	.55	.75	"
16.....	.70	1.00	"
17.....	.85	1.00	"

For even weight bundles, 50 pounds and over, 5 cents per bundle advance on above.

**American Screw Co:** The American Screw Co., Providence, R. I., are still quoting the discounts which have obtained with them during the past season on the following leading goods of their manufacture:

	Discount.
Flat Head Iron Screws.....	90 per cent.
Round and Oval Head Iron Screws.....	87½ per cent.
Drive Screws.....	90 per cent.
Flat and Round Head Iron or Brass Machine Screws.....	50 per cent.
Fillister Head Iron or Brass Machine Screws.....	40 per cent.
Norway Philadelphia Tire Bolts.....	82½ per cent.
Eagle Philadelphia Tire Bolts.....	85 per cent.
Bay State Tire Bolts.....	77½ per cent.
Flat and Round Head Stove Bolts.....	77½ per cent.
Stove Rods.....	65 per cent.
Sink Bolts.....	77½ per cent.
Rivets, Tinnerns, Coopers, etc.....	70 per cent.
Hand Rall Screws.....	60 and 10 per cent.

**Linseed Oil:** Prices have again advanced since our previous issue, and the following are the latest quotations by the Dean Linseed Oil Co., under date of July 5th:

In lots of less than 5 barrels.....	83 cents per gallon.
In lots of 5 barrels or more.....	82 cents per gallon.

The five-barrel prices applies only to deliveries of that quantity at one time.

Rolled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil, 85 cents per gallon.

### THE PITTSBURGH TRADE.

Vacation time is with us again, but the wholesale houses find it difficult to spare men from their places. Trade continued very good all through June, and July opens the same way.

Hot weather for the past few days has moved seasonable goods rapidly, Screen Doors, Refrigerators and Freezers being in good demand.

Contrary to the usual rule, there has been no let down in prices, or anxiety for orders by manufacturers at the mid-year period. This year manufacturers seem to be filled up with orders, and it is difficult to get orders filled. Under these conditions, we admire the conservatism which holds prices steady rather than advances them. A good Fall trade seems to be assured.

LOGAN-GREGG HARDWARE CO.

### THE NASHVILLE TRADE.

Warm sunshiny weather interspersed with a few growing rains have made a wonderful change with the agriculturists in the past three or four weeks, and everything now points to a bountiful harvest.

Business is experiencing the usual dullness that always comes at this time. Stocks are being taken with some indications that the figures will be on the right side, and should no declines come to weaken confidence, we may naturally anticipate good business a little later on.

Margins have been smaller since last stock-taking than for the preceding year, but that has in a measure been made up by the increased volume of business, merchants have bought conservatively and are meeting their obligations fairly well. Only those who are chronically behind are asking a little more time.

H. G. LIPSCOMB & CO.

The demand which we have created for this excellent wood finish makes it a most profitable article for hardware dealers to handle.

**JAP-A-LAC** is the best finish on the Market for  
FLOORS AND INTERIOR WOODWORK.

Women all over the country are buying and using it. Put in a line of JAP-A-LAC and add to your revenue.

We have a very attractive proposition for dealers.

The Glidden  
Varnish Co.,  
CLEVELAND,  
OHIO.



**JAP-A-LAC**

#### THE CHICAGO TRADE.

Our June business was unprecedented. Orders continue to pour in on us, and we are being taxed to our utmost to fill them all promptly. Prices remain very firm, although there were a few advances the past thirty days, and we are happy to say, no declines, although the latter were entirely unlooked for. Fall goods are already in heavy demand, and are being sought for a great deal earlier than was the case last year. The scarcity that is now being felt on a great many lines, and which is becoming a more serious matter every day, is probably the cause of this, and is influencing some of our customers to place early orders for Fall goods.

Crop reports over all of the territory we cover are very encouraging, and we therefore look for a continuance of our heavy business, until the coming Fall season is over. As far as we can learn, most all of the mills furnishing the different classes of raw materials to the manufacturers are away behind in their deliveries, and are liable to be more so, owing to the additional labor troubles which now seem imminent.

We have also been informed that another advance on copper is apt to take place in the near future, which will certainly affect all finished articles made therefrom.

The outlook at present, considering all the existing conditions, is, to say the least, very favorable, and rather encouraging.

WELLS & NELLEGAR Co.

#### THE SAGINAW TRADE.

The first six months of 1901 is passing out in a blaze of glory, and a blaze of heat. Hot weather has stirred up the natives and brought us a deluge of orders that are most satisfactory to us, so think we are right in saying the half year ends in a blaze of glory.

Retailers will start in for Fall business with a light stock; in consequence, jobbers should have a heavy one. The outlook points to a continued scarcity of certain classes of goods, and slow shipments will rule throughout balance of year.

Locally, everything looks bright and optimistic; improvements are taking place in all branches; every one is working and labor is scarce, and the most kindly and satisfactory feelings exist between the jobbers and their friends, the retailers.

We notice quite a deal of discussion going on in the trade papers about the passing of the jobber. This disastrous event will, in our judgment, never take place. The interests of the jobber and retailer are so closely entwined that to sever them in any way would be the ruin of both. The manufacturer can never handle the retail trade direct with profit to himself or the retailer; even to discuss this matter seems to us the height of folly. Let's spend our time more profitably by using our utmost efforts to making the friendship between jobber and retailer stronger.

MORLEY BROS.

#### THE ST. PAUL TRADE.

With the crop prospects as good as they are, business keeps up in good volume, but now we are having too much rain and a danger exists of the growth being all straw. Still, there is time for a good crop, if it changes to the right kind of weather, and we hope for the best. Prices are being well sustained, and it is right that they should, for the conditions look favorable for a scarcity in many lines which may result in a desire for goods at any price. We ourselves feel that we want to provide for a good Fall business by getting our stock in shape for the large demand which is quite sure to come. Collections are unusually good for this time of the year.

C. W. HACKETT HARDWARE Co.

#### THE SAN FRANCISCO TRADE.

"'Twas a good half year, just passed," say the Hardware men, "and the prospect for a successful business year is being strongly indicated by the signs of the times." Farmers are now harvesting heavy hay and grain crops, and a splendid fruit shipping record is being made, and at prices highly satisfactory to the growers, all of which is mentioned as a prime factor in the feeling of confidence prevailing throughout the business community.

Some wholesale houses report a lessened demand for several lines of goods, principally in machinists' tools, in consequence of local strikes, but this falling off is neither as serious nor general as the sensational daily press is wont to make it appear. In the main, Hardware merchants are pronounced in the assertion that business is not only fully up to last year, which is a good deal to say, but some of the dealers report it the best year thus far that they have ever had. In builders' Hardware and tools lines, the greatest activity prevails, the carpenters' and builders' strike of several months ago, which has not yet been formally declared off, notwithstanding. Last year this business rounded up splendidly for the builders' Hardware trade, but this first day of July, Mr. Armstrong, of Philpot & Armstrong, reports 1901 business to date a handsome per cent. ahead of last year. In speaking of the service of factories and transportation lines, Mr. Armstrong also remarked that they have been reasonably prompt with deliveries, no waiting noted excepting in the case of some special goods, such as fine grade locks and bronze Hardware for house furnishings.

A warm reception was tendered by the trade to W. R. Wheeler, manager for Holbrook, Merrill & Stetson, on his return from the East, whither he had gone to appear in Washington before the Interstate Commerce Commission as a witness for the Pacific Coast jobbers in the suit of the St. Louis Business Men's League. While in Washington Mr. Wheeler also gave testimony before the United States Industrial Commission on transportation and industrial conditions in general on the Pacific Coast, advocating among other things, a reformation in the War Department's method of purchasing quartermaster stores so that the Pacific Coast merchants might be given an opportunity to bid for contracts.

INDUSTRIAL PRESS ASSOCIATION.

#### THE GRAPHITE TRADE.

In their June letter to *Hardware*, the Biddle Hardware Co. slipped gracefully into poetry and was tempted to exclaim with the poet: "Oh, what is so rare as a day in June!" As the weather reports tell us that to-day, July 2, Philadelphia took first prize for heat, and as it is 100 and over here in Jersey City to-day, we are wondering what sort of poetry is being quoted in the Biddle Hardware Co.'s office to-day. As you will undoubtedly have several sermons on the weather, we will refrain from any further remarks. The hopefulness of the June correspondents was not miscalculated. The month of June fulfilled all its promises, and although we enter July under torrid skies, there seems to be no let-up in business activity. Every fellow seems to be on the jump and well able to jump. It is impossible to say which of the Dixon departments is the busiest; possibly it is the pencil department be-

**FACTORIES:**  
 PROVIDENCE, R. I.  
 PAWTUCKET, R. I.  
 BEAVER FALLS, PA.  
 PATERSON, N. J.  
 ANDERSON, IND.  
 KENT, OHIO.

**BRANDS:**  
 NICHOLSON,  
 AMERICAN.  
 GREAT WESTERN.  
 KEARNEY & FOOT.  
 ARCADE.  
 McCLELLAN.  
 EAGLE.  
 "X. F."  
 GOLD MEDAL.

**OWNED  
AND  
OPERATED BY THE  
NICHOLSON  
FILE CO.**

PROVIDENCE, R. I., U. S. A.

cause of the school orders for lead pencils. The general and continued prosperity of the country calls for something beside bare necessities, and the great trunk lines, trust companies, and estates are freely buying silica-graphite paint for roofs and iron work. It beautifies as well as protects. Did you ever notice that during good and easy times, people are apt to add a bit of something pleasant to their orders—probably something they would very likely omit if they weren't feeling pretty comfortable? The other day we got a nice order for Dixon's pencils, and, as an afterthought, a postscript was added as follows: "About a year ago you shipped us the most perfectly satisfactory lot of pencils we have ever had in our office, covering a period of more than twenty years." Now that was nice, and it made us feel good, for, although a corporation we have a soul, and over 700 souls working with us contentedly.

JOSEPH DIXON CRUCIBLE CO.

### Continued Confidence Endangered.

During the proceedings of the Manufacturers' Convention held recently in Detroit, the following resolution was unanimously adopted, and its importance is unquestioned:

*Whereas*, The people of the United States have been favored by Providence in the possession of raw material for production equal to the requirements of our country and largely for foreign countries whose confidence we enjoy to the extent of a strong inclination to buy our wares.

*Resolved*, That we, The National Association of Manufacturers in convention assembled, recommend renewed care in the use of all materials and workmanship furnished foreign nations, the filling of orders exactly as received, the shipment of goods in proper condition, so that we may continue to enjoy the confidence which they have reposed in us.

Mr. Myers, of F. E. Myers & Bro., Ashland, O., in support of this resolution said, "I will say that I find in my travels abroad the buyers of our wares are inclined to give us cash in New York, or on bill of lading on receipt of goods, and unfortunately, some manufacturers have not exercised the care that they should in the production of their goods and in the material used; and I think it is of the highest importance as manufacturers of the United States that we should exercise great care in these matters and retain the confidence of our foreign consumers, which will mean a great deal to the manufacturers of this country."

President Search also added: "We forget these buyers are a long distance from us, and if we neglect any item that neglect makes a delay of perhaps two or three months in the filling of any bill or invoice, and it aggravates our foreign buyers to such an extent that he will find some one else with whom to do business. By putting this resolution on our records, it will remind our people of the fact that there has been some looseness and there is a chance for us to do some good in this way."

The meeting then adjourned.

### Expirations of Patents &c.

PATENTS EXPIRED JUNE 24, 1901.

- 300,766. NAIL-EXTRACTOR, Maschil D. Converse, New York, N. Y.
  - 300,772. CARRIAGE FOR GARDEN-HOSE, G. Grisel, Oakland, Cal.
  - 300,773. LOCK, James Gwynn, Detroit, Mich.
  - 300,796. KNIFE, Tjerck J. Pope, Sauquoit, N. Y.
  - 300,831. HAND-PUNCH, John E. Atwood, Stonington, Conn.
  - 300,849. WEATHER-STRIP, Jacques Couturier, Lyons, France.
  - 300,936. CORKSCREW, William E. Alvord, Appleton, Wis.
- PATENTS ISSUED JUNE 25, 1901.
- 676,901. STOVEPIPE ATTACHMENT, J. Luft & E. J. Burns, Almena, Kan.
  - 676,924. CUSPIDOR, Elie Steiger, Jr., Pittsburgh, Pa.
  - 676,932. FRUIT-JAR, Ann E. Bray, Los Gatos, Cal.
  - 676,961. FIREMAN'S HOOK, J. O. Parks, Brockton, Mass., assignor of one-half to H. G. Winsor, same place.
  - 676,977. LIFTING-JACK, Cord Bredehoft, Ruby, N. D.
  - 677,067. WAGON-JACK, David E. De Lape, Pasadena, Cal.
  - 677,105. SCISSORS-SHARPENER, J. S. Shaffer, Sonora, Cal.
  - 677,155. HAND NAILING IMPLEMENT, H. Blankenburg, Lohrville, Iowa.

### TRADE MARKS.

- 36,653. CERTAIN NAMED METAL GOODS, Russell & Erwin Mfg. Co., New Britain, Conn. The word "Russwin."
- PATENTS EXPIRED JULY 1, 1901.
- 301,140. CARPET-TACK TOOL, G. C. Myers, Dayton, Ohio.
  - 301,164. FRICTION-HINGE, R. S. Robson & J. Loughrey Cambridge, assignors to C. D. Palmer, Lowell, Mass.
  - 301,173. SCREW-DRIVER, C. F. Spencer, Rochester, N. Y., assignor to O. W. McKinney & L. O. McKinney, both same place.
  - 301,229. WAGON-JACK, William H. Gray, Neapolis, Ohio.
  - 301,305. SCISSORS AND SHEARS, Hugo Theis, Solingen, Prussia, Germany.
  - 301,339. BIT-BRACE, William R. Clarkson, Buffalo, N. Y.
  - 301,388. DOOR-HANGER, Edward T. Prindle, Aurora, Ill.
- PATENTS ISSUED JULY 2, 1901.
- 677,363. COMBINED TIME AND COMBINATION LOCK, E. H. Mix, Stamford, Conn., assignor to The Yale & Towne Mfg. Co., same place.
  - 677,367. AUTOMATIC SASH-LOCK, J. A. McCandless, Omaha, Neb.
  - 677,381. SHEARS, W. H. Thornley & W. J. Baer, Reading, Pa.
  - 677,414. SELF-LOCKING PLIERS, M. M. Howland, Providence, R. I.
  - 677,432. LATCH, J. Biehl, Seymour, Ind.
  - 677,529. WRENCH, J. J. A. Miller, Denver, Colo.
  - 677,626. SNAP-HOOK, J. W. Booth, Washington, Mo.
  - 677,662. SHEARS, H. L. Hopkins, Chicago, Ill., assignor of one-half to L. C. Rollo, same place.
  - 677,681. AUTOMATIC WEATHER STRIP FOR DOORS, W. E. Morgan, Mound City, Ill.



# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

### Sending Catalogues.

HOW BEST TO REACH PERSONS FROM WHOM BUSINESS WILL RESULT.

There is a vast waste in distributing catalogues. Everybody understands that, and probably everybody has attempted to avoid the loss as much as possible. The following suggestions from the *Jewelers' Review* will, no doubt, be found useful in the struggle to solve this troublesome and expensive problem:

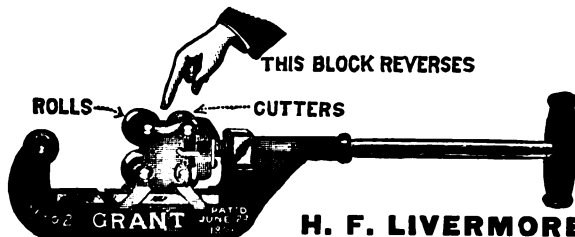
"The average cost of mailing catalogues is from 2 to 5 cents each, although many cost much more than this. A number prove worthless through not reaching the persons to whom they are sent. And unless a mailing list is kept up to date this may go on indefinitely. The loss on the catalogue, not only its cost, but as a business bringer, must be added to the waste of postage.

"Even where catalogues are sent out semi-annually it is impossible to use the same lists without revision, for many changes occur even in six months; people are constantly dying and removing.

"The best way seems to be to send a sealed letter out to the list to be covered by catalogues about three weeks before the latter are to be mailed. The envelope should be printed with the firm name and address, and should contain a letter announcing the new catalogue, and stating that it will be mailed as soon as ready. This will tend to arouse interest in the catalogue itself, and locate many errors in the mailing list, as if the person to whom such a letter is addressed cannot be found, it will be returned by the post office to the sender. The easiest way to revise the lists is to have the wrappers for the catalogues addressed at the same time as the envelopes. Have the former compiled alphabetically in States, cities and names, and as the returned letters come in it will be an easy matter to take the corresponding wrappers out.

"When the catalogues are all ready for mailing, have another set of envelopes addressed from them, and put away for future use. This method will save in some cases 50 per cent. in postage, and insure the catalogues reaching persons from whom business will result."

### THE GRANT CHANGE PIPE CUTTER.



ONE IS ENOUGH TO CARRY.  
CUTS FROM  $\frac{1}{4}$  TO 2 IN.

Cuts with 3 cutter wheels, or  
with 1 cutter wheel and 2 rolls.

Changes Instantly.

Strong, light and simple. Nothing  
to get out of order.

H. F. LIVERMORE, 85 Pearl St., Boston.

We make a specialty of making to order only, a superior quality of Cast Steel Wire Springs, either for extension or compression. These Springs are all oil tempered and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales.



JOHN CHATILLON & SONS,  
85 to 98 Cliff St. and No. 18 Jacob St.,  
Established 1835. New York City.

### JUST A LITTLE HIGHER



In price, but so much

### HIGHER IN QUALITY

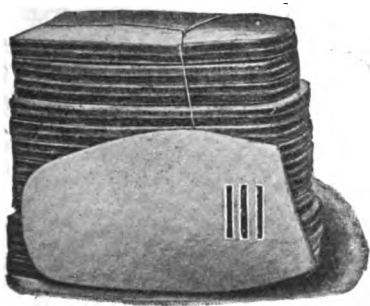
that the great majority of dealers prefer to sell

### CALDWELL .. .. SASH BALANCES

They can recommend them with clear  
conscience. Write for catalog. .. ..

Caldwell Mfg. Co.,

4 JONES ST., ROCHESTER, N. Y.



**THREE-BAR LEATHER**  
shoe-soles and top-lifts (for heels) are the best.

Write us; we'll give you points.

**Baxter Schenkelberger & Co.,**

350 Congress Street, Boston.

### Fixing the Profit.

In estimating the profits that a stock of goods should earn, too little attention is sometimes paid to the cost of carrying on the business.

No matter how small or large a business may be, its success depends on a thorough understanding of the figures. Invoices must be compared with orders and carefully kept, a cost book provided and each item recorded, and every matter of expense be thoroughly guarded against if the business is to be preserved against loss. In figuring cost so as to determine the rate of profit, not a single known or ascertainable item should be omitted. It is generally a good plan for the owner to credit himself with a certain salary each month and to charge the amount against expense or merchandise account. When a credit business is done, a certain percentage should be provided for a loss on bad bills.

In figuring on the rate of profit, it is a common mistake to group all goods under one head and to add a fixed percentage for profit. Under this system, all goods are expected to realize the same percentage even though some are necessarily quick sellers and others comparatively slow. If a certain line is in good demand at a fair price, there is more money in moving it quickly for a reasonable profit than in holding it at a figure which the customers will not feel like paying. Slow selling goods of a staple character can stand a higher percentage of profit and their sale will compensate for the smaller advance over cost made on others. In this way an average rate of profit can be struck, and the result will be more satisfactory than if it had been attempted by fixing a uniform rate on each separate line.

Nevertheless, each line should be made to bear its proper burden of expense. This can be determined by the amount of sales for any previous period and by dividing the different lines into departments. Conditions vary from time to time, and in this case a rule that was formerly correct may not have a proper or profitable application, but by comparing them together and striking an average, it will not be difficult to determine the share of expense which each line should bear, and where this has been done the percentage of profit in each case can be easily ascertained.—*Hardware Hints.*

**FILLGROVE BROS. & CO.,**  
IRONTON, OHIO.

**"SUPERIOR" DRIPPING PANS.**



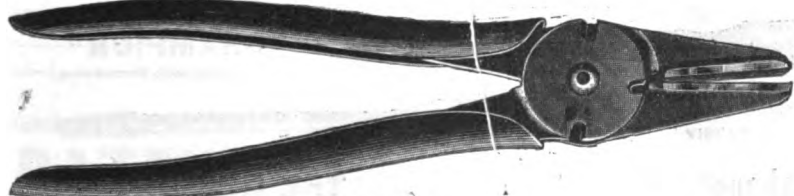
**GOOD MATERIAL, WELL MADE.**  
**WRITE FOR PRICE LIST AND DISCOUNTS.**



The **"CANTON"**  
All Galvanized Cans  
Are the **BEST**  
BECAUSE THEY ARE MADE  
OF THE

**BEST Material**  
in the **BEST** way  
at the **BEST** price.

A TRIAL  
WILL CONVINCE YOU.  
**J. H. ELLER & CO.,**  
CANTON, O.



### FARMERS' CHOICE PLIER.

THIS PLIER HAS OUR STAPLE PULLER ON ONE SIDE AND CRONK CUTTING PLIER ON OPPOSITE SIDE, ALSO ONE BUTTON CUTTER AND A WIRE SPLICING CLAMP.

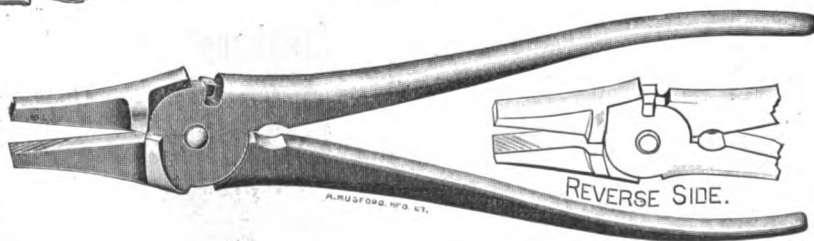
IT IS MADE FROM FORGED TOOL STEEL AND THEY ARE FULLY WARRANTED.

WRITE FOR CATALOGUE SHOWING FULL LINE OF PLIERS AND OTHER GOODS.

**CRONK & CARRIER MFG. CO., - - - ELMIRA, N. Y.**

### AMERICAN BUTTON PLIER

MADE FROM GOOD QUALITY SHEET STEEL, FULLY WARRANTED. STRONG, DURABLE AND CHEAP. MADE IN 6, 8 AND 10 INCH.



# If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE . . .

**Champions, the**  
**World's Best.**  
*All Kinds of Wood and Steel Barrows.*

**THE BRYAN MFG. CO.,** BRYAN, OHIO,  
U. S. A.



## How To Do Business.

### RULES FOR BUYERS.

1. Buy to please your customers and not the manufacturer.
2. Give your customers the best values you can for your money.
3. Buy close enough to meet all competitors' prices.
4. Study prevailing styles—be first to show what you think will increase business.
5. Never overstock your store or department.
6. Keep posted on the different qualities and grades of your stock.
7. Be punctual in keeping business engagements.
8. Buy from those you know to be strictly just.
9. Do not trust to memory—keep a memorandum.
10. Never accept favors from drummers.
11. Never talk of employer's business to outsiders.
12. Keep posted on methods of up-to-date business houses.

### RULES FOR EMPLOYEES.

1. Get the confidence of your employer.
2. Be honest and accurate.
3. Be pleasant to rich and poor alike.
4. Never misrepresent goods to customers.
5. Be punctual as to business hours.
6. Meet all customers half way.
7. Study your stock—keep it clean and in place.
8. Always work for your employer's interest.
9. Make no engagements for business hours.
10. Always keep good company outside the store.
11. Do not insist on a customer buying what he or she does not want.
12. Do not talk too much to customers—answer their questions politely.—SAM WHITMIRE, in *Advertising World*.

This current immigration compares as follows with that of recent years at its highest and lowest points, that of recent fiscal years being: 1900, 520,000; 1899, 311,715; 1898, 229,299; 1897, 230,832; 1896, 343,267; 1895, 279,948; 1893, 502,917; 1892, 623,084; 1886, 334,203; 1882, 788,992; 1878, 138,469.

The silver dollar weighs 412 1-2 grains, or but 68 grains short of a full ounce. If a man carries around twenty-four of these coins, or about two pounds Troy weight, he thinks he is carrying a ton. A thief would have to lug 859.38 ounces, or approximately 71 pounds, if he picked up a bag which contained \$1000 in silver dollars.

## UNION HARDWARE CO.

TORRINGTON, CONN.

New York Office, 95 Chambers Street, in charge of TOWER &amp; LYON.

"Union Brand" Oval Edge

**TACKLE BLOCKS,**  
SHEAVES and SPECIALTIES.



Fig. 67.



Fig. 68.



Fig. 69.

We make many kinds of Blocks—  
COMMON, PATENT,  
and METALINE BUSHED.

Wood Goods—

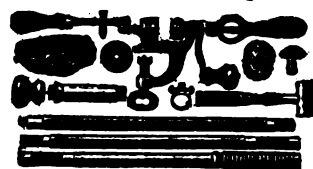
**MALLETS, HANDLES,**  
**BASE KNOBS.**

SPECIAL WOOD TURNINGS TO  
ORDER IN QUANTITIES.

"Eagle" and "Union"

**GUN IMPLEMENTS.**

EX No. 1 "Eagle" Loading and Cleaning Set.



**DOG COLLARS, MUZZLES,**

**PUG HARNESS and LEADS.**



No. 85074.

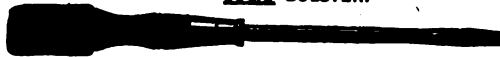
Black or Russet Leather,  
Nickel or Brass Studs.

## TOWER & LYON, 95 CHAMBERS ST., NEW YORK.

MANUFACTURERS OF

**Fine Tools and Hardware Specialties.**

**SOLID BOLSTER.**

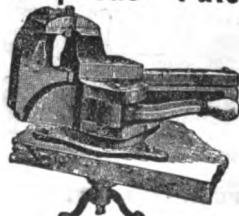


CAUTION.—See that the word  
**"CHAMPION"**  
is on each Screwdriver.

**IMPROVED CLARK'S PATTERN  
EXPANSIVE BIT.**



## Stephens' Patent Vises.



SWIVEL BASE.

Quick Adjustment.  
Cam and Toggle Joint.  
Stationary or Swivel  
Base.

This Vise, well  
known as the "Old  
Reliable," is to-day  
the Best Quick Act-  
ing Vise made. All  
sizes, Large and  
small.

## THE OYOLOPS NAIL PULLER.

**THE HANDLE—**  
Saves Time in Operation,  
Saves the HANDS from Injury,  
GIVES Control of BOTH JAWS.

**THE BEST. THE SIMPLEST.  
THE QUICKEST IN ACTION.**

No other Nail Puller combines these  
points of superiority:

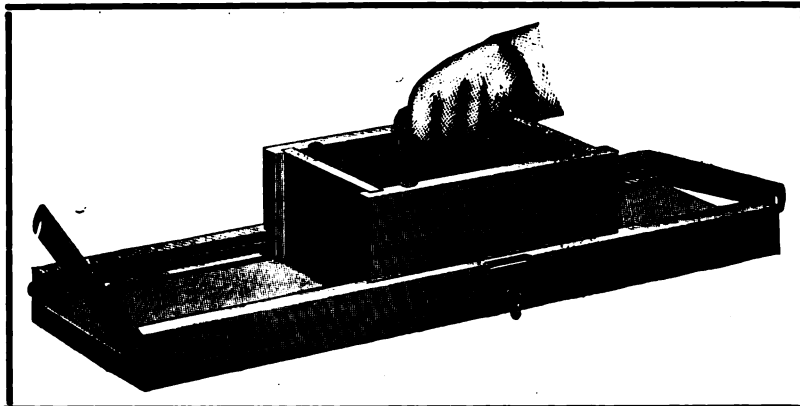
- 1st.—Absolute Simplicity.
- 2d.—Absolute Control of Both Jaws instead of One.
- 3d.—Absolutely No Chance to Hurt the Hands.





# The Queen Vegetable Slicer

The most complete and useful kitchen article of the day. The knife is double edged, cutting both ways, and will do more and better work than any three-knife slicer on the market. ❖ ❖ ❖



It is neatly and substantially constructed of the best material and will last a life time. The knife can be removed when dull and sharpened, and is very easily adjusted to cut thick or thin slices. ❖ ❖ ❖

WRITE FOR TRADE PRICES.

NEW YORK OFFICE AND SALESROOM, 64 READE STREET.

MANUFACTURED ONLY BY  
**E. C. ATKINS & CO.,** Manufacturers,  
**INDIANAPOLIS, IND.**

Memphis, Tenn.

Minneapolis, Minn.

Atlanta, Ga.

Portland, Ore.

## Sources of Ivory.

INFORMATION BROUGHT OUT BY CUSTOMS OFFICIALS.

The Board of General Appraisers has recently been wrestling with the problem of where ivory left off and bone began.

It seems, from the evidence taken before the board, that when one sells hippopotami teeth, walrus' tusks and other large tusks or teeth they are ivory, but when one imports them or wishes to purchase them, they are simply bone. The case in question was one where Morgenstern & Gildsmith, of New York, has imported some umbrella handles made of the teeth of the hippopotamus. The appraiser entered them as "manufactures of ivory" and dutiable at 35 per cent. ad valorem. The importers set up the claim that they were made of bone, not ivory, and were dutiable at 30 per cent. ad valorem. Witnesses were sworn and testimony taken on both sides, and the board reports its inability to find that any definite, distinct and general trade understanding exists upon this class of merchandise. Elephant ivory appears to be of a finer texture than the ivory from the hippopotamus or the walrus, but it is classed as elephant ivory simply be-

cause of its higher trade value and not because it is any more "ivory" than the other.

Quotations in ivory, it is said, disclose a vast variety of ivory. For instance, there are Zanzibar and East Indian teeth, the Mozambique, Abyssinian and soft Lisben teeth, the West African teeth, Egyptian and Malta teeth, East Indian cut points, East Indian hollows, East Indian turned curve, sea horse teeth, walrus teeth and whale teeth. After dealing with the distinctions between the various kinds of teeth which are commercially valuable as ivory, the board says that while some dealers insist on elephants' tusks when they want ivory, others are willing to take the teeth of hippopotami, and the latter and products from them sell in the markets as ivory. The price differs from that of elephants' ivory simply because of the difference in size and quality. It is, therefore, held that the umbrella handles in question are of ivory and that the tusks and teeth of elephants, hippopotami, walrus and mastadons are dutiable alike as ivory and not as bone or horn. The decision of the collector was, therefore, sustained.—*Exchange*.

## PATENTS

procured promptly and with care  
in all countries. Also trade  
marks and copyrights.

**DAVIS & DAVIS**

ATTORNEYS-AT-LAW,  
WASHINGTON, D. C.  
St. Paul Building, NEW YORK.

## "DIAMOND" Sugar Beet Fork

MADE ESPECIALLY FOR HANDLING SUGAR BEETS—7 tines, 14 inches long, spaced 1 3-4 inches apart. Ends of tines are DROP FORGED to form the balls. Made of one solid piece of cast steel.



YOU SHOULD HANDLE OUR FULL LINE OF  
FORKS, HOES, RAKES, Etc. Ask for Catalogue.

ASHTABULA TOOL CO., - - Ashtabula, O.

## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### Incorporations, New Stores, etc.

Aberdeen, S. D.—Aberdeen Hardware Co.  
Austin, Tex.—J. S. Simpson Hardware Co. has been incorporated. Capital stock, \$20,000. Incorporated by J. S. Simpson, D. B. McCall and H. C. Walker.

Bankers, Mich.—James Baxter.

Beloit, Kan.—The W. T. Branch Hardware Co. has been incorporated. Capital, \$12,000. Directors: W. T. Branch, Minnie B. Branch, C. O. Johnson, F. T. Burnham and B. A. Mason.

Council Grove, Kan.—Press Scott.

Crafton, Pa.—Thomas Silk.

Fairfield, Me.—Allen Totman Co.

Findlay, Ohio.—Conrad Gassman.

Greenland, Mich.—Harvey Chown.

Hatboro, Pa.—Butterworth & Fretz.

Jackson, Miss.—Governor Logino has approved the charter of the Mann Hardware Co., Greenwood. Capital, \$30,000. Incorporators, W. E. Mann, G. A. Wilson, B. L. Jones, E. L. Jones, F. R. Austin, W. T. Chapman, W. W. McNeill, S. J. Stern.

Louisville, Ky.—Articles of incorporation of Robinson Bros. & Co., dealers in Hardware, have been filed for record in the County Clerk's office. The capital stock is \$150,000. The stockholders are as follows: R. A. Robinson, C. P. Dawson, Charles P. Robinson, Joseph Wanless and H. E. Pfingst. The firm has been doing business for some time at 609 West Main Street.

Montrose, Colo.—E. H. Garret.

Nunda, N. Y.—Grimes & Walker.

New York, N. Y.—T. R. De Lacey Co.

Smithfield, N. C.—The Holt Hardware & Buggy Co.

Vicksburg, Miss.—The Vicksburg Hardware Co.

Washburne, N. D.—C. A. Rorig.

Wheeling, W. Va.—Thomas Morris.

### Changes and Improvements.

Ackley, Iowa.—Gus Maune has bought his partner's interest in the Hardware store of Martin & Maune.

Athens, Tex.—Kidd & Spencer succeed W. M. Kidd.

Athens, Tex.—Eugene Spencer withdraws from the Miller, Carroll & Spencer Hardware firm.

Baldwinville, Mass.—H. H. Hammond is erecting an addition to his Hardware store in order to accommodate his increasing trade.

Bay City, Mich.—The Jennison Hardware Co. increased capital stock from \$40,000 to \$100,000.

Bell Buckle, Tenn.—Bomar Bros. succeed Wm. Ransom.

Bridgton, Me.—Geo. Grisbee enters into partnership with John H. Roes in the Hardware business.

Charlottesville, Va.—J. P. Carroll has bought R. E. Yowell's interest in the Hardware firm of Adams & Co.

Clarksburg, Ind.—T. Smith and John E. Russell succeed A. C. Burns.

Clinton, Tenn.—Clinton Hardware Co. succeeds Groner, Gamble & Co.

Cooperstown, N. Y.—H. M. Hooker & Co. dissolve. H. M. Hooker sells his interest to the junior partner, D. J. McGown. Title remains the same.

Deadwood, S. D.—A. F. Bick succeeds E. T. Baltzley.

DeQueen, Ark.—B. Johnson & Co. succeed John & Brawner.

Des Moines, Ia.—L. H. Kurtz has moved his Hardware business from the present quarters into his new building at 312 West Walnut Street.

East Liverpool, Ohio.—J. N. Shives, of the Diamond Hardware Co., has sold his interest to M. L. Otterman and Henry Fowler.

Eldorado, Ark.—J. H. Mellor Hardware Co. succeeds A. A. Norris Hardware Co.

Elizabeth City, N. C.—Sharber & White are moving into their new store on Main Street.

Gilboa, N. Y.—Frank R. Thomas succeeds George Shaler.

Guthrie, Okla.—E. R. Peterson, of Henricks & Peterson Hardware Co., has sold his interest to E. A. Nehr. The new firm name will be Henricks & Nehr.

Hibbing, Minn.—The W. H. Close Hardware Co. have broken ground for a warehouse on Third Avenue, and will start building at once. The building will be 50x60 feet.

Holland, N. Y.—W. J. Tabor enlarges.

Jamestown, N. D.—R. L. Scott & Co. succeed Gieseler & Blewett.

Lunde, N. D.—Roshold Bros. are succeeded by the Roshold Implement Co.

Madison Lake, Minn.—Davey & Meyer are succeeded by W. E. Davey.

Manchester, Va.—The B. P. Vaden Hardware Co. is building a handsome brick storehouse, which they will occupy as soon as completed.

Mayville, N. Y.—Thomas Hutson has commenced building on his lot and will occupy the whole building for his Hardware business.

McComb City, Miss.—W. J. Guy succeeds R. C. Howell.

McEwen, Tenn.—N. L. Thedford succeeds J. E. Jones & Co.

Morris, Minn.—Pearce & McDonald have bought out the entire Hardware stock of J. D. Good.

Muskegon, Mich.—Karel & Dekker will erect a two-story brick block on Pine Street.

New Cumberland, Pa.—D. Y. Lenhart will move the Hardware stock of E. P. Conley to his store on Market Street.

Newport, Vt.—L. A. Spaulding has bought half interest in the Hardware business with F. W. Carr.

North Vassalboro, Me.—George S. Hawes will build a storage depot for his Hardware. Osborne, Kan.—Roy Hewett has purchased the Buchner Hardware store.

Paris, Tex.—H. S. Bettes Hardware Co. increases capital stock from \$50,000 to \$125,000.

Piqua, Ohio.—D. N. Burr & Co. will erect an addition to their Hardware store on Main Street.

Presque Isle, Me.—The Hardware firm of A. M. Smith and E. W. Fernald has dissolved, Mr. Smith continuing the business.

Revere, Mo.—L. M. Dawson sells his Hardware store to C. Lucas, but retains half interest in the implement department.

Ripley, Tenn.—Sanford & Crawford have been succeeded by C. F. Sanford.

Roanoke, Va.—Price-Ames Co. is succeeded by the Roanoke Hardware Co.

Rockland, Mass.—The firm of Hedge & Hall, Hardware dealers, has been dissolved. George S. Hedge has retired, and Harry S. Torrey, of South Union Street, succeeded him.

Salem, S. D.—J. W. Ryan succeeds Ellis Bros.

Vandalia, Mo.—V. L. Beshears has sold his half interest in the Hardware establishment of Beshears & McCarroll to Wm. E. Hitch, of Ralls county, invoice to be taken October 1.

Vermillion, S. D.—Halderson & Gundersen succeed Thomas Halderson.

Verona, Ill.—Geo. Smith & Bro. have bought the stock, building, etc., of Hough Bros., who will engage in business in Mason, having purchased the Woods Bros.' Hardware and implement business there.

Victor, Iowa.—Fred Schroeder succeeds J. C. Gridley.

Weedsport, N. Y.—Burritt Brothers are building a private office in the rear of their Hardware store.

Wichita, Kan.—The business, good will and stock of the Ketchum & Ketchum Hardware store, located at 115 East Douglas Avenue, has been sold by A. J. Ketchum to Hadley & Outland, who come here from Beloit, Kan.

### Recent Fires.

Athens, Mich.—Hayman's Hardware store. Loss, \$1,000; insured.

Bellows Falls, Vt.—Geo. B. Albee. Loss, \$1,000.

Bremond, Tex.—Webb Hearn.

Columbus, Tex.—J. E. Binkley. Loss, \$4,400; insurance, \$3,250.

Dumont, Iowa.—H. Faltzhoff. Partially insured.

Kindred, N. D.—C. J. Myher. Partially insured.

Red Lodge, Mont.—The big plant of the Holland Lumber & Hardware Co., at Gebo, has been burned to the ground.

Rocky Ford, Colo.—Dawley Hardware & Furniture Co.

Roscommon, Mich.—W. B. Orcutt. Loss, \$6,000.



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**You may be sure**

**they are the best made.**

**CARRIAGE VARNISHES,  
RAILWAY VARNISHES,  
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WOOD FINISHES**

VARNISHES AND JAPANS OF ALL GRADES, AND FOR EVERY USE KNOWN.

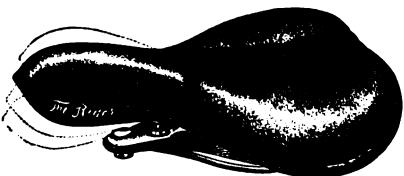
**BERRY BROTHERS LTD.**

NEW YORK, 252 PEARL ST., BOSTON, 520 ATLANTIC AVE., BALTIMORE, 22 E. LOMBARD ST.,  
PHILADELPHIA, 26 & 28 N. FOURTH ST., CHICAGO, 15 & 17 LAKE ST., CINCINNATI, 304 MAIN ST.,  
ST. LOUIS, 112 FOURTH ST., SAN FRANCISCO, 12 FRONT ST.

**FACTORY & MAIN OFFICE, DETROIT.**

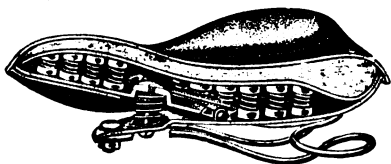
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The Only Bicycle Seat made that is Absolutely Comfortable and Durable.

In the "Rider" Saddle we have all the objectionable features eliminated. Its unique features are its upholstered seat and adjustable nose.



"Its Nose is Adjustable, Soft and Flexible,"  
Hence impossible to hurt or injure.

**THE PRICE WILL SURPRISE YOU.**  
Ask about it.

—MADE BY—

**RIDER SADDLE CO.**  
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**A B A NAIL FILE**  
No. 11 that does the work



The Best Water Purifier  
Is undoubtedly the New Process Sanitary  
**EAGLE WATER STILL.**

Simple to operate. Converts the foulest water into water of crystal purity, revitalized, delicious and palatable to the taste. A child can operate it. No household complete without it. No expense.

Special inducement prices to the trade.  
For particulars address  
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750 Candle Power

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Produce the Finest Artificial Light in the World.

Superior to Electricity or Gas. Cheaper than Kerosene Oil.

NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.  
They are Portable. Place them anywhere.

Table Lamps, Pendants, Wall Lamps, Chandeliers, Street Lamps, etc.

They sell at sight. Big discounts to Hardware men.  
Write for Catalog and Prices.

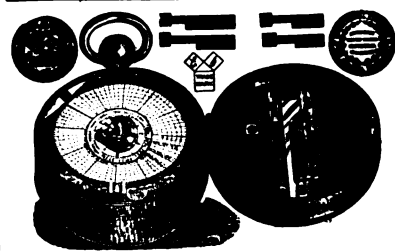
**CHICAGO SOLAR LIGHT CO.** 81 Fifth Ave., CHICAGO.



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Endorsed by fire underwriters everywhere. Reduces rate of insurance.

Used exclusively U. S. Life Saving Service, Railroads, Mines, Hospitals, Institutions, Banks, Breweries, Express Companies, Refineries, Hotels, Residences, Factories, Stores, etc. Compels the watchman to make systematic visits to every part of your property, and records his exact whereabouts during the entire night.

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Forks for every purpose that forks are wanted.  
New Ideas our watch word.

Every fork made from one piece crucible steel, carefully forged, scientifically tempered, artistically finished.

OUR CATALOG FOR A POSTAL.  
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# HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

## New Incorporations, Etc.

Amsterdam, N. Y.—Articles incorporating The Nash Refrigerator and Mfg. Co. have been filed with the secretary of state. It is proposed to manufacture and sell refrigerators and filters. The capital stock is \$40,000, and the directors for the first year are: Frank W. Clark, John Thompson, Jr., Chas. Horning, Carl Stoecker and Harvey W. Nash, of Amsterdam.

Augusta, Me.—Rawson Mfg. Co. has been organized for the purpose of manufacturing tools, hardware and other goods, with \$50,000 stock. The officers are: President and treasurer, K. Pardon Rawson, of Fitchburg, Mass.

Brooklyn N. Y.—Security Refrigerator Co. has been incorporated. Capital, \$20,000. Directors: L. F. Kunz, of Weehawken, N. J., and T. D. Raubut and T. H. Wilson, of New York City.

Buffalo, N. Y.—A certificate of incorporation has been filed with the County Clerk by the Buffalo Roll and Forge Co. to manufacture and sell mill machinery, tools and vehicles. The capital stock is \$25,000, and the directors are John S. Kellner, Archibald McKaig, Daniel J. Boyle, John Reilly and John McKaig.

Camden, N. J.—Articles of incorporation have been filed with the County Clerk by the Sapphire Corundum Co. Capital stock, \$100,000.

Cincinnati, Ohio.—The Xylotite Mfg. Co., capital, \$150,000, has been organized by Cincinnati capitalists, with these officers: John H. Hibben, president; George H. Swift, vice-president and general manager; W. J. Overbeck, secretary, and J. D. Parker, treasurer. Power pulleys will be manufactured from xylotite, a fiber composition. A factory has been rented on Cormany Street, opposite Township, Camp Washington.

Chicago, Ill.—The American Mop Co. has been incorporated. Capital, \$5,000. Manufacturing mops and wringers. Incorporators: W. B. Hadley, A. O. Richmeier and F. E. Page.

Chillicothe, Ill.—A company has been organized, the Bradley building rented, and within a short time the manufacture of steam cookers and other kitchen utensils will be undertaken. F. C. Sherman, Dr. J. Weaver, Howard Pettett, R. L. Humm and George Lester comprise the company.

Cleveland, Ohio.—J. M. and L. A. Osborn, who have been engaged in the tinware business as partners on Court Place have filed a certificate of incorporation as the J. M. & L. A. Osborn Co., with an authorized capital of \$200,000. The incorporators are: J.

M. Osborn, L. A. Osborn, Harold Remington, R. E. Hyde and S. L. Drake.

Defiance, Ohio.—A. W. Beerbower, who has recently been making patent gate weights, is now making refrigerators and has sold several of them in this city.

Eastwood, N. Y.—Eastwood Mfg. Co. has been incorporated to manufacture hardware specialties. Capital, \$100,000. Directors: Isaac Silvernail, Charles A. Silvernail and Charles Long, of Syracuse.

Hamilton, Ohio.—The Stenzel Mfg. Co. has been incorporated to manufacture hardware. Capital stock, \$10,000.

Indianapolis, Ind.—The Kelly Axe Mfg. Co., with a capital stock of \$2,000,000 has been incorporated with the secretary of state. The firm will operate an extensive plant at Alexandria, where there is already a firm operating by that name. The latter will be absorbed. The company will manufacture all kinds of garden and farming implements.

Kansas City Mo.—The Horizontal Swing Co. has been incorporated with a capital stock of \$50,000. Incorporators: Olof R. Olson, John W. Olson, Frank Rudd and Alfred D. White.

Lansing, Mich.—Charles Keith and Walter Pratt are arranging to build a factory for the manufacture of steel plow points.

Moundsville, W. Va.—G. C. Reppetto and J. S. Echols has begun the manufacture of gas stoves and ranges upon an extensive scale.

New Haven, Conn.—The Yale Motor Co. has been incorporated for the purpose of manufacturing and selling gasoline engines, engines of all kinds, dies, tools, patterns and machinery of all kinds. The incorporators are: Joseph E. Hubinger, Joseph P. Lavigne, William W. Scott, Willm H. Ely.

New York, N. Y.—Goodrick & Holland Co. has been incorporated to manufacture machinery and tools. Capital, \$10,000. Directors: F. J. Goodrick, of Arlington, N. J.; T. E. Holland, of Brooklyn, and B. F. Errington, of New York City.

Pictou, N. S.—T. A. McLean, of Charlottetown, P. E. I., has organized a stock company for the further development of his business. This company will extend their work in making agricultural implements.

Potsdam, N. Y.—W. W. Coleman, manager, and W. H. Orne, salesman, have formed a co-partnership as the combined Shade Roller Bracket Co. for the manufacture and sale of the wire shade roller bracket patented by Mr. Coleman, May 8, 1900. The bracket is to be manufactured in Potsdam as soon as a machine can be procured for its manufacture.

St. Joseph, Mo.—The Ratcliff Mfg. Co. have filed articles of incorporation, with a capital stock of \$5,600. The stockholders are W. H. Ratcliff, Agency Ford; W. A. McAllister, St. Joseph; John A. Rossi, Atchison; John J. Horan, St. Louis.

## Changes and Improvements.

Detroit, Mich.—W. H. Anderson & Sons have built a new brick factory for their tool business.

Detroit, Mich.—The Chicago Screw Co., which, like the Detroit Screw Co., is a part of the Standard Screw Co., of New Jersey—is opening a branch factory in a part of the building owned by the Detroit company on Riopelle Street.

Newark, N. J.—J. Wiss & Sons Co. are about to begin the erection of a two-story addition, 40 x 60 feet, to their present cutlery plant on Littleton Avenue. The building will be of brick, well constructed, and equipped with rope transmission machinery.

Newark, N. J.—One of the latest concerns to locate in Newark is the Uniform Steel Co. The company was recently incorporated, and has begun business with a paid-up capital of \$60,000.

Ottawa, Ont.—The American Hardware Mfg. Co. is building a large addition, which will treble the capacity of the present plant, in which \$5,000 worth of new machinery will be added.

Trenton, N. J.—The American Saw Co.'s plant adjoining the Roebbling Works, has been purchased by the Roebblings, and it will be operated by them as a saw concern until such time as the machinery, good will and patents can be disposed of, and then the plant will probably be made an addition to the Roebbling concern.

Walkerville, Ont.—The Page Wire Fence Co. has added a wire nail department to its factory.

Winooski, Vt.—Mason & Co. have secured the contract to construct a \$20,000 mill for the Porter Screen Mfg. Co. Ground will be broken at once for the foundations and the building will be completed early in August. The plans call for a wooden three-story structure 280 feet long and 60 feet wide. The mill will be built near the site of the one destroyed by fire last year. It will run at right angles with the railroad and will extend nearly across the property owned by the company.

## Miscellaneous.

Louisville, Ky.—At the regular monthly meeting of the Board of Directors of the Louisville Bolt and Iron Works, W. F. Bonnie was elected to membership in the board, and was also elected vice president. This company is now preparing to enlarge the plant according to plans formulated some time ago. When the company was first organized here it was the intention of adding a bar iron mill for the molding of all classes of bar iron. President Taylor has gone to Pittsburg to have the machinery, which was ordered some time ago, shipped and as soon as it can be placed in position the manufacture of bar iron will begin. Employment will be given to about fifty additional men.

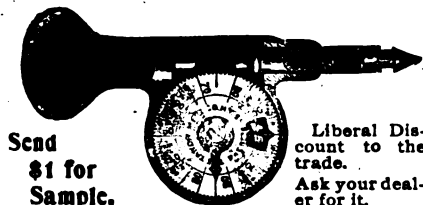
QUALITY IN EVERY WAY THE BEST

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FACTORY EAST SYRACUSE, N.Y.  
109 WABASH AVE. CHICAGO ILL. 409 BROADWAY N.Y.  
**SILVER PLATED WARE.**

**TABOR STOP MOTION COUNTER.**

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . .



Send  
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**The Tabor Revolution Counter,**  
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**SOMETHING NEW**

**"STANDARD" BALL-BEARING  
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Samples and Catalogue free.

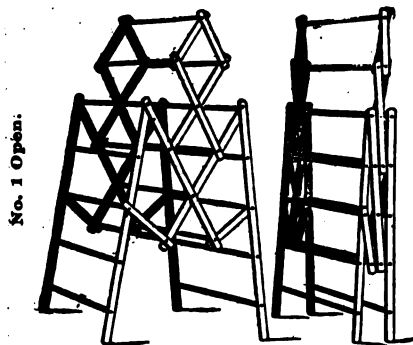
**Standard Caster & Wheel Co.,**

312-326 East 23d St., New York.



**A.B. THE NEATEST  
and BEST SELLING  
No. 11 NAIL FILE**

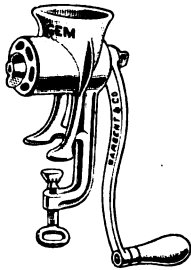
**Rogers' Patent Adjustable Extension Clothes Rack.**



**A QUICK SELLER.**  
Made of hard or soft wood, with or without oil finish, as  
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**ROGERS & SON, Kendallville, INDIANA.**

# You buy goods to sell

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Sargent's Gem Food Chopper is a seller, and it will not stay on your shelves if you let the housekeepers of your neighborhood know that you have it on sale.

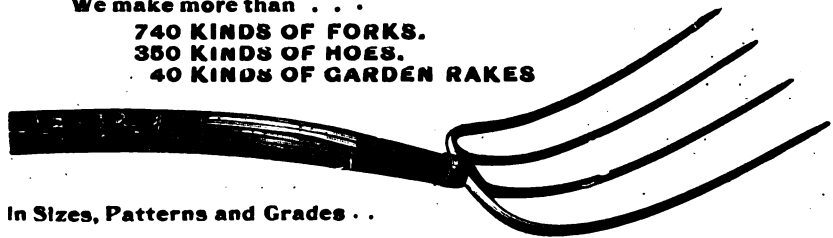
**Why?** Because it is one of those articles that a housekeeper wants as soon as she knows of its advantages—the work it does, the time it saves and how exceedingly useful it is. Besides, it is the best Food Chopper made; that you can guarantee.

Sargent's Gem Food Chopper takes the place of chopping bowl and knife. It chops all kinds of meat, vegetables, fruit, crackers, bread, cheese—in fact, everything that has to be chopped; it chops in pieces of uniform size, fine, coarse or medium, as desired; it chops easily, quickly and quietly; is easy to take apart, easy to put together, easy to adjust, easy to clean.

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## FORKS, HOES, RAKES, &C., FOR EXPORT.

We make more than . . .  
**740 KINDS OF FORKS.  
350 KINDS OF HOES.  
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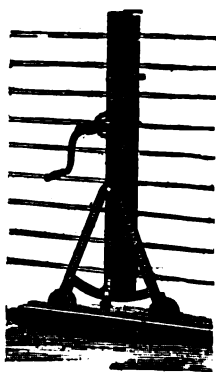
## Build Your Own Fence!

With the

**Rogers Patent Fence Machine.**

There's Money In It for live dealers and agents who will spread the news to the farmer. Unlimited field for the man who will push it. Exclusive territory for sale at reasonable prices. Write for catalogue—etc.

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**THE WALLACE BARNES CO.,**  
BRISTOL, CONN., U. S. A.

Manufacturers of

**SMALL SPRINGS**

of every description;

and dealers in

**WIRE and COLD ROLLED  
STEEL.**

ESTABLISHED 1857.

## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Albany, N. Y.—The Colt's Arms Co., of New York, has applied to the Secretary of State for incorporation. The company has a capital of \$2,200,000, and will manufacture firearms, guns, cartridges and other munitions of war. The directors are: Gardner A. Brown, William Dawson, Montague Blight, Charles L. Burnham, of New York City, and James C. Thompson, of Brooklyn.

Bradford, Pa.—The Holley Motor Cycle Co.'s new plant will begin business within a few days and Contractor Unruh will complete it as expeditiously as possible.

Cheshire, Mass.—Curran & Powers, branch of Adams store.

Dover, Del.—Certificates of incorporation have been issued to the Pennsylvania and Kansas Powder Co., for the manufacture and sale of powder, dynamite and other explosives. It is a Wilmington enterprise, with a capital stock of \$25,000.

Dover, N. H.—J. J. McCarty, Locust Street, repairing.

Manchester, N. H.—Harry Noyes, Massabesic and Belmont Streets.

New York, N. Y.—Elterich & Co., has been incorporated to manufacture bullet shells. Capital, \$5,000. Directors: Mary Elterich, Charles Steinmann and Eleanor M. von Varel, of New York City.

New York, N. Y.—Ball Tire Co. has been incorporated to manufacture vehicle tires.

Capital, \$300,000. Directors: Mendel Presberger, Passaic, N. J.; Maurice Moses and M. F. Moses, New York City.

Windham, N. Y.—Mack & Jenne.

### Changes and Improvements.

Bath, N. Y.—J. H. Smellie, of Hammondsport, has sold the bicycle branch of his business to G. H. Curtis, who has stores here and at Hammondsport.

Bristol, Conn.—A resolution has been adopted, presented by Senator Sloper, changing the name of the New Departure Bell Co., to the New Departure Mfg. Co.

Dansville, N. Y.—H. E. Toms succeeds C. J. Fritz.

Elmira, N. Y.—A. Samuels advertises closing out sale.

Elmira, N. Y.—John C. Gallagher, 102 Exchange Street, will remove to 309 East Water Street.

Elmira, N. Y.—The Elmira Arms Co. has purchased the stock of bicycles and sporting goods of Paul A. Renton, who for many years has been in business in Market Street.

Plainfield, N. J.—The bicycle and repair business formerly conducted by William H. Rogers on North Avenue, has been purchased by Nelson Van Winkle. He also does general machine repair work and has taken the agency of the Pierce bicycle.

Rochester, N. Y.—Tower & Bull, 62 Monroe Avenue, advertise closing out sale of bicycles.

Rockford, Ill.—Chase & Tickner, the sporting goods dealers, have dissolved part-

nership, Mr. Chase retiring from the firm. Sayre, Pa.—The movable bicycle repair shop which was owned by a Mr. Wolcott in his place, has been purchased by C. J. Carey and E. O. Pealer.

Terre Haute, Ind.—The Indiana Powder Co. has filed articles showing an increase in the capital stock from \$50,000 to \$200,000.

### Recent Embarrassments.

Brockton, Mass.—A meeting of the creditors of W. H. Marble, the bicycle dealer of High Street, has been held in the office of F. M. Bixby, to whom an assignment was made the other day. The assets are \$5,000, and the liabilities, \$3,000.

Marion, Ohio.—C. B. Kelsner, bicycle dealer, of this city, has assigned for the benefit of creditors. Assets estimated at \$1,500, and liabilities not known.

### Recent Fires.

Lynn, Mass.—Pote & Co.

Niagara Falls, N. Y.—Julius Weaver, Slight damage.

Ogden, Utah.—B. Goodsell. Loss, \$400.

Oskaloosa, Ia.—Slatten Bicycle Repository. Loss, \$4,000; fully insured.

Pittsburg, Pa.—Frank C. Haughton, Liberty Avenue and Ella Street. Loss, \$600; partly insured.

Pottsville, Pa.—Crone's bicycle factory has been damaged by fire to the extent of \$2,000.

Rock Island, Ill.—J. Hynes, Fourth Avenue. Damage, \$150; insured.

Rochester, N. Y.—Simon Goss, 143 Chatham Street. Slight loss.

## HARDWARE MANUFACTURERS RECORD. Continued.

Peoria, Ill.—Pursuant to a general plan of enlargement the Kingman Plow Co. is about to erect a huge warehouse at their plant in Averyville, which will cost in the neighborhood of \$40,000. The dimensions of the new building, which will be a frame structure, are 80 x 153 feet, and it will be added to an immense structure of the same kind already up, making a solid building 80 x 306 feet, four stories in height.

Port Chester, N. Y.—The Port Chester Bolt and Nut Works intends to move its large plant to Buffalo. The concern employs more than 1,000 hands.

Springfield, Mass.—The Bemis & Call Hardware & Tool Co. has begun work on a new mill and office building adjoining their present No. 2 mill on South Street. The mill will be a model in every particular.

St. Louis, Mo.—The Buck Stove and Range Co. is just completing a large addition to its foundry plant at 3500 North Second Street, which, when in operation, will increase the capacity of the plant from 25 to 33 per cent.

Toronto, Can.—The Frost & Wood Co., Ltd., of Smith's Falls, implement manufac-

turers, have purchased the buildings, plant and good will of the Coulthard-Scott Co. of Oshawa. The later company manufacture seeding and cultivating machinery, and the Frost & Wood Co. have heretofore confined their output largely to harvesting machinery. It is said to be the intention to largely increase the output of machines at Oshawa, and there is a prospect of a second concern being taken in. It is located west of Toronto.

West Allis, Wis.—The Browning Mfg. Co. and the Kempsmith Tool Works have each bought sites for manufacturing establishments at West Allis, and are expected to begin the erection of their buildings in the near future, though the removal of the manufacturing plants will not come about for a year.

West Waynesburg, Pa.—For some time it has been known in local business circles that a shovel factory was to be established in this place. Work has now been commenced on the building, and in a few weeks the building will be ready for the machinery. The enterprise is entirely a home affair, except one

person, W. D. Forsyth, of Detroit, Mich., who is the general superintendent. The stock is held by six persons—Robert W. Munnell, president; S. P. Hooper, treasurer; J. W. Munnell, secretary; J. B. F. Rinehart, John T. Rogers and W. D. Forsyth. The style of the corporation is the Waynesburg Pressed Steel Co. It has its office in the Opera House building. The capital stock is \$50,000. The building which is now in course of construction is 80 x 140 feet.

Worcester, Mass.—Worcester will have a new industry in the Parker Wire Goods Co. Arthur H. Parker, of this city, who has been connected with the Wire Goods Co. as general salesman for thirteen years, will be president and treasurer of the new company, and the board of directors will include Mr. Parker and James M. Jackson, of Worcester and Edward D. Priest, of Schenectady, N. Y. The company will be incorporated under the laws of Massachusetts, with a capital stock of \$10,000 fully paid in. Stockholders other than the officers are Mabel C. Willard and Jeannette S. Priest, of Shenandoah, Ia., and Frank C. Turner, of Norwich, Conn.



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SELLs EAsY!  
SATISFIES!

SALES INCREASING DAILY.  
OVER 200,000 IN USE

ALL JOBBERS AND DEALERS SELL  
THE MORROW.  
ALL RIDERS WANT THE MORROW.

ECLIPSE MFG. CO., Elmira, N. Y.

Don't  
**MUTILATE**  
your papers  
with pins  
or fasten-  
ers but use  
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**"GEM"**  
PAPER CLIP.

Only satisfactory device for the temporary attachment of all kinds of papers. Quickly applied and removed. Adopted by leading corporations as being without an equal. Samples free.

Price, 15 cents per box of 100.

GUSHMAN & DENISON, Mfrs. 240-2 W. 234 St., N. Y.



Hibbard Improved Adjustable Hollow Auger, Riveted Steel Jaws, Cuts all saw timbers from 1/4 to 1 1/4 inches. Made of best material. We also manufacture Spoke Pointers and Shaves. Write for Prices and Illustrated Catalogue. 25 years' experience in the business.

**C. B. Hibbard Mfg. Co.**  
Sole Makers,  
GRAND RAPIDS, MICH.

## THE CHAMPION SASH LOCKS



ARE  
UNEQUALLED  
IN  
MERIT,  
QUALITY OF

MATERIAL, AND FINISH.

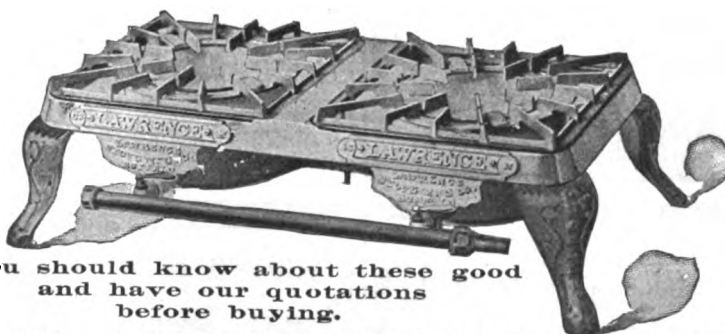
Made in three sizes and  
all finishes. . . . .

Catalogue on Application.

**The Champion Safety Lock Co.,**  
CLEVELAND, OHIO.



## 'LAWRENCE' and 'SENECA' FRAME STOVES and HOT PLATES



You should know about these good  
and have our quotations  
before buying.

Catalog "H."

**LAWRENCE STOVE MFG. CO., BUFFALO, N. Y.**

## Columbian 1000-Shot Air Rifle.

Patented  
Oct.  
24, 1893.

**CHAMPION  
MODEL.**

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Enamelled, \$20.00; Full Nickel, \$45.00.

—Write for Discounts to Trade.—

**WM. G. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.**

## THE FANNER MFG. CO., CLEVELAND, OHIO.

### ARCTIC COAL SHOVELS.

Malleable or Gray Iron.

Nickel Plated.



Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

## SOMETHING NEW IN KNIVES.

Smith's Pat. Blade is made of german silver, when  
plated wears indefinitely and the thin strip of

inserted ~~blade~~ is ALWAYS SHARP.

Send 25 two-cent stamps to E. H. H. SMITH, 9, 11, 13, Malden Lane, N. Y., for a Beautiful Sample Knife.



ERIE, PA., March 13th, 1900.

GENTLEMEN:—Replying to your favor of the 9th, would state that we have received the Miller ladders and have given them a very good test, and would say that we consider them the best ladder we have ever had.

Yours very truly,  
EDISON ELECTRIC LIGHT & POWER Co.

For Catalogue and Description, Write to

**MILLER LADDER CO.**  
204 Orleans St., Chicago, Ill.

The "Miller" is a radical departure from the conventional style of step ladder. It has an individuality entirely its own which has won for it recognition as the standard ladder in the decorating trades.

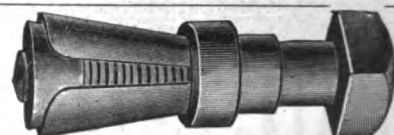
GOOD AGENTS WANTED TO SELL



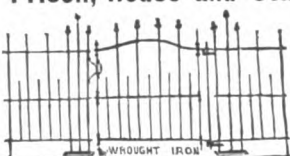
ROBERT MURRAY.

24 Duane St.,  
New York City.

General Hardware

Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.The POSITIVE EXPANSION BOLT.  
D. C. SEAMAN & CO.,  
1688 Hutchinson Street, Philadelphia, Pa.For Sale by  
NEAL & BRINKER, 18 Warren St., N. Y.  
JOHN SIMMONS CO., 110 Centre St., S. Y.  
SOMERS, FITLER & CLARKE, 323 Water St., Pittsburgh, Pa.  
— SEND FOR PRICE LIST. —

Prison, House and Stable Work;

JOIST  
HANGERS;  
LAWN  
FURNITURE;  
FENCING, ETC.VAN DORN IRON WORKS CO.,  
CLEVELAND, OHIO.

RIVETS and WIRE NAILS.

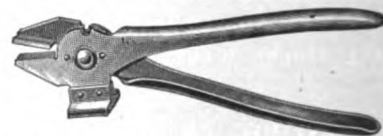
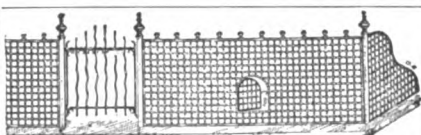
C. C. & E. P. TOWNSEND,  
New Brighton, Penn.HAYES FILE CO. Established 1870,  
DETROIT, MICH.Now in our new plant with greatly in-  
creased capacity.  
We manufacture everything in Files.

ADAM'S STEEL &amp; WIRE WORKS,

Wire Fencing,  
Ornamental Steel  
Fencing,  
Window Guards,  
Wire Signs,  
Jail Work, etc.

Send for Catalogue.

W. J. ADAM, JOLIET, ILLINOIS.

SHEARS, Steel Laid and Hard Cast, in great variety. Nail  
Pullers, Screw Drivers, Pliers, Wire Cutters, etc. Metal  
Goods of any kind to order on large contracts.The Bridgeport Mfg. Co.,  
Admiral Street, Bridgeport, Conn.J. E. BOLLES IRON AND WIRE WORKS  
DETROIT, MICH.Bank Railings, Elevator Enclosures and Cars,  
Grills, Electro Bronze Work, Architectural  
and Builders' Iron Work, etc.

Send for Catalogue and mention this paper.

AMERICAN CORN AND SHOCK COMPRESSOR  
Best Pulley HOLDS WHILE YOU TIE.  
Write for Price  
List.DOES NOT CUT  
THE ROPEOn Earth.  
J. B. HUGHES, GREENSBURG, IND.

J. A. COCHRANE, CLEVELAND, O.

Write us for prices on

Roofing Cement,  
Roofing Paint, &c.J. L. PERKINS & CO.,  
239 Lake Street,  
CHICAGO.Decided improvement. Less friction. Can be  
changed from a roller to a three-wheel cutter.  
Extra wheels in the handle. Send for catalog.  
TRIMONT MFG. CO., Roxbury, Mass., U.S.A.

## Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will  
be inserted in this column free of charge. Should not exceed  
Four Lines.

**ALL OTHER NOTICES**, twenty-five cents per line.

## Situations Wanted.

**AS BUSINESS MANAGER**, a progressive and wide-awake business  
man of large and advanced experience in the manufacture of Hardware  
and sheet steel specialties, at present directing the business end of a large  
corporation; would like to associate with some good company in same  
capacity; first-class financier with unusual executive ability; thorough  
organizer in way of tabulating statistical information, figuring detail  
costs to produce goods at the very minimum; posted in the latest costs of  
all raw material; ten years' mechanical and commercial experience; clean  
record and highest credentials; only a position of responsibility; fair  
expectation. Address, ABILITY, care HARDWARE, No. 275 Broadway,  
New York. 223

**A FIRST-CLASS ACCOUNTANT**, book-keeper and cashier, under-  
standing matters of finance and office work in every particular,  
desires to connect himself with some prominent house, or corporation,  
where integrity and strict attention to business would meet with fair  
compensation. Address R. D. FIELD, care HARDWARE, 275 Broadway,  
New York. 142

**BLACKSMITHING**.—Young man, 19, would like to learn black-  
smithing. Address James White, 159 Chrystie Street, New York.  
217

## Situations Wanted.

**BOOKKEEPING AND GENERAL OFFICE WORK**.—Young  
man, with a thorough knowledge of French and German,  
and English as well, thoroughly acquainted with foreign trade,  
bookkeeping and general office work, six years' experience in  
machinery and Hardware business in France and Germany.  
desires position. Address M. E. S., care HARDWARE, 275 Broad-  
way, New York. 218

**BOOKKEEPER AND SIGN WRITER**.—Man, 32 years of age,  
with nine years' practical experience in retail Hardware as clerk  
and buyer, AI double entry bookkeeper and sign writer, wants like  
position. First class reference. Address S., care HARDWARE, 275  
Broadway, New York. 197

**BUYER, MANAGER OR SALESMAN**.—A gentleman of 38 with  
a creditable business career of 20 years in Hardware, House Fur-  
nishing, Paints, etc., seeks position. Address S. F., care HARDWARE,  
275 Broadway, New York. 165

**ENGINEERING SALESMAN** wants to make connection with AI  
house, and travel in New York City and State; has good circle of  
acquaintances and will work for reasonable terms while developing busi-  
ness; good references. Address E. L. I., care HARDWARE, 275 Broad-  
way, New York. 168

**EXPERIENCED BOOKKEEPER** is open for engagement. Has  
knowledge of general office work; also Hardware and Gas business.  
Address BOOKKEEPER, 55 Dupont Place, Johnstown, Pa. 190

**EXPERIENCED ENGINEER** and estimator in machinery, steam  
heating and general iron work, and having acquaintance with archi-  
tects and builders of Greater New York, would like to take position with  
concern doing structural steel building work, doing outside work, solicit-  
ing, superintending, etc., to get more perfect knowledge of estimating,  
etc. Good references. Small salary only expected at start. Address  
D. EDWARDS, 441 W. 51st Street, New York. 189

## Situations Wanted.

**FOREMAN OR TIMEKEEPER.**—Situation wanted by a man (32) as foreman or timekeeper. A hustler; can handle any kind of help; thoroughly posted on piece work system; 12 years' reference from last place. Address J. H. L., care HARDWARE, 275 Broadway, New York. 200

**HARDWARE CLERK OR SALESMAN.**—Situation wanted in retail Hardware store. An all-around man; ten years' experience. Address C. E. F., care HARDWARE, 275 Broadway, New York. 191

**HARDWARE SALESMAN OR BUYER.**—Young man desires position as salesman or buyer. Seven years' experience in importing and jobbing Hardware house. First class reference furnished. Address V., care HARDWARE, 275 Broadway, New York. 211

**HARDWARE SALESMAN OR CLERK.**—Situation wanted in wholesale house. Have large experience and acquaintance. Would accept moderate salary. Address JOHN V. O. MILLER, care HARDWARE, 275 Broadway, New York. 229

**HARDWARE SALESMAN** of 14 years' successful experience, as direct representative for leading manufacturer to jobbers throughout the country, will be open for engagement after June 1. Highest references. Address SALARY, care HARDWARE, 275 Broadway, New York. 199

**HARDWARE SALESMAN.**—Young man, age twenty-three with four years' experience in retail Hardware store, desires situation. Good salesman, honest, reliable. Willing to work at anything. Address Fred. F. Fritts, Painted Post, N. Y. 215

**HARDWARE SALESMAN.**—German, to visit the retail trade in city and nearby towns. Commission or salary and commission. Address George Burckner, 227 E. 87th Street, New York. 216

**MACHINERY SALESMAN.**—Experienced man wants to represent special or general machinery and supplies, to establish New York office, or travel and install. Address EDWARDS, care H. Mfg. Co., 121 Front Street, New York. 193

**MANAGER, BUYER OR ASSISTANT BUYER.**—Hardwareman experienced in Heavy and Shelf Hardware, desires position as manager, buyer or assistant buyer. Age 33. References. A Worker. Address M. M. JONES, 522 Roanoke Street, Roanoke, Va. 231

**MANAGER OR SALESMAN.**—Position as manager or salesman of Hardware store by man of 31 years, having had thorough experience. Address EXPERIENCE, care HARDWARE, 275 Broadway, New York. 202

**PAINT AND WALL PAPER SALESMAN.**—Situation wanted by a young married man, perfectly familiar with the details of the paint and wall paper trade. Address or call. CHARLES P. LUNDQUIST, 83 Third Street, Brooklyn, N. Y. 208

**PLUMBER, STEAM AND GAS FITTER.**—Plumber, steam and gas fitter desires work in city or country; first class in all its branches, estimating, etc. Neat mechanic; sober, honest; references. Twenty years' experience. Address JAMES E. USHER, 475 E. 115th Street, New York. 184

**SHIPPING CLERK.**—Assistant shipping and stock clerk desires position. Salary \$7 per week. Two years' experience with New York Hardware manufacturer. Honest and reliable. Age 20. Address TOWNE, care HARDWARE, 275 Broadway, New York. 185

**SHIPPING CLERK.**—Young man desires position as shipping and receiving clerk. Four years' experience in shipping general Hardware and machinery. Can furnish A1 references. Address W. E. B., care HARDWARE, 275 Broadway, New York. 192

**TRAVELING SALESMAN.**—Experienced salesman, who has sold in Virginia, Maryland, and Washington, D. C., over 18 years, is open for a good line on commission. Address BUCHTA, 1427 East Monument Street, Baltimore, Md. 164

**TRAVELING SALESMAN.**—Experienced traveling salesman, 30 years old, and not afraid to work, desires situation with some first class house with an opportunity for advancement. Salary not so much an object as a chance to show right party what he can do. Address F. A. S., care HARDWARE, 275 Broadway, New York. 226

**TRAVELING SALESMAN.**—A young man, hustler, sober and reliable, would like to represent some manufacturer or well known jobber of cutlery in the States of North and South Carolina and Georgia. Salary no object. Very best of references. Address ROBERT, P. O. Box 262, Raleigh, N. C. 206

## Side Line Offered.

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address ARGAND VAPOR LAMP Co., Detroit, Mich. 152

**HARDWARE SALESMEN.**—Good chance for hustling Hardware salesmen to sell our lamps on commission. PEORIA VAPOR LIGHT Co., 413 Washington St., Peoria Ill. 171

**HARDWARE SALESMEN.**—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. Co., Cleveland, Ohio. a

## Side Line Offered.

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

**TRAVELING SALESMEN.**—Traveling men to handle side line on commission. RAPID RIFLE Co., LTD, Grand Rapids, Mich. 222

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER MFG. Co., Davenport, Iowa. 145

**TRAVELING SALESMAN.**—Traveler wanted for quick-selling specialty, as vest-pocket side line. Address Liberal, care HARDWARE, 275 Broadway, New York. 224

**TRAVELING SALESMAN** representing prominent factory, and covering large territory, desires one good side line. Address ESPERANZA, care HARDWARE, 275 Broadway, New York. 234

## To Let.

**A FINE FIRST LOFT**, 50 x 50 feet, in centre wholesale Hardware district, New York City. Splendid light, freight and passenger elevator; all conveniences. Special terms to desirable tenant. Address STORE, care HARDWARE, 275 Broadway, New York City. 228

## For Sale.

**A STOCK OF HARDWARE.** Will average about \$5,000. Building, 30 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

**MANUFACTURING**, Small Hardware, one-half interest, and full management. Established 35 years. Net Assets \$50,000. No liabilities. Eastern city. Principals only. Manager out of health. For full particulars and interview, address Genuine, care HARDWARE, 275 Broadway, New York. 24

## Hardware Business For Sale.

**TO CLOSE A PARTNERSHIP**; in complete running order; daily sales \$110 to \$165; an exceptional opportunity; inspection invited. Address Hardware Business, care HARDWARE, 275 Broadway, New York. 221

## Agency Offered.

**LIVE HARDWAREMEN.**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

**TO MANUFACTURERS.**—Wholesale house with foreign branches and connections is willing to undertake the selling agency of one or two good marketable lines. This is a favorable opportunity for manufacturers to secure reliable representation here in the East and abroad. Ample warehouse facilities. Address WM. SOMERVILLE'S SONS, 68 Pine Street, New York. 225

## Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT Co., Garden City Block, Chicago, Ill. 116

## Partner Wanted.

**RETAIL HARDWARE BUSINESS**, established fifteen years, central location, business prosperous and will bear closest investigation; want man to take active part in enlarging business and adding jobbing department for city trade. Address THOS. MCCracken, Secy., Minnesota Retail Hardware Association, 323 Boston Block, Minneapolis, Minn. 233

## Business Opportunity.

**WANTED, HARDWARE JOBBER AND RETAILER.**—Perth Amboy, N. J., offers an exceptionally good opportunity for a live man to open a Hardware store for both jobbing and retail business. This town has already 19,000 inhabitants, an increase of 86 per cent. over census of 1890 and is still growing. Buildings are going up in every part of the city, and the demand for Builders' Hardware is very heavy. There is no store of this kind inside of 10 miles. A fine \$18,000 building is all ready for the right party. Large, well-lighted ground floor and basement. Can have second floor if it is needed. Address S. A. WILDER, 148 Smith Street, Perth Amboy, N. J. 232



WRITE FOR QUOTATIONS



**TRUNK, BOX AND DOOR HINGES.**  
**BRASS GOODS MANFG. CO.**  
 102 Third St., BROOKLYN, N.Y.  
 MANUFACTURERS OF  
**METAL GOODS IN BRASS, BRONZE AND TIN.**  
 LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.  
**SPECIAL GOODS MADE TO ORDER.**  
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

**TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852**  
**Tools, Cutlery and Springs.**



SCREWDRIVERS OF ALL KINDS

SEND FOR CATALOGUE



**PELOUZE SCALE & M'F'G CO.**  
**Scales**  
 HOUSEHOLD  
 COUNTER  
 MARKET  
 CANDY  
 POSTAL  
 SCALE 5  
 POUNDS

## Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.  
 Catalogue and information free.

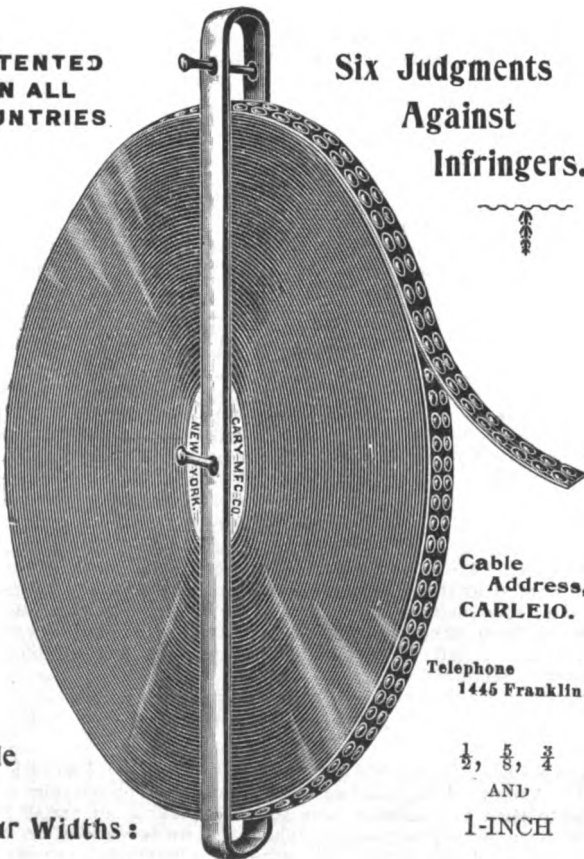
Address Dept. H,  
 THE

**AMERICAN STEEL ROOFING CO.**  
 Middletown, O.

## CARY'S UNIVERSAL BOX STRAP.

PATENTED  
 IN ALL  
 COUNTRIES.

Six Judgments  
 Against  
 Infringers.



Cable  
 Address,  
 CARLEIO.

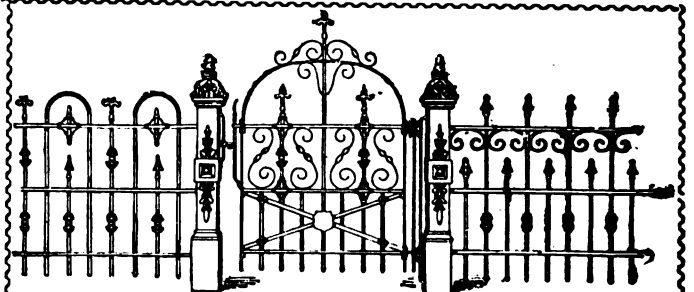
Telephone  
 1445 Franklin.

Made  
 in  
 Four Widths:

$\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
 AND  
 1-INCH

**CARY MANUFACTURING CO.,**

19 and 21 Roosevelt St., New York.



**WE WANT DEALERS**  
 TO HANDLE OUR

**Iron Fence and Lawn Furniture.**

Send for Catalogue "85 B."

**THE STEWART IRON WORKS, Cincinnati, O.**

## The "Stay in" Flue Stopper

**Guaranteed Absolutely Soot Proof.**

Can't be PULLED, JARRED OR BLOWN OUT  
 after it is once fastened in,  
 unless unfastened.

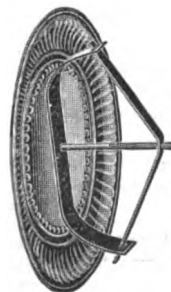
**BRASS FINISHED.**

**NICELY DECORATED.**

**SELLS ON SIGHT.**

Ask about our Asbestos Mats, Flour Sifters,  
 Peoria Fruit Presses and full line of pieced tinware.

— Sold by Jobbers. —



**STUBER & KUCK,**

**Peoria, Ill.**

## PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

## Adzes—

House Carpenters, Ogden's	50%
Ship Carpenters	50%
Railroad	50%

## Ammunition—

## CAPS, PERCUSSION—# 1000—

U. M. C. Co., trimmed edge	40c
U. M. C. Co., ground edge, heavy	50c
Musket, Waterproof, 1-10's	60c
G. D.	35c

## CARTRIDGES—

Rim Fire Cartridges	50%
Rim Fire Military	15%
Cent. Fire, Pistol and Rifle	25&5%
Cent. Fire, Military and Sport-	15&5%
ing	15&5%
Blank Cartridges, 22 cal.	10&5%
Blank Cartridges, 32 cal.	10&5%
Primed Shells and Bullets	15&5%
B. B. Caps, Round Ball	25&10%
B. B. Caps, Con. Ball, Swgd	net

## PRIMERS—

Berdan Primers	5%
B. L. Caps (for Sturtevant Shells)	5%
All other Primers	10%

## SHELLS—

First quality, 4, 8, 10 and 12 gauge	25%
First quality, 14, 16 and 20 gauge	20%
New Club, New Rival and Climax	35%
brands, 10 and 12 gauge	35%
Primrose Club	10%
Nitro	15%
High Ball	15%
Smokeless	35&10%
Acme	35&10%
Brass Shot Shells, 1st quality	60%
Brass Shot Shells, Club, Rival and	65%
Climax	65%

## SHELLS, LOADED—

"New Club," Black Powder	40&5%
"New Rival," Black Powder	40&5%
"Smokeless" Nitro Powder	40&10&10&5%
"Acme," Dense Nitro Powder	40&10&10&5%
"Trap," Nitro Powder	40&10&10&5%

## GUN WADS—# 1000—

B. E., 11 up	60
B. E., 9 & 10	70
B. E., 8	80
B. E., 7	90
P. E., 11 up	1.00
P. E., 9 & 10	1.25
P. E., 8	1.50
P. E., 7	1.50

## SHOT—

Tatham Bros., List June 11, 1900: # bag	
Drop Shot, sizes smaller than B,	
25-b bags	\$1.35
Drop Shot, sizes smaller than B,	
5-b bags	.35
Drop Shot, B and larger sizes,	
25-b bags	1.60
Drop Shot, B and larger sizes,	
5-b bags	.40
Buck Shot, 25-b bags	1.60
Buck Shot, 5-b bags	.40
Chilled Shot, 25-b bags	1.60
Chilled Shot, 5-b bags	.40
Dust Shot, 25-b bags	2.10
Dust Shot, 5-b bags	.50

## CANISTER POWDER—

E. I. Du Pont De Nemours & Co.:	
In cases of 25 each	Each
Crystal Grain, Nos. 1, 2, 3 and	
4, in canisters of 1 lb	.75
Eagle Duck Shooting, Nos. 1, 2	
and 3, in canisters of 1 lb	.45
Eagle Duck Shooting, Nos. 1, 2	
and 3, in canisters of 1/2 lb	.80
Eagle Rifle and Superfine Sport-	
ing, in canisters of 1 lb	.45
Du Pont Rifle, Fg, Ffg and	
FFFg, in canisters of 1 lb	.25
Du Pont Rifle, Fg, Ffg and	
FFFg, in canisters of 1/2 lb	.15
Du Pont Rifle, Fg, Ffg and	
FFFg, in canisters of 1/4 lb	.12

## KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2	
and 3, in kegs, 25 lb	\$8.00
Eagle Duck Shooting, Nos. 1,	
2 and 3, in kegs, 12 1/2 lb	4.25
Eagle Duck Shooting, Nos. 1, 2	
and 3, in kegs, 6 1/4 lb	2.35
Du Pont Rifle, FFFg, Ffg, and	
"Sea Shooting" Fg, in kegs,	
25 lb	\$4.00

Du Pont Rifle, FFFg, Ffg and	
"Sea Shooting" Fg, in kegs,	
12 1/2 lb	2.25
Du Pont Rifle, FFFg, Ffg, and	
"Sea Shooting" Fg, in kegs,	
6 1/4 lb	1.25

"V. G. P." for Trap Shooting,	
in kegs, 25 lb	4.00
"V. G. P." for Trap Shooting	
in kegs, 12 1/2 lb	2.25
"V. G. P." for Trap Shooting,	
in kegs, 6 1/4 lb	1.25

Choke Bore, Nos. 5 and 7, in	
kegs, 25 lb	5.00
Choke Bore, Nos. 5 and 7, in	
kegs, 12 1/2 lb	2.75
Choke Bore, Nos. 5 and 7, in	
kegs, 6 1/4 lb	1.50

Mealed Powder, in kegs, 25 lb	4.00
Shipping Powder, F. FF, FFF,	
FFFF and FFFFF, in kegs,	
25 lb	2.25

Mining and Blasting Powder,	
(A), C, F, FF, FFF, FFFF,	
in kegs, 25 lb	2.25
Mining and Blasting Powder,	
(B), C, F, FF, FFF, FFFF,	
in kegs, 25 lb	1.50

Du Pont Sporting Powder, for lots	
1000 lb 10% discount:	
Du Pont Smokeless Shotgun	
Powder:	

Kegs, equal in bulk to 25 lb	
Black Powder	22.00
Half kegs, equal in bulk to	
12 1/2 lb Black Powder	11.25
Quarter kegs, equal in bulk to	
6 1/4 lb Black Powder	5.75

Canisters, equal in bulk to	
1 lb Black Powder	1.00
Du Pont Smokeless Rifle	
Powder No. 1, equal in bulk	
to 1 lb Black Powder	1.00

Du Pont Smokeless Rifle	
Powder No. 2, equal in bulk	
to 1 lb Black Powder	1.00
Du Pont U. S. 30 Calibre	
Smokeless Rifle Powder,	
per lb	1.25

Discounts on application.	
PETERS PRIMERS—	
All Primers	\$1.10-1.12 1/2

CARTRIDGES—	
Peters Blank Cartridges:	
.32 C. F., \$1.50	10&5%
.38 C. F., \$7.00	10&5%
.22 cal. Rim, \$1.50	10&5%
.32 cal. Rim, \$2.75	10&5%
B. B. Caps, Con. Ball, Swgd, \$1.87-1.90	
B. B. Caps, Round Ball	1.12-1.18
Central Fire	.25
Pistol and Rifle	15&5%
Primed Shells and Bullets	15&5%
Rim Fire Sporting	50%
Rim Fire Military	15&5%

PETERS SHELLS—EMPTY—	
Peters Ideal, 10 and 12 gauge	35&10%
"New Victor, 10, 12 and 16 gauge	15%
"Quick Shot, 10, 12 and 16 gauge	25&5%
"League, 10, 12 and 16 gauge	25&5%

PETERS SHELLS—LOADED (BLACK	
POWDER)—	
Peters League, 10 and 12 gauge, 40&5%	
"Quick Shot, 10, 12 and 16 gauge, 40&5%	
Loaded with (Smokeless Powder)	
Peters New Victor, 10, 12 and 16	
gauge	40&10&5%
"Ideal, 12 gauge	40&10&10&5%

GUN WADS—	
Peters B. E., 9 to 10	.70c
"10 to 20	.60c
"Victor, 8	.80c
9&10	.70c
11 to 20	.60c
"P. E., 3/4 in. 8	\$1.50
9&10	1.25
11 to 20	1.00
"White Elastic, 3/4 in., 125 in a box	
8	\$4.00
9&10	3.00
11 to 20	2.75
"Damp 1 roof, per 1,000:	
8	\$1.50
9&10	1.25
11 to 20	1.00
"Card Board, per 1,000:	
8	.26c
9&10	.22c
11 to 20	.18c

## " Nitro card:

8	26c
9&10	22c
11 to 20	18c

## POWDER—

King's Smokeless (Shot-gun),	
Kegs (25 lbs bulk)	\$22.00
Half Kegs (12 1/2 lbs bulk)	11.25
Quarter Kegs (6 1/4 lbs bulk)	5.75
Canister (1 lb bulk)	1.00

King's Smokeless (Rifle),	
Half Kegs (12 1/2 lbs bulk)	11.25
Quarter Kegs (6 1/4 lbs bulk)	5.75
Canister (1 lb bulk)	1.00

King's Semi-Smokeless,	
Keg, 25 lbs bulk	10.00
Half Keg, 12 1/2 lbs bulk	5.25
Quarter Keg, 6 1/4 lbs bulk	2.75
1 lb Can, bulk	.50

King's Quick Shot (Black),	
Kegs, 25 lbs	4.00
Half Keg, 12 1/2 lbs	2.25
Quarter Kegs, 6 1/4 lbs	1.25
1 lb Can (24 in case)	.25
1/2 lb Can (24 in case)	.15

Discounts on application.	
Animal Pokes—	
Iowa Farming Tool Co.:	# doz.
Hawkeye	\$3.25
Western	8.75

Anti-Rattlers—	
Fernald, Wire	50&10%
Burton's	50&10%
Gem	60%
Steel Drive	40%
Kohler's	# gro.
Invisible, No. 3	\$6.00
Perfect, No. 2	7.00
Bolt Holder, No. 1	9.00

Anvils—	
American "Horse-Shoe"	94c
Armstrong's Mouse Hole	94c
Cincinnati	25&10%
Eagle Anvils, 1/2 lb 9c	15&15&5%
Hay Budden, Wrought	85c
Peter Wright's	94c@104c
Samson	40&10%
Trenton	9c

ANVIL AND VISE COMBINED—	
Cheney Anvil and Vise	40%
Holt's	40&40&10%
Millers Falls (with drill)	\$18.00-15%

Augers and Bits—	
Boring Machine	70%
Com. Auger Bits	60&10&10&70%
Foretner Pat. Bits	25%
C. E. Jennings & Co.:	
Double Spur pattern car, No. 30	50%
Nobles Double Spur, No. 32	50&10%
No. 10 Extension Lip	40%
No. 10 Extension Lip Car Bit	40%
Car Bits, No. 10	40%
Car Bits, No. 30	50%
Ring Augers	70%
Jennings' Pattern	50&10%
Snell's Auger and Car Bits	60%
Swan's:	
Jenning's Pattern Auger Bits	50&50&10%
Jenning's Pattern Car	45%
Jenning's Pattern Machine	25%
Russell Jennings' Augers and Bits	25&10&25&5%

HOLLOW AUGERS—	
Ames	25&10%
Bonney's Adjustable, No. 4	\$24.00
Cincinnati Nos. 1, 2 and 3	25&10%
Douglas	25&10%
Hibbard's Adjustable	Net prices
Ives	25&10%
Millers Falls, Goodell	15&7&5%
Swan's	10%
Universal, each \$4.50	20%

EXPANSIVE BITS—	
C. E. Jennings & Co.	35&5%
Clark's small, \$18	50&10%
Clark's large, \$26	50&10%
Ives' Model, # doz. \$60	50%
Swan's	50&10%

DOUBLE CUT GIMLET BITS—	
Common	40&10&50%
Mayhew's Diamond # doz. \$1.25	.30%
Swan's	40%
C. E. Jennings & Co.	45%
Ladd's	60&10%
Mayhew's	40&10%
Snell's	40&10%
Snell's Bell Hangers	50%

BIT STOCK DRILLS—	
Cincinnati Tool Co., for wood, 40&10%	
for metal, 60%	
Cleveland Wood Bits for Brace	50&10%
Detroit	60%
K. & F.	60&10%
Morse	50&10%
Swan's, for wood	40&10%
Syracuse, for wood	40%

TWIST DRILLS—	
Cleveland	60&10%
K. & F. Straight Shank	60&10%
Morse Straight Shank	50&10%
New Process	60&10%
Standard	60&10%

Standard Oil Tube Drills	15%
Syracuse	30&10%
W. & B. Diamond	60&5&60&10%
W. & B. Universal Self-Oiling	10%

## SHIP AUGERS AND BITS—

L'Hommedieu's	15&15&10%
Snell's	30&10%
Watrous'	35&5%

## Awl and Auger Handles—

## See Handles

## Awls—

Handled Brad	40&10%
Handled Scratch	40&10%
Patent Peg	50%
Sewing, Com.	85c@1.00
Shouldered Peg	50%
Shouldered Brad	50%
Socket Scratch # doz	\$1.00
Stanley Rule & Level	
Handled Brad	30&10%
Patent Pegging	50&50&10%

Awl and Tool Sets—	
Alken's Awls and Tools:	
No. 10, # doz. \$7.50; No. 20, # doz.	\$10.
Brad Sets:	
No. 42, \$10.50; No. 45, \$12.50	70%
Fray's Adj. Tool Hdls., Nos. 1, \$12;	
2, \$18; 3, \$12; 4, \$9; 5, \$7	50%
Ice Awls	50%
Millers Falls Adj. Tool Holders:	
Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18.	15&15&10%

C. E. Jennings & Co.'s Adjustable	
Tool Handles	35&5%
Stanley's Excelsior, No. 1, \$7.50;	
No. 2, \$4.00; No. 3, \$5.50	30&10%

Axes—	
First quality, best brands	\$6.50@7.00
First quality, other brands	6.00@6.50
Beveled, add 25c. # doz.	

HATCHETS—	
Hunt's Underhill's or Blood's	40&10%
Peck's:	
Champion Blade	45%
Empire Brand	50&10%
D. Simmons & Co.:	
Broad	
Shingling and Claw	50&5%
Lath, Hunters', etc.	

M. C. Ogden's:	
Broad	40&10%
Shingling, Claw, etc.	40&10%
Handled Axes	40%
Boys	50%

Axle Grease—	
Dixons' "Everlasting":	
1-lb box	15
2-lb box	25
10-lb pail	\$1.30
25-lb keg	2.75
50-lb keg	5.00

Balances—	
Chatillon's:	
Light, Class A	40&10%
Circular Balances, Class C	50%
Ice Balances, Class B	50%
Straight Balances, Class A1 and A2	40%
Large Dial, Class D	30%

Balances, Sash—	
Pullman's	50&10&60%

Barn Door Hangers—	
See Hangers.	
Barrel Drainers—	
National	30%

Beef Shavers—	
Enterprise:	
Japanned, each, \$7.50	25&30%
Tinned, each, \$9.00	25&30%

Bells—</
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Cleveland Rubber Co.:	Price Each.
Buckeye.....	60&10%
Shield High Grade.....	50&10%
War. 2 XL.....	40%
Common Standard.....	75&10%
Extra.....	60&10&5%
N. J. Car Spring & Rubber Co.:	
Extra Para.....	40&10%
Reliable.....	50&10%
Staple.....	60&10%
Standard.....	70&10%

Belted, Stitched Cotton—	
Sphinx Brand.....	60%
Competition Brand.....	70%

Belts—	
ENDLESS THRESHER—	
Four Ply, 6-in. net.....	foot 12c
Four Ply, 7-in. net.....	foot 14c
Four Ply, 8-in. net.....	foot 16c

Bench Stops—	
Cincinnati.....	25&10%
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....	40&10%
Seymour Smith & Sons.....	25&10%
Terrell's Nos. 1 and 2, \$3.00; No. 3, \$3.00 per doz.....	25%
Miller's Falls.....	15&10%
Weston's.....	40%

Bicycle Material—	
BELLS—	Price per Doz.
The Electro, 1½ inch, Electric Stroke.....	\$1.25
The Allen Rotary Tire.....	8.75
The Mossberg No. 1 Chime-Tire Bell.....	6.00
The Mossberg No. 2 Chime-Tire Bell.....	4.00
The Mossberg No. 10 Cuckoo Bell, 2½ inch.....	3.25
The Mossberg No. 12 Electric Stroke, 2½ inch.....	5.25
No. 211, Bristol, 1½ inch.....	1.50
No. 212, Bristol, 2 inch.....	1.75
No. 111, Bristol, 1½ inch.....	1.35
No. 112, Bristol, 2 inch.....	1.60
No. E 3, New Departure, 2½ inch, Electric Stroke.....	5.00
No. E 5, New Departure, 2½ inch, Electric Stroke.....	4.50
No. E 7, New Departure, 2 inch, Electric Stroke.....	3.00
No. E 9, New Departure, 1½ inch, Electric Stroke.....	2.50
No. 1017, New Departure, Flag Top, 2 inch, Electric Stroke.....	8.75
No. E 7½, New Departure, 2 inch, Electric Stroke.....	2.65
No. E 9½, New Departure, 1½ inch, Electric Stroke.....	2.2
No. 1015, New Departure, Flag Top, 2 inch, Electric stroke.....	5.00
No. R 5, New Departure, 2½ inch, Electric Stroke.....	5.25
No. T 9, New Departure Chime-Tire Bell.....	4.30
No. 415, New Departure Push Button Bell, 2 inch.....	4.00
No. 311 P, New Departure Push Bell, 1½ inch.....	2.00
No. 1046, New Departure, 2 inch, Electric Stroke.....	3.75
Handsome Emerald Jewel in Center.....	
No. 1076, New Departure, 2 inch, Electric Stroke, Ruby Jeweled Turtle and Embossed Serpent design.....	8.75
No. 1136, New Departure, 2 inch, Electric Stroke, Golf and Thistle design, embossed and enameled.....	8.50
Blow Torches. The Imperial Gasoline.....	\$2.25
Blow Torches. The Queen Gasoline.....	2.25
Brazing Brushes; best steel wire.....	35
Brazing Compound—Superior.....	28
Brazing Compound—Fluxine.....	28

BICYCLE STANDS AND HOLDERS—	
Diamond Folding.....	Price per Doz. \$2.75
Haube's Wire.....	2.50
Eurekas for 5 machines without signboard.....	1.25
Eurekas for 7 machines, without signboard.....	1.50
Extra for signboard.....	.60
No. 5, Extension, with casters.....	Price Each. \$ .50
Model D Wall Rack, japanned.....	Price per doz. \$1.60
Model B Wall Rack, japanned.....	2.70

BUFFERS—HANDLE BAR—	
No. 1, Style M. & W.....	Price per Doz. \$ .50
No. 2, Style M. & W.....	.55
Breast Drills, Goodell's, No. 6.....	2.75

CALIPERS—	
Stevens', inside or outside.....	
3 inch length.....	Price Each. \$ .55
4 inch length.....	.45
5 inch length.....	.45
6 inch length.....	.60

CARRIAGE—	
For all Gas Lamps; best quality only, in 2 lb cans.....	Price per Can. \$ .17

CEMENT—	
Eclipse, hard, 1 lb cakes.....	Price per lb. \$ .17
Eclipse, ½x2½ tubes, rim or rub.....	.15
Eclipse, ¾x3½ tubes, rim or rub.....	.20
Eclipse, 1x4 tubes, rim or rub.....	.25
Eclipse, 1x4 tubes, rim or rub.....	.35
Eclipse, 1x6 tubes, rim or rub.....	.45
Eclipse, 1 pt. cans, rim or rub.....	1.90

Eclipse, 1 qt. cans, rim or rub.....	Each. \$ .35
Eclipse, 1 gal. cans, rim or rub.....	1.00
Morgan & Wright small tubes.....	Price per Doz. \$ .30
Wood rim or rubber.....	

CARRIERS—	
Lamson No. 1.....	Price per Doz. \$4.50
Lamson No. 4 S.....	7.75
Lamson No. 4 D.....	9.50
Kalamazoo No. 10.....	4.75
Dexter No. 1.....	4.50

CHAINS—	
Baldwin, Pattern A, 8-16 or ¼ inch, 5 ft. long.....	Price Each. \$ .60
Baldwin, Pattern P, 8-16 or ¼ inch, 5 ft. long.....	1.25
Morse Roller, 8-16 or ¼ inch, 5 ft. long.....	2.00
Crown Regular, No. 7, 3-16 or ¼ inch, 5 ft. long.....	.40
Watch Fobs, made of Bicycle Chain.....	.15

CHAIN LUBRICANT—	
Holdfast in tin cans.....	Price per Doz. \$ .80
Pacemaker, brush top.....	.80
Dixon's No. 691.....	.25
M. & W. Slippery Stuff.....	.45

CONES—	
Hub Cones, ass'd sizes & threads.....	Price per Doz. \$ .75
B. & R. Adjustable Cones, all threads in stock.....	1.00
Nelson Adjustable Cones, all threads in stock.....	2.40

CRANKS—	
Round, Nickel Plated, 6, 6½, 7 in.....	Price per Pair. .35c

CUPS FOR BEARINGS—	
For Hangers.....	Price each. \$ .10
For Hubs.....	Price each. .05

CYCOMETERS—	
Veeder, 28 in. regular.....	Price per Doz. \$6.75
New Departure, for front hub.....	5.75
20th Century, regulars.....	5.50

CRANK KEYS—	
5-16, 11-32 and ¾ in. sizes slabb'd.....	Price per Pair. .5c

ENAMEL—	
¼ pt. cans, air drying, all colors.....	Price per Doz. .75c

ENAMEL BRUSHES FLAT	
CAMELS HAIR—	Price per Doz.
¾ inch wide.....	\$ .85
1 inch wide.....	1.00
1½ inch wide.....	1.15
2 inch wide.....	1.35

FRAME CLAMPS—	
For attaching saddle to top bar of frame.....	Price Each.
Sidway, 1½ and 1¼ inch.....	\$ .25
Chalfont, 1, 1½ and 1¼ inch.....	.30

GRIPS—	
Nickel-Tip Corkaline, ¾, 19-16 and ¾.....	Price per Pair. \$ .06
Composition-Tip Corkaline, all sizes and colors.....	.07
Wood-Tip Leather, all regular sizes.....	.08
Nickel-Tip Leather, all regular sizes.....	.12

GUARDS & GUARD FITTINGS—	
Regular ¾ inch rear wheel guard, natural or stained, drilled and eyeleted.....	Price Each. \$ .15
Regular chain guards to match above.....	.10
Complete sets of fittings for attaching above.....	Price per set .20

Binder Twine—	
White Sisal, 500 ft. to lb.....	8c
Standard, 500 ft. to lb.....	8c
Manila, 600 ft. to lb.....	10c
Pure Manila, 650 ft. to lb.....	11c

Bit Holders—	
Angular.....	Price Each. .45%
Extension.....	.45%
Barber's, per doz.....	\$15.00 45&50%
Ives', per doz.....	\$20.00 60&10%

Bit Stock Drills—	
See Augers and Bits.....	

Blind Adjusters—	
Domestic, per doz.....	Price Each. \$3.00 33¼%
Excelsior, per doz.....	\$10.00 50&10&2%
North's.....	10%
Zimmerman's.....	50%

Blind Fastenings and Tenons—	
Austin & Eddy per gro. sets.....	Price Each. \$5.50
Forhan's Improved Star Tenon per gro. \$1.00.....	.25%
Holt's Tenons.....	.70%
Merriman's Brass Lever per gr.....	\$15.00
Merriman's Iron Lever per gr.....	9.00
Millers Falls per set.....	\$1.00 15&10%
Security Gravity per gr.....	\$2.00
Washburne's Plate per gr.....	9.00
Zimmerman's.....	50%

Blind Hinges—	
See Hinges.....	

Blocks—	
Chisholm & Moore Crane Load Blocks.....	15%
Cleveland Block Co. Steel.....	60&10&70%
Eddy's.....	60&10&70%
Hartz' Steel.....	50&60&10%
Iron Strapped, Japanned Sheaves.....	70%
Iron Strapped, Lig Vitae Sheaves.....	60%
Rope Strapped, Japan'd Sheaves.....	60&10%
L. V. Sheaves.....	40%

Lanes:	
Junior, Self Sustaining.....	80%
Pat. Automatic.....	80%
Perfect Safety.....	80%
Stowell, Novelty Block.....	50&10%
Regular Iron Strapped Blocks.....	60&10&10&70%

Bolts—	
DOOR AND SHUTTER—	
Cast Iron Barrel, Square, &c.....	50&10%
Cast Iron Chain.....	50&10%
Cast Iron Shutter Bolts.....	45&10%
Ives' Patent Door Bolts.....	60%
Wrought Barrel.....	60&60&15%
Wrought Square.....	40&10%
Wrought Shutter, Standard list.....	40&10%
Wrt Sunk Flush, Sargent's list.....	50&50&10%
Wrt Sunk Flush, Stanley's list.....	45&45&10%
Wrt B. K. Flush, Com'n, Stanley's list.....	50&50&15%
Wrought Spring, Sargent's.....	75%

CARRIAGE, MACHINE, &c.—	
Bolt Ends.....	70&70&7¼%
Machine.....	70&70&7¼%
Carriage, Common.....	65&10%
Norway Iron, list Oct. '84.....	80%
Phila., Eagle, list June 1, '99.....	80%
Sleigh Shoe.....	85%

TIRE—	
American Screw Co.:	
Bay State, Plain, list Dec. 28, '99.....	77¼%
Bay State, Futed.....	77¼%
Eagle Phila., list Feb. 26, '96.....	85%
Norway, Phila., list Feb. 26, '96.....	82¼%
Common, list Dec. 28, '99.....	75%
Norway, Phila.....	82¼%
Portchester, Norway.....	75%

STOVE AND FLOW—	
Plow.....	60&10%
Stove, list Dec. 28, '99.....	75%

MISCELLANEOUS—	
Sink.....	75%

Bone Mills.	
Enterprise.....	25&30%
Stearns.....	40%

Borers, Bung.	
Enterprise.....	25&30%
Each.....	\$1.25, \$1.65, \$2.50
Nos.....	1 2 3

C. E. Jennings & Co.:	
No. 6.....	40%
No. 10.....	25%

Borers, Tap—	
Common Ring.....	20&10%
Enterprise.....	25&30%
Ives.....	25&10%

Boring Machines—	
WITHOUT AUGERS—	
Upright.....	Angular.
Douglass'.....	\$2.75 \$3.38
Jennings'.....	3.00 8.75
Millers Falls.....	7.50 15%
Snell's, Rice's Pat.....	2.75 3.00

Bow Pins—	
Hotchkiss.....	60&10%

Boxes, Mail.	
Heller's.....	40&5%

Box Strapping—	
Cary's "Universal," in case lots, 20&10&20&10&10%	

Braces—	
Barbers'.....	50&10&60&10%
Barbers' Ratchet.....	60&60&10%
Common Ball American.....	60&60&10%

Brackets—	
Barbers'.....	60&5%
Barbers' Ratchet.....	60&60&10%
New Haven Novelty.....	70%
New Haven Ratchet.....	60&10%
Spoifford.....	60&3%
C. E. Jennings & Co.:	
No. 108&114½.....	50&10%
No. 208¼&214½.....	60&10%
Lancaster Mach. & Knife Works.....	40%
Peck's (P. S. & W. Co.).....	50&10&60%
Gen. Spofford's.....	50&10&60%

Bracket Saw Frames—	
Millers Falls Co.....	25%

Bracket Sets—	
Millers Falls Co.....	33¼%

Box Hooks, Openers and Scrapers—	
Humason & Beckley's.....	60&60&10%

Bright Wire Goods—	
Standard, New list.....	80%

Bull Rings—	
Humason, Beckley & Co.'s.....	80%
Peck, Stow & Wilcox Co.'s.....	60%
Sargent's.....	80%
Seymour Smith & Sons.....	60%

Bull Punches—	
Humason & Beckley's.....	25%

Bush Hooks—	
See Hooks.....	

Butchers' Cleavers—	
Bradley's.....	25&30%
Beatty's.....	40%
Foster Bros. Flat Hds.....	30%
Foster Bros. Round Hds.....	80%
Lancaster Mach. & Knife Wks.....	33¼&40%
& I. J. White.....	25%
New Haven Edge Tool Co.'s.....	40%
P. S. & W.....	33¼&45%

Butcher Knives—	
See Knives.....	

Butchers' Saw Blades—	
Millers Falls Co. Star.....	15&15&10%
C. E. Jennings & Co.....	25&10%

Butter and Cheese Triers—	
Ordinary Black Handle.....	25%
Humason & Beckley's.....	25&10%

Butt and Rabbit Gauges—	
Stanley's.....	25&10%

Butts—	
BRASS—	
Loose Joint.....	60&10&5&70%
Loose Joint, Japanned.....	60&10&5&70%
Loose Joint, Jap. with Acorns.....	60&10&5&70%
Loose Pin.....	60&10&5&70%
Mayer's Hinges.....	60&10&5&70%
Parliament Butts.....	60&10&5&70%
Fast Joint, Broad.....	50&50&10%
Fast Joint, Narrow.....	50&50&10%

CAST IRON—	
Bronzed Inside Blind Butts.....	50&50&10%
Bronzed, Narrow.....	50&50&10%
Fast Joint, Narrow.....	5%
Fast Joint, Light Narrow.....	5%
Fast Joint, Broad.....	10&10&5%
Loose Joint.....	70&10&5%
Loose Pin.....	70&10&5%
Table Butts, Back Flaps, etc.....	70&10&5%

Calipers—	
Bemis & Call:	
Wing.....	65%
Double.....	65&10%
Inside and Outside.....	65&10%
Straight Leg.....	65&10%
Call's Pattern, Inside.....	55%

Can Openers—	
American.....	per gross, \$1.75 to \$2.00
Goodell's Acme.....	per gross, 6.00
No. 5, Iron Handle.....	per gross, \$2.00 to \$2.25
Sardine Scissors.....	75&10%
Sardine Scissors, Forged Steel.....	per doz., \$4.50
Sprague, No. 1, \$2.00; No. 2, \$3.25.....	No. 3, \$2.50..... 75&10%
Universal, per doz.....	\$5.00..... 50%

Cards—	
Cotton.....	25%
Horse and Curry.....	25%
Wool.....	25%

Carpet Stretchers—	
Montross' "Excelsior,".....	per doz., \$6.00..... 80%
Bullard's.....	33¼%
Cast Iron Steel Points.....	per doz., 60c
Socket.....	per doz., \$1.75 to \$2.10

Carriage Bolts—	
See Bolts.....	

Carriage Makers' Clamps—	
See Clamps.....	

Cartridges—	
See Ammunition.....	

List April 1, 1895.	
Bronzed Inside Blind Butts.....	50@50&10%
Bronzed, Narrow.....	50@50&10%



**Cattle Leaders—**

Hamason, Beckley & Co.'s.....	70&10%
Peck, Stow & W. Co.....	66% <sup>4</sup> / <sub>5</sub>
Sargent's.....	70&10%
Weltons.....	70&10%

**Chain—**

Aluminum Coil and Halter.....	50&5%
American Halter Chain.....	50&50&5%
American Proof Coil, Cask lots, Per lb.....	\$7.45
3-16.....	5.55
3-16.....	4.55
5-16.....	3.70
7-16.....	3.55
9-16.....	3.45
11-16.....	3.40
13-16.....	3.40
15-16.....	3.35
17-16.....	3.35
19-16.....	3.35
Less than 1000 lb of each size, add 25c.	

**Bridgeport Chain Co.:**

Brown, Coll.....	60%
Brown, Halter.....	60%
Competition Sash.....	50&10%
Monarch, Sash.....	40&10%
Triumph, Coll.....	55%
Triumph, Halter.....	55%
Covert Mfg. Co., Breast Chain.....	
Covert Mfg. Co., Halter Chain.....	
Covert Mfg. Co., Heel Chain.....	35%
Covert Mfg. Co., Rein Chain.....	
Covert Mfg. Co., Stallion Chain.....	
Galvanized Pump Chain.....	5&5% <sup>4</sup> / <sub>c</sub>
German Coll, list July 24, '97.....	60&90&10%
German Halter Chain, list July 24, '97.....	50&40&10%
Jack Chain, Iron.....	60&80&10%
Jack Chain, Brass.....	60&60&10%
Oneida:	
Niagara.....	60%
Eureka.....	60%
Trace, Wagon and Fancy Chains.....	
New List.....	50&10&60%

**COW TIES—**

American.....	50&50&10%
Niagara.....	45&50%
Covert Mfg. Co.:	
Cotton.....	45%
Hemp.....	45%
Jute.....	35%
Sisal.....	20%

**Chain Guards—**

Aluminum S. & N. Co.....	50
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**Chain Hoists—**

Moore's "Anti-Friction".....	80%
Moore's "Direct".....	50%

**Cherry Stoners—**

Enterprise.....	25&30%
Family.....	net @ doz. \$4.00

**Chisel and File Handles—**

See Handles.

**Chisels—****SOCKET FRAMING AND FIRMER—**

Buck Bros.....	30%
Charles Buck.....	30%
Dougllass.....	
Mix.....	
Ohio Tool Co.....	70%
P. S. & W.....	
Swan.....	
Witherby.....	
C. E. Jennings & Co., No. 70.....	20%
Jennings & Griffin Mfg. Co.....	70%

**TANGED AND MISCELLANEOUS—**

Box.....	60&10%
Buck Bros.....	20&10%
Butchers'.....	\$4.75@5.00 to 2
C. E. Jennings & Co.....	20%
Jennings & Griffin Mfg. Co. Tanged.....	
Chisels and Gouges.....	40%
Spear & Jackson's.....	\$5.00 to 2
Tanged Firmers'.....	40&40&10%

**COLD CHISELS—**

Good quality, @ lb.....	18c@20c
Snell's Best C. S.....	50%

**Chucks—**

Beach Patent, each, \$8.00.....	20%
Cushman's:	
Combination.....	40%
Independent.....	50%
Morse's Adjustable, each, \$7.00.....	25%
Syracuse, Balz Patent.....	30%
Union Mfg. Co.:	
Combination.....	40%
Independent.....	40%
Universal.....	40%
Victor, No. 1, \$8.50; No. 2, \$12.50.....	25%

**Clamps—**

Adjustable, Cincinnati.....	25&10%
Adjustable, Hammers.....	20%
Adjustable, Stearns'.....	30%
Malleable, Stearns'.....	75%
Cabinet Makers or Quilt Frame.....	
Sargent's.....	50%
Carpenter's, Cincinnati.....	25&10%
Carriage Makers', Sargent's.....	50&50&10%
Carriage Makers', Stearns'.....	50&50&10%
Carriage Makers', P. S. & W. Co.....	40&10%
Smith's:	
Eccentric.....	25%
Splicing.....	25%
Splicing Tools.....	25%
Warner's.....	40&10%

**Cleaners, Sidewalk—**

Challenge Shank.....	\$3.25
Star Shank.....	4.00
Star Socket.....	4.25

**Clippers—****HOARSE—**

Chicago Flexible Shaft Co.'s:	
Chicago Belt Clipping Machine.....	
Each.....	\$15.00 net
New '98, Chicago.....	Each 8.75 net

**TOILET**

Chicago Flexible Shaft Co.'s:	
Mascot.....	\$8.40 net
Monitor.....	9.00 net
Stewart Pat.....	10.00 net

**Clips—**

Norway Axle.....	60&10&10%
Norway Spring Bar Clips.....	60&10&10%
Superior Axle Clips.....	60&10&10%

**Coffee Mills—**

Box and Side.....	50&10&60%
Enterprise Mfg. Co.....	25&30
Logan & Strobbridge Co.....	net prices
National Specialty Mfg. Co.....	30%
The Swift, Lane Bros. Co.....	30%
Waddell's New Box Mills.....	10%
Ideal Brand, New List.....	60&60&10%

**Coil Chain—**

See Chain.

**Compasses, Dividers, &c.—**

Athol Calipers and Dividers.....	40%
Bemis & Call Co.'s:	
Compasses.....	50&5%
Dividers.....	65%
Compasses, Calipers, Dividers.....	70&70&10%
Copeland's Extension.....	40%
Stevens' "Ideal".....	25&10%
Stevens' "Leader".....	25&10%
Starrett's Fay's Patent.....	25&10%
Spring Calipers and Div.....	33% <sup>4</sup> / <sub>5</sub>
Wright's.....	33% <sup>4</sup> / <sub>5</sub>

**Coopers' Tools—**

Bradley's.....	20%
Barton's.....	20&20&5%
Beatty's.....	33% <sup>4</sup> / <sub>5</sub>
L. & I. J. White.....	20&20&5%
Sandusky Tool Co.....	25&10&30&10%
Shaves, Cincinnati Tool Co.....	15&15&10%

**Corkscrews—**

Detroit Cork-Screw Co.....	33% <sup>4</sup> / <sub>5</sub>
Howe Bros. & Hulbert.....	40%
Hamason & Beckley Mfg. Co.....	40&10%
Samson.....	@ doz \$10.00
Williamson's.....	40%

**Corn and Fodder Compressor—**

J. B. Hughes', @ dozen net.....	\$8.00
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**Corn Hooks—**

Kretsinger Cut-Easy.....	\$3.00 net
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**Corn Knives and Cutters—**

Bradley's.....	net
Wadsworth's.....	net

**Countersinks—**

Mayhew's Diamond.....	40%
Smith's.....	25%
Snell's.....	50%
Wheeler's Patent.....	50&10%

**Crayons—**

Sargent's List.....	20%
Dilons:	
Eclipse.....	@ gro. \$3.75
Emerald.....	5.00
Orion.....	5.00
Rainbow.....	2.81
Solid.....	7.50

**Curry Combs—**

Fitch's List.....	net prices
Kohler's.....	90&35%
New York Stamping Co. List, Sept. 17, '97.....	40%
Perfect.....	40%
Rubber, @ doz. \$7.50.....	20&10%
Southington Cutlery Co.'s.....	25&10%

**Cycle Hangers—**

Lane's.....	33% <sup>4</sup> / <sub>5</sub> &5%
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**Diggers—**

See Post Hole, etc.

**Dividers—**

See Compasses, Dividers, etc.

**Dog Collars—**

Chapman Mfg. Co.'s New List:	
Chain (full assortment).....	40%
Leather (full assortment).....	40&10%
Pope & Stevens:	
Brass.....	40%
Embossed.....	80&10%
Leather.....	40%
Union Hardware Co. New List.....	50&50&10%

**Door Bolts—**

See Bolts, Door.

**Door Checks—**

Bardsley's.....	33% <sup>4</sup> / <sub>5</sub> &40%
Columbia.....	50&10%
Eclipse.....	50&10%
Home.....	45&10&45&10&10%
Norton's.....	50&50&10%
Ogden's.....	33% <sup>4</sup> / <sub>5</sub> &40%

**Door Holders—**

Empire.....	50%
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**Door Springs—**

Champion (Coil).....	50%
Gem (Coil), list Oct. '95.....	20%
Rubber, complete, @ doz. \$5.50.....	45&50%
Star (Coil), list Oct. '95.....	30%
Torrey's Rod, 80 in., @ gro.....	\$15.00
Torrey's Rod, 48 in., @ gro.....	42.00
Victor, Coil.....	50&10&10%

**Drain Cleaners—**

Iwan's Adjustable.....	55%
Iwan's Stationary.....	45%

**Drawer Pulls—**

Sargent's List.....	60%
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**Drawing Knives—**

Adjustable Handle.....	25&25&10%
Bradley's.....	35%
Dougllass.....	70&10%
Jennings & Griffin.....	66% <sup>4</sup> / <sub>5</sub>
Mix.....	70&10%
Ohio Tool Co.....	70&10%
P. S. & W.....	70&10%
Witherby.....	70&10%
Watrous.....	30&10%
L. & I. J. White.....	20&5&25%

**Drills and Drill Stocks—**

Automatic Boring Tools.....	50%
Bench, Mannere's.....	66% <sup>4</sup> / <sub>5</sub>
Blacksmiths'.....	60%
Breast, Bartholomew's.....	25&10%
Breast, Goodell's.....	25&30%
Breast, Millers Falls, each \$3.00.....	15&10%
Clamp.....	20%
Ratchet, Billings' Double Acting.....	33% <sup>4</sup> / <sub>5</sub>
Ratchet, Ingersoll's.....	25%
Ratchet, Merrill's.....	20&20&5%
Ratchet, Moore's Triple Act.....	25&30%
Ratchet, Fletcher's.....	40%
Ratchet, Whitney's.....	50%
Ratchet, Weston's.....	20&25%
Stearns' Bench.....	30%
Upright, B. & P.....	50%
Hand, Goodell's.....	30&10%
Whitney's Hand Drill, No. 1, \$10.00.....	
Adjustable No. 10, \$12.00.....	33% <sup>4</sup> / <sub>5</sub>
Wilson's Drill Stocks.....	10%

**TWIST DRILLS—**

See Augers and Bits.

**BLACKSMITHS'**

Coe's.....	60%
Prentice.....	60%

**Drug Mills—**

National Specialty Mfg. Co.....	30%
Enterprise Mfg. Co.....	25&30%

**Easy Lawn Swings—**

Ulrich Mfg. Co.....	\$85.00
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**Egg Beaters—**

Dover Stamping Co.:	
New Dover, @ doz. 75 cts., @ gro.....	\$7.50
Extra Family Size.....	@ doz. 2.00
Keystone.....	33% <sup>4</sup> / <sub>5</sub>
Spiral.....	@ gro. \$4.25@4.50
Standard Co.:	
Dover, No. 5.....	\$5.50
Dover, No. 10.....	7.00
Dover, Steel Handle, No. 10.....	7.00
Dover, Extra heavy, No. 15.....	12.00
Rival.....	9.00

**Emery—**

Genuine Turkish Walpole Mills,	
No. 6 to 48, @ lb.....	10c
No. 54 to 150, @ lb.....	10c
Flour, @ lb.....	8c

**Enameline—**

No. 4.....	@ gro. \$4.50
No. 6.....	7.20

**Escutcheons—**

Wood.....	25%
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**Expansive Bits—**

See Augers and Bits.

**Farriers' Knives—**

"Challenge".....	@ doz. \$3.00
Popes.....	8.00
Wilkinson's.....	\$8.00 net
Wootenholm's.....	\$3.25. 10%

**Faucets—**

Brass Globe Cocks.....	65&65&5%
Brass Racking.....	65&65&5%
Compression Bibbs.....	65&65&10%
Compression Bibbs with flange.....	65&10&70%

**Lever Handle Bibbs, Gr. Ky.**

Rgh.....	65&65&10%
Fin.....	60&5&60&10%
Red Cedar.....	40&40&10%
Red Cedar, bbl. lots.....	50%
Frary's Iron Petroleum.....	65&65&5%
John Sommer's "Peerless," Tin.....	40%
Key.....	40%
John Sommer's "Boes," Tin Key.....	50%
John Sommer's "Victor," Metal.....	50&10%
Key.....	60%
John Sommer's "Duplex," Metal.....	40%
Key.....	50%
John Sommer's "Buckeye," Metal.....	50%
Key.....	50%
John Sommer's "Rochester," Metal.....	50%
Key.....	50%
John Sommer's "Rival," Metal Key.....	50%
John Sommer's "Crescent," Metal.....	50&10%
Key.....	50&10%

John Sommer's "Diamond," Lock.....	40%
John Sommer's "Eclipse," Lock.....	40&10%
John Sommer's "Union," Lock.....	50%
John Sommer's "I. X. L.," Cork.....	50%
Lined.....	50%
John Sommer's "Reliable," Cork.....	50&10%
Lined.....	50&10%
John Sommer's "Common," Cork.....	70%
Lined.....	50%
John Sommer's "O. K.," Cork.....	50%
Lined.....	60%
John Sommer's "Chicago," Cork.....	50&10%
Lined.....	50&10%
John Sommer's "Perfection," Cedar.....	40%
John Sommer's "No Brand," Cedar.....	50&10%
Star.....	60&60&5%

**SELF MEASURING—**

Enterprise @ doz. \$36.00.....	40%
Lane's @ doz. \$36.00.....	40&5&40&10%
National Specialty Mfg. Co.....	33% <sup>4</sup> / <sub>5</sub>

**Files—****DOMESTIC—**

New List, Nov. 1, 1899.	
American .....	75&5%
Arcade .....	75&5%
Diston's .....	75&5%
Diston's Superfine .....	25&30%
Eagle .....	70&10&5%
Great Western .....	75&5%
Kearney & Foot .....	75&5%
Keytone .....	80&80&10%
Nicholson .....	70&10%
Nicholson's X. F. Files .....	80&25&10%
Royal .....	80&80&10%
Second Quality Files .....	80&10%

**Gauges—**

Bemis & Call's Steel.....	50%
Boss, Screw Pitch.....	39½%
Clapboard.....	25&10%
Marking, Mortise, etc.....	55&10&35&10%
Stanley's.....	60&10%
Stanley's Chisel.....	30&10%
Starrett's Surface, Center and Scratch.....	25&10%
Copeland Champion Bit, # doz.....	\$2.00 net.
Stub's Wire and Drill.....	30%
Wire, Morse's.....	25%
Wire, P. S. & W., low list.....	10&10%
Wire, Wheeler, Madden & Co.....	10%

**Gimlets—**

"Diamond" Gimlets, # gr. \$4.00 @ \$4.25	
Double Cut.....	40&10&50%
Metal Head.....	50&10%
Wood Head.....	50%
Swan's, German Pattern.....	40&10%

**Gimlet Bits—**

See Angers and Bits.

**Glass Cutters—**

"Woodward".....	net prices
"Red Devil".....	net prices

**Globe and Racking Cocks—**

See Faucets.

**Glue—**

Dodd's Liquid Glue.....	25&25&10%
Le Pages Liquid.....	25&25&10%
Mystic.....	40%
Martins.....	40%

**Glue Pots—**

Enameled.....	40&10&50%
Tinned.....	40&40&5%

**Graters—**

Enterprise.....	25&30%
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**Griddles—**

Cronk's.....	70%
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**Grindstone Fixtures—**

P. S. & W. Co.....	50&50&10%
Sargent's Patent.....	60&10&10%
Stowell.....	50%

**Gunpowder—**

See Ammunition.

**Gun Wads—**

See Ammunition.

**Hafts—**

Britton's.....	# doz. \$6.50
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**Halters—**

Covert Mfg. Co.: Jute Rope Halters.....	35%
Sisal Rope.....	20%
Web Halters.....	45%

**Halter Chain—**

See Chain.

**Hammers—****HANDLED HAMMERS—**

Humason & Beckley.....	40&10%
Magnetic Tack, Nos. 1, 2, 3.....	\$1.25, \$1.50 & \$1.75.
H. & B. Tack.....	50&10%
Maydole's.....	38½&5&40&10%
Peck, Stow & Wilcox.....	40&40&10%
A. E. Nail.....	40&10%
Engineers and B. S. Hand.....	60&10%
Sargent's New List.....	45&45&10%
Verree.....	50&10%
Warner & Noble's New List.....	25%

**HEAVY HAMMERS AND SLEDGES—**

Under 5 lb.....	# lb 40¢ } 80&80&10%
5 to 10 lb.....	# lb 36¢ }
Over 10 lb.....	# lb 30¢ } 75&10&80%
Wilkinson's Smiths.....	9½¢ @ 10¢ # lb

**Hammock Ropes—**

Covert Mfg. Co.: Jute.....	35%
Sisal.....	20%

**Hand Cultivators—**

Ulrich Mfg. Co.: Osborne's.....	# doz., \$15.00
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**Handles—****IRON, WROUGHT OR CAST—**

Chest Handles, Sargent's.....	50&10%
Chest Handles, Stearns' No. 1, Door or Thumb.....	80c. 70%
Nos.....	0 1 2 3 4
# doz.....	\$ .90 \$1.00 \$1.08 \$1.35 \$1.50
Drawer Handles.....	60%
Ring Handles.....	70%
Roggin's Latches.....	35&35&10%
Shelf Box Handles.....	65%
Trunk Handles.....	60%
Tub Handles.....	60&10%

**STORE DOOR HANDLES—**

Bronzed, with Cylinder Lock.....	50%
Bronzed.....	50&50&10%
Japanned, with Nuts.....	45&10%
Japanned, with Plate.....	45&10%
Japanned, with Plate.....	45&10%

**DOOR PULL—**

Bar.....	60&60&10%
Barn Door.....	50&10%
Chest and Lifting.....	60&60&10%
Drawer Pulls.....	50&10&90%
Plain B. M.....	60&60&10%
Push Plates, Sargent's List.....	60&60&10%
Sash Pull Plates.....	70&10%
Sash Pulls.....	60&10&10%
Window Pulls.....	66½%

**WOOD—**

Auger, assorted.....	# gr. \$2.25 @ 2.50
Auger, large.....	# gr. 3.00 @ 3.25
Auger, Douglass' Pat., # set, No. 1.....	\$1.0 ; No. 2, \$1.40 60&10%
Auger, Ives' Pat., No. 1.....	60&10%
No. 2 to 32½.....	40%
Auger, Swan's Pat., # set, No. 3.....	\$1.00; No. 4, \$1.25.....25&10%
Brad Axl.....	# gr. \$1.75 @ \$2.00
Chisel, Worcester, Leather Cap'd.....	1.50
Disston's Crosscut.....	50%
File, assorted.....	# gr. \$1.25 @ 1.40
Firmer Chisel, Apple, assorted, # gr.....	\$2.25 @ 2.50
Hammer, Hatchet, Axe, Sledge, etc.,.....	50&2%
Hoe, Rake and Fork.....	60&10&60&10&5%
Saw and Plane.....	40&10&50%
Shovel and Spade, Wood D. Handle.....	50&30&10%

**CROSS-CUT SAW HANDLES—**

Atkins.....	40%
Champion.....	45&45&10%

**Hangers—**

American Trackless.....	28½¢ @ 20%
Barn Door, old pattern.....	60&10%
Barn Door, New England.....	66½¢ @ 10%
Barry, \$6.00.....	50&10%
Best Anti-Friction.....	60&10%
Challenge Barn Door.....	50%
Cronk's Roller Bearing.....	
No. 0.....	\$1.50 net per dozen.
No. 4.....	5.50
No. 5.....	6.50
Cronk's Steel, cov'd, Loose Axle.....	60&10&5%
Coburn.....	40%
Davis Parlor Door.....	50&50&5%
Duplex (Wood Track).....	60&10&5%
Kidder's.....	50&50&10%
Lane's Barn Door: Barn Door, Standard.....	60&10%
Covered.....	50&10&10&5%
Special.....	60&10%
No. 50.....	50&10%
Parlor: Standard.....	# set, net, \$9 25¢
Ball Bearing.....	4.00¢
New Model.....	2.75¢
New Champion.....	2.40¢

Manhattan.....	60%
McKinney's "None Better," No. 2.....	\$18.00; No. 1 Special, \$15.00, # doz. pairs.....60&10%
Richards' Single Track, Steel.....	40&10%
Richards' Anti-Friction.....	50%
Victor, No. 1, \$15.00; No. 2, \$20.00; No. 3, \$25.00; No. 4, \$35.00.....	60&10&2½%
Warner's Patent.....	20&10&10%
Wilcox's New Century.....	50&10&10%

**Harness Snaps—**

See Snaps.

**Hasps and Staples—**

McKinney's "Perfect," \$1.10 # doz. 50%	
Wrought.....	85¢ @ 85&10%
Wrought, Stanley.....	80%

**Hatchets—**

See Axes.

**Hay Hooks—**

Humason & Beckley.....	60&10%
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**Hay Racks—**

Baxter Wrought Iron, No. 1, \$1.00, net; No. 2, \$1.50, net.	
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**Hay and Straw Knives—**

Anburn Hay, Com. and Spear Point.....	50%
Iwan's Hay, Sickle Edge, # doz. net \$10	
Iwan's Hay, Imp. Serrated # doz. net.....	\$10.50
Anburn Straw.....	40%
Lightning, from jobbers.....	60&5%
Wadsworth's.....	40%

**Hinges—****WROUGHT IRON HINGES—**

Rolled Blind Hinges, Nos. 32 and 34.....	50&10%
Rolled Plate.....	70%
Rolled Raised.....	
6 to 12 in., # lb.....	3&8½¢.
14 to 20 in., # lb.....	2¼¢ @ 3¼¢.
22 to 36 in., # lb.....	2¼¢ @ 3¢.

**STRAP AND T HINGES.**

New List, March 15, 1901.	
Light Strap.....	75%
Heavy Strap.....	80%
Light T.....	70%
Heavy T.....	66½%
Extra Heavy T.....	75&10%
Long Chest.....	60%
Hinge Hasps and Staples.....	60%
Crate Hinges.....	75%
Crate Hasps.....	60%
Corrugated Heavy Strap.....	80%
Corrugated Extra Heavy T.....	75&10%

Japanned Light Strap.....	60%
Japanned Heavy Strap.....	50&10&5%
Japanned Light T.....	60%
Japanned Heavy T.....	50&10&5%
Japanned Extra Heavy T.....	55%
Japanned Hinge Hasps.....	50%
Japanned Long Chest.....	60%
Japanned Crate Hinges.....	60%
Galvanized Hinges with Iron Pins.....	65&10%
Galvanized Hinges with Brass Pins.....	60&10%

**SPRING HINGES—**

Bommer's Brothers.....	
Bommer Spring Hinges.....	40%
Bommer B. B. Floor Hinges.....	40%
Bardley's Patent Checking.....	15%
Chicago.....	20%
Sargent's List, 1894:	
Bronze Metal.....	70&10&10%
Japanned Surface, Single.....	70&10%
Japanned Surface, Double.....	60&10%
Mortise.....	70&10%
Model.....	70&70&10&10%
Tuscan Surface, Single.....	70%
Tuscan Surface, Double.....	60&10%
Vigilant.....	60%
Union Spring Hinge Co.'s List, March, 1894.....	30%
Union Mfg. Co.....	25%
Wiles, No. 1, # gr., \$16.00; No. 2, \$13.00.....	

**GATE HINGES—**

Clark's, Nos. 1, 2, 3.....	50&10&60&10%
N. E., # doz. \$7.60.....	60%
N. E., Reversible, # doz. \$5.60.....	60%
N. Y. State, # doz. \$4.90.....	60%
Shepard's, Nos. 1, 2, 3.....	60&10%
Western, # doz. \$4.20.....	60%

**BLIND HINGES—**

Clark's: Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....	70&10%
Mortise Gravity.....	50%
Nos. 1, 3, 5.....	70&10%
Nos. 40 and 50.....	70%
Parker.....	70&10%
Sargent's, Nos. 1, 3, 5, 11, 13.....	70&10%
W. H. Co.'s No. 2 Mortise Gravity.....	60%
Stanley's Steel Gravity Blind Hinges, with Screws, \$1.30 # doz. sets.....	80&10%

**Hitching Cords—**

Covert Mfg. Co.....	45%
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**Hoes—**

Steel Goods Association List, Aug. 1, 1899.....	
Asphalt Hoes.....	65%
Cotton Hoes.....	70&10&10&5&2%
Cotton Chopper Hoes.....	75&10&7½%
Garden Hoes.....	75&2%
Harper's No. 7 Mortar Hoes.....	65%
Jersey Hoes.....	65%
Kretzinger, Cut-Ezy.....	75&5%
Ladies' Cotton Hoes.....	75&10&7½%
Laid Steel Edge Hoes.....	25&5&2%
Meadow and Rhode Island Hoes.....	75&5&2½%
Mortar and Street Hoes.....	75&7½&2%
Planter Hoes, Regular Pattern.....	70&30%
Rough Finish Shank Cotton Hoes.....	75&12½%
Special Hoes.....	75&10&2%
Special Mortar Hoes.....	40&10&2½%
Sunhem Meadow Hoes.....	75&5&2½%
Tobacco Hoes.....	75&30%
Toy Ladies' and Boys' Hoes.....	70&10&10%
Truck Hoes.....	50&10&2%
Warren Hoes.....	60%
Weeding Hoes and Rakes.....	75%

**Hollow Augers—**

See Augers and Bits.

**Hollow Ware—****ENAMELED—**

Agate Nickel Steel Ware, list July, 1899.....	85%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....	40&10%
Second Quality, Agate Nickel Steel.....	65%
Second Quality, Granite.....	70&10&70&10&10%
Iron Clad: Peppered Ware, high list.....	70%
Mottled Ware, high list.....	75%
Never Break Enameled.....	50&5&50&10%

**STOVE HOLLOW-WARE—**

Ground.....	60&10%
Unground.....	70%

**WHITE ENAMELED-WARE—**

Boilers and Saucepans.....	50&50&10%
Maslin Kettles.....	70&10&75&5%
Tinned Boilers and Saucepans.....	50&50&10%

**SILVER-PLATED—**

4 mo. or 5% cash in 30 days.	
Hartford Silver-Plate Co.....	40&5%
Holmes & Edwards Silver Co.....	40&15&5%
Meriden Britannia Co.....	40&5%
Reed & Barton.....	40&5%
Rogers & Brother.....	40&5%
Simpson, Hall, Miller & Co.....	40&5%
William Rogers Mfg. Co.....	40&10%

**Hooks—****AGRICULTURAL—**

Potato, all kinds.....	70%
Manure.....	70%
Iowa F. T. Co.'s Clam.....	60&10&2½%

**BUSH—**

Jennings & Griffin's.....	38½&5%
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**CORN—**

Kretzinger Cut-Ezy.....	# doz. \$3 net
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**CAST IRON—**

Bird Cage, Sargent's list.....	60&10&10%
Bird Cage, Reading.....	60&60&10%
Bird Cage, Williamson.....	50%
Ceiling, Sargent's list.....	50&10%
Chandelier.....	70%
Clothes Line, Sargent's list.....	50&10%
Coat and Hat, Sargent's list.....	50&10%
Coat and Hat, Reading.....	60&10%
Coat and Hat, Stowell's.....	70%
Harness, Sargent's list.....	50&60&10%
Lamp.....	55%
Picture.....	75%
Screw Hat.....	70%
Wardrobe.....	55%

**WROUGHT IRON AND STEEL—**

Cotton.....	# doz. \$1.25
Cotton Pat. (N. Y. Mallet & Handle Works).....	30%
Hammock Hooks, E. C. Stearns, # doz.....	50c
Picture, T. & S. Mfg. Co.....	75%
Tassel, T. & S. Mfg. Co.....	50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.	

**MEAT—**

Enterprise.....	40%
Humason & Beckley.....	60&10%

**WIRE—**

Atlas Coat and Hat.....	45%
Belt.....	75¢ @ 75&10%
Crescent, Coat and Hat.....	50&10&60%
Wire Coat and Hat, Acme.....	50&10&50%
Wire Coat and Hat, Gem.....	50&10&50%
Wire Ceiling, Gem.....	50&10&50&10&50%
Wire Coat and Hat, Standard.....	45%

**MISCELLANEOUS—**

Covert Mfg. Co.: Safety Gate and Scuttle Hooks.....	35%
Grass.....	No. 2, \$1.65; 3, \$1.80; 4, \$2.00
Hooks and Eyes—Brass.....	60&10%
Hooks and Eyes—Mal. Iron.....	70&70&10%
Cotton, Box and Hay.....	60&60&10%

**Horse Clippers—**

See Clippers.

**Horse Nails—**

Nos. 6 7 8 9 10	
A. C. ....	25c 23c 22c 21c 21c

**Jack Screws—**

See Screws.

**Kettles—**

Span Brass, Plain ..... 15¢@20¢  
 Span Brass, plated inside with White Metal ..... 10¢@15¢

**Knives—**

**Ames'—**  
 Bread Knives,  $\frac{1}{2}$  doz. \$1.50 ..... 20¢  
 Butcher Knives ..... 25¢  
 Shoe Knives ..... 25¢  
 Cronk's Chopping ..... 35¢  
 Dunlap Kitchen and Bread Knives ..... 25¢  
 Foster Bros.' Butcher, &c. .... 30¢  
**Goodell's—**  
 Bread Knives Ass'n list ..... net  
 Butcher ..... net  
 Shoe Knives ..... 40¢  
 Hay and Straw, see Hay Knives.  
 Table and Pocket, see Cutlery.  
 Wilson's Butcher Knives ..... net

**Knives, Hay and Straw—**  
 See Hay Knives.

**Knobs—**

Bardsley's Wood Door, Shutter and Base ..... 10¢  
 Base Rubber Tip,  $\frac{1}{4}$  in. Bead,  $\frac{1}{2}$  gr. \$1.50  
 Carriage, Jap. .....  $\frac{1}{2}$  gr. 80¢. 60¢  
 Door Mineral, R. & E. list ..... 50¢  
 Door Por. Jap'd ..... 50¢  
 Door Por. Nickel, " " ..... 50¢  
 Picture, Judd's ..... 50¢@10¢  
 Picture, Sargent's ..... 60¢@10¢  
 Yale & Towne Wood ..... net

**Latches—**

Cronk's Barn Door ..... Net, \$2.25  
 Lane's Barn Door ..... 40¢@40¢@10¢

**Lawn Mowers—**

Champion ..... 75¢@10¢  
 Clipper Improved ..... 50¢@10¢@10¢  
 Continental ..... 60¢@10¢  
 Enterprise ..... 40¢@10¢  
 Genuine Philadelphia Mowers:  
 Styles M., S., C., K., T. .... 70¢@10¢  
 Style A. (all steel) ..... 60¢@10¢  
 Style E., Low Wheel ..... 60¢@10¢  
 Style E., High Wheel ..... 70¢@10¢  
 Drexel, low list ..... 60¢  
 Gold Coins, low list ..... 60¢  
 Great American ..... 70¢@10¢  
 Imperial ..... 60¢@10¢@10¢  
 New Departure, High Wheel ..... 70¢@10¢  
 New Departure, Low Wheel ..... 75¢  
 New Easy ..... 60¢@10¢@10¢@10¢  
 New York ..... 60¢@5¢  
 Pastime:  
 12 in. 14 in. 16 in.  
 \$6.00 \$6.25 \$6.50 each net  
 Pennsylvania ..... 60¢@10¢  
 Racine ..... 60¢  
 Rapid Transit ..... 70¢@10¢  
 Standard ..... 60¢@5¢  
 Sunbeam ..... 60¢@10¢

**Lawn Sprinklers—**

Enterprise ..... 25¢@90¢  
 Gibbs' Arc .....  $\frac{1}{2}$  doz. \$10.00  
 Gibbs' Hustler .....  $\frac{1}{2}$  doz. 5.00  
 Philadelphia Lawn Mower Co.:  
 Philadelphia Lawn Sprinkler:  
 No. 1. No. 2. No. 3.  
 $\frac{1}{2}$  doz. \$12.00 \$15.00 \$24.00 ..... 30¢

**Leaders—**

Covert Mfg. Co. Cattle ..... 45¢

**Lead Pipe, Etc.**

Lead Pipe, full lengths ..... 6c  
 Lead Pipe, cut lengths ..... 6½c  
 Lead Pipe, Tin Lined ..... 12½c  
 Block Tin Pipe ..... 37½c  
 Sheet Lead, full rolls ..... 7c  
 Sheet Lead, cut rolls ..... 8c  
 Quantity discount, 20%

**Lemon Squeezers—**

Berger Bros.  $\frac{1}{2}$  doz. 8-in. \$1.00; 10-in. \$1.40 ..... 20¢  
 Dean's, Nos. 1,  $\frac{1}{2}$  doz. \$3.50; 2, \$3.85; 3, \$1.65; Queen, \$2.50, net  
 Hotchkiss, Straight Flush,  $\frac{1}{2}$  doz. \$9.60  
 Jennings' Star .....  $\frac{1}{2}$  doz. \$1.90@2.00  
 Little Giant ..... 50¢@50¢@5¢  
 Porc. Lined, Iron ..... \$3.25@3.50  
 Porc. Lined, Wood .....  $\frac{1}{2}$  doz. \$6.00  
 80¢@10¢@40¢  
 Wood, Common,  $\frac{1}{2}$  gross, No. 0, \$5.00;  
 No. 1, \$6.50; No. 2, \$10.00

**Letter Box Plates—**

Name Door Plate ..... 50¢@50¢@10¢  
 Name Plate ..... 70¢  
 Number Door Plate ..... 60¢@60¢@10¢  
 Sargent's ..... 60¢@10¢@70¢

**Levels—**

C. E. Jennings & Co.'s:  
 Hexagon ..... 2½¢@10¢  
 Iron Bench, new design ..... 25¢@10¢

**Lifters—**

See Transom Lifters.

**Lines—**

Cotton and Linen Fish, Draper's ..... 50¢  
 Cotton Chalk, 20 feet ..... 60¢@10¢  
 Cotton Trot ..... 33½¢  
**Masons'—**  
 Colored Cotton ..... 40¢@10¢  
 Flax ..... 40¢@10¢  
 No. 0 to 5 ..... 2¢

Samson Cotton, No. 4, \$2.00; No. 4½ \$2.50 ..... 10¢  
 Silver Lake, Braided, No. 0, \$6.00  
 No. 1, \$6.50; No. 2, \$7.00; No. 3, \$7.50  $\frac{1}{2}$  gross ..... 25¢@30¢  
 Ventilator Cord, Samson Braided,  
 White or Drab Cot.  $\frac{1}{2}$  doz. \$7.50 ..... 20¢  
 Wire Clothes, 100 feet, No. 18, \$2.25;  
 No. 19, \$2.00; No. 20, \$1.75.

**Loaded Shells—**

See Ammunition.

**Locks—**

**DOOR LOCKS, LATCHES, &c.**  
 Branford Lock Co. .... net prices  
 Champion Night Latches ..... 40¢  
 Lockwood Mfg. Co. .... 50¢  
 Moore's Elevator Door ..... 40¢  
 Norwalk Lock Co. .... 40¢  
 Plate ..... 35¢  
 R. & E. Mfg. Co. .... 45¢@10¢  
 Reading Hardware Co. .... 40¢  
 Sargent & Co. .... 40¢@40¢@10¢  
 Yale ..... net prices

**CABINET—**

Eagle Lock Co. .... 33½¢  
 Corbin ..... 33½¢  
 Yale ..... 33½¢

**PADLOCKS—**

Acme Bicycle and Satchel,  $\frac{1}{2}$  doz. \$9.00 ..... 40¢  
 Ames Sword Co. .... 40¢  
 Brown's Brass ..... 25¢  
 Brown's Chain ..... 25¢  
 Champion ..... 40¢  
 Eagle ..... 40¢  
 Scandinavian ..... 90¢@25¢  
 McWilliams ..... 25¢  
 Smith & Egge Bicycle ..... 50¢  
 Wrought Iron ..... 75¢@10¢  
 Yale Lock Co. .... net prices

**TRUNK—**

Corbin's ..... 25¢@10¢  
 Eagle ..... 25¢@10¢

**Machine Bolts—**

See Bolts.

**Mail Boxes—**

See Boxes, Mail.

**Mallets—**

Sargent's List:  
 Hickory ..... 50¢@50¢@10¢  
 Lignumvita ..... 50¢@50¢@10¢

**Mattocks—**

Cronk's Garden ..... 25¢  
 Regular Goods ..... 60¢@10¢

**Meat Cutters—**

American ..... 30¢  
 Nos. 1 2 3 4 B 5  
 Esch. \$5 \$7 \$10 \$25 \$50 \$60  
 Dixon's .....  $\frac{1}{2}$  doz. 38½¢  
 Nos. 1 2 3 4  
 \$14 \$17 \$19 \$30  
 Enterprise ..... 25¢@25¢@7½¢  
 Nos. 5 10 12 20 22 32  
 Esch. \$2 \$3 \$2.50 \$5 \$4 \$6  
 Hales Pattern,  $\frac{1}{2}$  doz. .... 70¢@70¢@5¢  
 Nos. 11 12 13  
 \$27 \$33 \$45  
 Home No. 1,  $\frac{1}{2}$  doz. \$38 ..... 60¢  
 Little Giant ..... 50¢@10¢  
 Nos. 805 810 812 820 822  
 \$35 \$48 \$44 \$72 \$48  
 Miles' Challenge,  $\frac{1}{2}$  doz. .... 45¢@45¢@10¢  
 Nos. 1 2 3  
 \$22 \$20 \$40  
 Woodruff's,  $\frac{1}{2}$  doz. .... 33½¢  
 Nos. 100 150  
 \$15 \$18  
 Beef Shavers (Enterprise) ..... 25¢@30¢  
 Chadborn's Smoked Beef Cutter .....  $\frac{1}{2}$  doz. \$60.00

**Meat Juice Extractors—**

Enterprise ..... 25¢@30¢

**Metals, Anti-Friction—**

Magnolia Metal Co.:  
 Magnolia, Anti-Friction ..... 25¢  
 No Name ..... 15¢  
 Mystic ..... 10¢  
 f. o. b. New York or Chicago.

**Melting Ladles—**

Monroe's Patent .....  $\frac{1}{2}$  doz. \$4.00, 40¢  
 P. S. & W. .... 35¢@10¢@40¢  
 Reading ..... 50¢@10¢  
 Sargent's ..... 60¢@60¢@10¢  
 Warner's ..... 30¢

**Mitre Boxes—**

C. E. Jennings & Co. .... 40¢  
 Seavey's,  $\frac{1}{2}$  doz. \$30 ..... 40¢

**Mop Wringers—**

Matchless (Canton, O.),  $\frac{1}{2}$  doz. .... \$12.00

**Motors—**

**COFFEE MILL—**  
 Specialty Novelty Co. .... each \$5.00

**Nails—**

**WIRE AND CUT NAILS—**  
 See Review of the Markets for quotations.  
 Wire Nails and Brads, Papered, Ass'n list, July, 1899 ..... 85¢@5¢@10¢

**PICTURE—**

Brass Head, Combination list ..... 50¢  
 Brass Head, Sargent's list ..... 70¢@70¢@5¢  
 Niles' Patent ..... 40¢  
 Porcelain Head, Comb'n list ..... 40¢  
 Porcelain Head, Sargent's list ..... 50¢

**FURNITURE—**

Antique Bronze ..... 10¢  
 China ..... 25¢  
 Fire Gilt ..... 10¢  
 Plain ..... 40¢

**Nail Pullers—**

Ajax, 5 lbs. ....  $\frac{1}{2}$  doz. net \$7.50  
 Black Hawk,  $\frac{1}{2}$  doz. .... \$9.00  
 Cyclops ..... 35¢  
 Eclipse,  $\frac{1}{2}$  doz. 18.00, 23¢@10¢@10¢  
 Eureka, No. 74 .....  $\frac{1}{2}$  doz. net \$4.50  
 Eureka, No. 75 .....  $\frac{1}{2}$  doz. net 8.00  
 Giant, No. 1,  $\frac{1}{2}$  doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00 ..... 30¢@5¢  
 Lightning .....  $\frac{1}{2}$  doz. \$18.00, 30¢  
 National .....  $\frac{1}{2}$  doz. 24.00, 40¢  
 Pelican .....  $\frac{1}{2}$  doz. \$9.00, 40¢@40¢@10¢  
 Scranton, No. 2 .....  $\frac{1}{2}$  doz. \$10.00  
 Scranton, No. 3 .....  $\frac{1}{2}$  doz. 9.00

**Nail Sets—**

Buck Bros. .... 27½¢  
 Cannon's Diam'd Point,  $\frac{1}{2}$  gro. \$12, 25¢  
 Humason's ..... 50¢@10¢

Hunters' Cup Point, Knurled .....  $\frac{1}{2}$  gro. \$10.00  
 Hunters' Cup Point, Plain ..... 9.00  
 Octagon ..... 4.00@4.75  
 Round, assorted ..... 3.00@3.25  
 Square ..... 4.00@4.25

**Snells—**

Octagon ..... \$4.75  
 Corrugated ..... 6.50  
 Knurled ..... 9.00

**Nippers—**

Acme ..... 50¢  
 Smith's Cutting ..... 50¢  
 Todd's Cutting ..... 50¢

**Nut Crackers—**

Acme, Japanned ..... \$30.00, 40¢  
 Acme, Nickel Plated ..... 30.00, 20¢  
 Turner & Seymour Mfg. Co. .... 50¢

**Nuts—**

Hot pressed, square, blank ..... Off list.  
 Hot pressed, hexagon, blank ..... \$5.60  
 Hot pressed, square, tapped ..... 6.80  
 Hot pressed, hexagon, tapped ..... 5.60  
 Cold punched, plain, square, blank 5.20  
 Cold punched, hexagon, square, blank ..... 5.60  
 Cold punched, plain, square, ..... 5.60  
 Cold punched, plain, hexagon, tapped ..... 5.60

**Oilers—**

Brass and Copper ..... 40¢@10¢@50¢  
 Cushman & Denison's:  $\frac{1}{2}$  doz. \$50  
 Gem ..... \$50  
 Leader ..... 60¢  
 Perfect Oilers ..... 1.50  
 Star Pocket Oilers ..... .75

Draper's:  
 Brass ..... 70¢@10¢  
 Steel ..... 70¢@10¢

Malleable, Hammers, New Style, same list ..... 10¢@5¢@20¢  
 "Paragon," Brass ..... 50¢@10¢  
 "Paragon," Zinc ..... 50¢@10¢@60¢  
 Tower & Lyon Bicycle ..... 25¢  
 Wilnot & Hobbs Mfg. Co.'s Steel  
 Anti Rust ..... 70¢@10¢@75¢  
 Zinc and Tin ..... 60¢@10¢@65¢

**Oil Stones, etc.—**

**OIL STONES—**  
 Pike's Washita:  
 Lily White,  $\frac{1}{2}$  lb. .... \$ .60  
 Pike's Washita Mounted No. 1:  $\frac{1}{2}$  doz. 8x2 ..... \$18.00  
 7x2 ..... 11.00  
 6x2 ..... 10.00  
 5x2 ..... 9.00  
 4x1½ ..... 7.00  
 3½x1 ..... 5.50  
 Discount, 33½¢@10¢.

Pike's Washita Axe Stones:  
 About 2x2x½ to 1½,  $\frac{1}{2}$  lb. .... \$ .24  
 About 2x2x½, extra selected ..... .40  
 Discount, 33½¢.

India Oil Stones ..... 25¢@33½¢

**Packing, Steam—**

**RUBBER—**  
 Boston Belting Co.:  
 "Boston" ..... 60¢  
 "Excelsior" Plumbago, Pure,  $\frac{1}{2}$  lb. \$1.00 ..... 50¢@10¢  
 Extra ..... 60¢  
 Standard, Fair Quality ..... 70¢@10¢@75¢  
**MISCELLANEOUS—**  
 American Packing ..... 9¢@10¢  
 Cotton Packing ..... 13¢@14¢  
 Italian Packing ..... 10½¢@12¢  
 Jute ..... 5¢@15¢  
 Russian Packing ..... 12¢@13½¢

**Padlocks—**

See Locks.

**Paras—**

**APPLE—**  $\frac{1}{2}$  doz. \$4.50  
 Advance ..... \$4.50  
 Baldwin ..... 5.00  
 Bonanza ..... each 5.00  
 Dandy ..... each 7.50  
 Eureka, 1898 ..... each 16.00  
 Family Bay State ..... 12.00  
 Improved Bay State ..... \$27@30.00  
 Little Star ..... 4.00  
 New Lightning ..... 5.50

Penn ..... 8.75  
 Perfection ..... 4.00  
 Reading, 78 ..... 4.00  
 Reading, 78 ..... 7.00  
 Scott's Pat. Rotary ..... \$15.00, 30¢  
 Turntable, Old Style ..... 4.50  
 Turntable, 1898 ..... 5.50  
 White Mountain ..... 4.00

**POTATO—**  $\frac{1}{2}$  doz.  
 Saratoga ..... \$5.50  
 White Mountain ..... 4.50

**Pencils—**

Dixon's:  $\frac{1}{2}$  gro. \$3.67@8.75  
 Carpenter's ..... \$3.67@8.75  
 Carpenter's, Blue or Red  
 Lead ..... 4.00@7.50  
 Lead ..... 2.18@4.88  
 Lumber ..... 6.87  
 Mascot, Hexagon ..... 3.75  
 Mascot, Round ..... 3.10

**Percussion Caps—**

See Ammunition

**Picks—**

Railroad or Adze Eye, 5 to 8, \$12.00.  
 6 to 7, \$13.00 ..... 60¢@10¢@10¢@10¢

**Planes and Plane Irons—**

**WOOD PLANES—**

Bailey's (Stanley R. & L. Co.)  
 50¢@10¢@60¢  
 Bench, First Quality ..... 45¢@45¢@10¢  
 Bench, Second Quality ..... 50¢@50¢@10¢  
 C. E. Jennings & Co. .... 50¢@10¢  
 Molding ..... 40¢@5¢

**IRON PLANES—**

Chaplin's Iron Planes ..... 50¢@10¢@60¢  
 C. E. Jennings & Co., Iron ..... 50¢@10¢  
 Sargent's ..... 60¢  
 Standard Tool Co. .... 50¢@50¢@5¢  
 Stanley Rule & Level Co.:  
 Bailey's ..... 50¢@100  
 Miscellaneous ..... 25¢@10¢  
 Steer's Iron Planes ..... 50¢@15¢

**PLANE IRONS—**

Auburn "Thistle" ..... 80¢@10¢@40¢  
 Ohio ..... 80¢@10¢@40¢  
 Sandusky ..... 30¢  
 Buck Bros. .... 30¢  
 Butcher's ..... \$5.00@5.25 to 2  
 C. E. Jennings & Co. .... 25¢@10¢  
 Stanley Rule & Level Co. .... 50¢@10¢  
 L. & I. J. White ..... 20¢@5¢@25¢

**Pliers and Nippers—**

Button's ..... 70¢  
 Carew's Pat. Wire Cutters ..... 25¢  
 Cronk's:  
 Button Pattern ..... 70¢  
 Fencing Pliers,  $\frac{1}{2}$  doz. \$12.00 ..... 25¢  
 Flat and Round Nose ..... 40¢  
 Gas Pliers, No. 100 ..... 40¢  
 Stubb's Pat. Pliers ..... 50¢  
 Wire Cutter and Bender ..... 60¢  
 Hall's Nippers,  $\frac{1}{2}$  doz. No. 2, 5 in. \$18.50; No. 4, 7 in. \$21.00 ..... 40¢@10¢  
 Hall's Pliers ..... 70¢  
 Humason & Beckley Mfg. Co. 50¢@50¢@10¢  
 Wm. Johnson's Gas Pliers ..... 68½¢  
 Morrill's Parallel,  $\frac{1}{2}$  doz. \$12.00 ..... 80¢@5¢  
 Smith's Side Cutting ..... 25¢  
 P. S. & W. Cast Steel ..... 50¢@50¢@5¢  
 P. S. & W. Timmers' Cutting Nippers ..... add 6¢ dis. 10¢

**Plow Bolts—**

See Bolts.

**Plumbs and Levels—**

Cook's ..... 40¢@10¢@10¢  
 Davis:  
 Inclinoimeters ..... 30¢  
 Iron Levels ..... 25¢@10¢  
 Diaston's ..... 70¢  
 Machinists' ..... 25¢  
 Pocket Levels ..... 70¢@10¢@75¢  
 Stanley's ..... 70¢@10¢@70¢@10¢  
 Stanley's Duplex ..... 25¢@10¢@10¢  
 Stratton's Pat. ..... 25¢  
 Wood's Extension Sight ..... 25¢

**Poachers—**

See Egg Poachers.

**Police Goods—**

Tower & Lyon's ..... 35¢

**Polish Metal—**

Prestoline Liquid, New List ..... 40¢  
 Prestoline Paste ..... 33½¢@40¢  
 U. S. Metal Polish Paste, 8-oz. boxes,  $\frac{1}{2}$  doz ..... \$ .50  
 $\frac{1}{2}$  gross ..... 4.50  
 ½ lb. boxes,  $\frac{1}{2}$  doz ..... 1.25  
 1 lb. boxes,  $\frac{1}{2}$  doz ..... 2.25  
 U. S. Liquid, 8-oz. cans,  $\frac{1}{2}$  doz ..... 1.25  
 $\frac{1}{2}$  gross ..... 12.00  
 Barkeeper's Friend Metal Polish,  $\frac{1}{2}$  doz ..... 1.75  
 $\frac{1}{2}$  gross ..... 18.00

**Polish, Stove—**

Dixon's Plumbago .....  $\frac{1}{2}$  lb  
 Joseph Dixon's .....  $\frac{1}{2}$  gro. \$5.75, 10¢  
 Gem .....  $\frac{1}{2}$  gro. 4.50, 10¢

**Poppers, Corn—**

Round or square,  $\frac{1}{2}$  doz.  $\frac{1}{2}$  gro.  
 1 qt. .... \$ .75 \$ 7.00  
 1½ qt. .... .85 9.50  
 2 qt. .... 1.15 10.50  
 Quincey Corn Popper, 1 qt.,  $\frac{1}{2}$  doz. \$8.00; 2 qt., \$4.00 ..... 33½¢

**Post Hole Diggers—**

Diaston's Samson Digger ..... \$34.00, 25¢  
 Iwan's Split Handle,  $\frac{1}{2}$  doz. net ..... \$8.50  
 Iwan's Perfection,  $\frac{1}{2}$  doz. net ..... \$9.00  
 Ryan's .....  $\frac{1}{2}$  doz. \$20.00, 25¢



**Post Hole Augers—**

Iwan's Patent Improved.....40%  
 Vaughan's, 6 to 9 in., # doz. net.....\$6.00

**Potato Hooks, etc.—**

Hoe Down Hooks.....75&10&2%  
 Hop Hooks.....60&10&2%  
 Potato Hooks.....70%

**Powder—**

See Ammunition.

**Presses—**

See Fruit and Jelly Presses.

**Primers—**

See Ammunition.

**Pruning Hooks and Shears—**

Cronk's Pruning Shears.....39%  
 Cronk's Heavy Pattern, # doz., \$2.50 net  
 Diston's Combined Pruning Hook  
 and Saw.....# doz., \$18.00, 25&25&10%  
 Diston's Pruning Hook, # doz.,  
 \$12.00, 25&25&10%

**Henry's:**

Pruning Shears.....5%  
 Orange.....50&30%  
 Grape.....50&10%  
 Tree Pruners.....75%  
 E. S. Lee & Co.'s Pruning Tools.....40%  
 P. S. & W. Co.'s Shears.....60%  
 Waters' Tree Pruners.....75&10%  
 Wheeler, M. & C. Co.'s Combina-  
 tion.....# doz., \$12.00, 25&10%

**Pulleys—**

Awning.....60&60&10%  
 Axle.....50&10&20%  
 Brass Screw.....45&10%  
 Ceiling.....50&10&20%  
 Clothes Line, Japanned.....60%  
 Common Sause.....60%  
 Dumb Waiter.....60&60&10%  
 Empire Sash Pulley.....60%  
 Fox-all-steel:  
 Nos. 8 & 7, 2 1/4-inch wheel, # doz., 2%  
 No. 9, 1 3/4-inch wheel, # doz., 30%  
 No. 10, 2-inch wheel, # doz., 25%  
 Extra for plated finish, # doz., 20%  
 Extra for antique bronze bushing,  
 # doz., 10%  
 Hay Fork, Swivel Eye, # doz.,  
 4-inch, \$3.75; 6-inch, \$5.00.....55%  
 Hay Fork, Hartz, 4 1/4-inch, # doz.,  
 \$6.00.....50&10%  
 Hay Fork, 5-inch, Solid, \$5.70.....50%  
 Hot House.....50&10&20%  
 Stowell's Anti-Friction, 5-in. Wheel,  
 # doz., \$12.00.....40%  
 Side, Anti Friction.....50%  
 Shade Rack.....45%  
 Upright.....50&10&20%  
 50&10&20%  
 50&10&20%  
 50&10&20%

**Pumps—**

Cistern, Best Grades.....50&10&20%  
 Pitcher Spout, Best Grades.....70&10%  
 F. E. Myers & Bro.:  
 No. 1, Fig. 828, 8 in. Shallow  
 Well Pump.....\$13.00  
 No. 8, Fig. 828, 3 1/2 in. Shallow  
 Well Pump.....15.00  
 No. 5, Fig. 807, 8 in. Deep Well  
 Pump.....15.00  
 No. 6 1/2, Fig. 807, 3 1/2 in. Deep  
 Well Pump.....17.00  
 No. 14, Fig. 521, 8 inch Deep or  
 Shallow Well Pump.....15.00  
 No. 82, Fig. 523, 8 in. Deep Well  
 Pump.....17.00  
 No. 56, Fig. 831, 8 in. Shallow  
 Well Pump.....14.00  
 No. 60, Fig. 822, 3 1/2 in. Shallow  
 Well Pump.....17.00  
 No. 70, Fig. 833, 2 1/2 in. Deep  
 Well Pump.....15.00  
 No. 72, Fig. 833, 8 in. Deep Well  
 Pump.....15.00  
 No. 73, Fig. 833, 3 1/2 in. Deep  
 Well Pump.....16.00  
 No. 102, Fig. 448, 8 inch Lift  
 Pump.....9.00  
 No. 108, Fig. 448, 3 1/2 in. Lift  
 Pump.....11.00  
 No. 123, Fig. 510, 8 in. Lift  
 Pump.....7.00  
 No. 131, Fig. 510, 3 1/2 in. Lift  
 Pump.....8.50  
 No. 225, Fig. 880, Windmill  
 Pump.....12.50  
 No. 235, Fig. 403, Windmill  
 Pump.....16.00  
 No. 240, Fig. 406, Regulator  
 Pump.....28.00  
 No. 285, Fig. 572, Cyclone Tank  
 Force Pump.....16.00  
 No. 287, Fig. 483, Geyser Tank  
 Force Pump.....16.00  
 No. 293, Fig. 518, Low Down  
 Tank Force Pump.....16.00  
 No. 302, Fig. 477, Spray Pump,  
 complete.....11.50  
 No. 320, Fig. 492, Bucket Spray  
 Pump.....5.00  
 No. 330, Fig. 547, Knapsack  
 Spray Pump.....10.00  
 Discount, 50% f. o. b. Ashland.

**Punches—**

Bemie & Call Co.'s:  
 Cast Steel Drive.....50&5%  
 Check.....55%  
 Spring.....50&5%  
 Springfield Socket.....65%  
 Morrill's Universal.....35%  
 Niagara Hollow.....45%  
 Niagara Solid.....55%  
 Saddlers' or Drive, good.....60&65%  
 Snell's Tinners.....50%

Spring, good quality, # doz., \$1.70@1.80  
 Spring, Leach's Pat.....15%  
 Tinners' Solid, P. S. & W. Co.,  
 # doz.....\$1.44, 55%  
 Tinners' Hollow, P. S. & W. Co.,  
 # doz.....20&2%

**Rail—**

Barn Door, Light, In. 1 1/2 5/8 3/4  
 # 100 feet.....\$1.40 1.85 2.60  
 Barn Door, "None Better" No. 1,  
 # foot.....3%  
 Barn Door, "None Better" No. 2,  
 # foot.....4%  
 B. D. for N. E. Hangers:  
 Angular, # foot, 6c.....70%  
 Double Flange, # foot, 8c.....70%  
 Carrier Steel Rail, # foot.....4%  
 Cronk's:  
 O. N. T. Style, No. 18.....3 c  
 Double Braced.....3 1/2%  
 Lane's:  
 O. N. T., 1 in.....\$2.65  
 O. N. T., 1 1/4 in.....3.75  
 Standard, 1 1/4 in.....3.75  
 Stowell's Wrought Steel.....85%  
 Sliding Door, Bronzed Wrought  
 Iron, # foot.....6 1/2%  
 Sliding Door, Steel, Brass Plated,  
 # foot.....5 1/2%  
 Sliding Door, Wrought Brass, 1 1/2 in.  
 # lb, 36c.....10&20%  
 Victor Track Rail, 7c # ft. 60&10&2%  
 60&10&2%

**Rakes, Etc.—**

Cronk's:  
 Wrought Steel Garden.....60&20%  
 Queen City Lawn.....40%  
 Steel Garden Rakes.....70&5&2%  
 Steel Garden Rakes Stamped Blank.....75%  
 Steel Road Rakes.....65%  
 Steel Tar or Asphalt Rakes.....5%  
 Turf Edger.....60&10%  
 Prize Bow Braced Steel.....70&5&2%  
 Peerless Shank.....70&5&2%  
 Peerless Socket.....70&5&2%  
 Level Head Shank.....70&5&2%

**Rasps, Horse—**

Disston's.....70%  
 New Nicholson Horse Rasp.....70%  
 See also Files.

**Razors—**

Electric.....List net  
 "John Engstrom".....net prices  
 J. R. Torrey Razor Co.....20%  
 Wostenholm and Butcher, \$10.00 to  
 2.....10%

**Registers—**

HOT AIR—  
 New List, Feb. 1, 1899:  
 Black Japanned.....50&10%  
 White Japanned.....40&10%  
 Bronzed Finishes.....40%  
 Electro Plated.....40%  
 Nickel Plated.....50&10%  
 White Porcelain.....20&10%  
 Solid Brass and Bronze Metal.....20&10%

**Rings—**

See Bull and Hog Rings.

**Rivets and Burrs—**

Belt with Burrs.....40&5&40&10%  
 Hose with Burrs.....40&5&40&10%

**IRON—**

List, Nov. 1, 1894.  
 Ordinary, in bulk.....70%  
 Thousand, in bulk.....70%  
 Thousand in papers.....70%  
 Coopers', in bulk.....70%  
 Block and Carriage, in papers.....70%  
 Hame.....70%  
 Belt with Burrs, Tinned or Cop-  
 pered.....70%

**Rivet Sets—**

Regular List.....70%

**Rollers—**

Lane's, Stay.....33 1/2%

**Rope—**

Cotton Rope, Best, # lb  
 1/4 inch and larger.....15c  
 Medium, 1/4 in. and larger.....12c  
 Common, 1/4 in. and larger.....10 1/2%  
 Jute Rope:  
 A grade.....6 1/2%  
 C grade.....5 1/2%  
 Manila:  
 7-16 in. and larger.....10 1/2%  
 3/4 in.....11 c  
 1/2 and 5-16 in.....11 1/2%  
 Hay Rope, Medium.....11 c

**Sisal:**

7-16 in. and larger.....8 c  
 3/4 in.....8 1/2%  
 1/2 and 5-16 in.....9 c

**Rules—**

Athol, Steel.....33 1/2%  
 Boxwood.....75&10&10&10%  
 Ivory.....35&10&35&10&10%  
 Lufkin's:  
 Steel.....55%  
 Lumber.....50&10%  
 Miscellaneous, Stanley's.....55&10%  
 Starrett's Rules and Straight Edges,  
 Steel.....25&10

**Sad Irons—**

Chinese Laundry.....# lb 4 1/2%  
 Chinese Sad.....8 1/2%  
 Crown, Polished.....# doz. \$6.50  
 Crown, Nickel.....# doz. 7.00  
 Common 4 to 10.....# lb 3 1/4&8 1/2%

**COLD HANDLED—**

Enterprise Mfg. Co. of Pa.....30&5%  
 Self-heating.....# doz. \$10.00, 2%  
 Self-heating, Tailors'.....# doz. 22.10, 23%  
 Sensible Nickel.....# doz. \$7.00  
 Sensible Polished.....# doz. 6.50  
 Sensible, Tailors'.....# lb 4 1/2%

**Safety Fuse—**

See Fuse.

**Safety Lifts—**

Burr Mfg. Co., Steel.....50&60%

**Sand and Emery Paper and Cloth—**

Baeder, Adamson & Co.'s:  
 Emery Cloth.....50&10%  
 Garnet Paper.....80&30&5%  
 Sand and Emery Paper.....50&10%

**Sash Balances—**

Caldwell Mfg. Co.....50%

**Sash Chain—**

Competition.....50&10%  
 Giant.....40%  
 Monarch.....40&10%  
 Red Metal.....40&10%  
 Steel.....40&10%

**Sash Cord—**

Cable Laid Italian.....# lb 16&18c  
 Cable Laid Russia.....# lb 13 1/2&14c  
 Common India.....# lb 10&10c  
 Patent Russia.....# lb 12 1/2&13c  
 Patent India.....# lb 10 1/2&12c  
 Samson:  
 "Mass." White, Cotton.....22 1/2&24c  
 "Samson" Braided White, Cotton.....# lb 28 1/2&30c  
 "Samson" Braided Drab, Cotton.....# lb 32 1/2&35c  
 "Samson" Braided Italian Hemp.....# lb 32 1/2&35c  
 "Samson" Braided Linen # lb 50&55c  
 Silver Lake:  
 A Quality, Drab.....# lb 40c, 5%  
 A Quality, White.....# lb 35c, 5%  
 B Quality, Drab.....# lb 35c, 5%  
 B Quality, White.....# lb 30c, 5%  
 United States:  
 B Quality.....# lb 18 1/2c  
 C Quality.....# lb 17 1/2c  
 White Cotton, Hard Braided.....# lb 18c

**Sash Fasteners, Holders, &c.**

Sash Lifts.....60&10&10%  
 Sash Lifts Flush.....50%  
 Sash Lifts With Lock.....60&10&10%  
 Sash Rollers.....70%  
 Shutter Bars.....60&10&10%  
 Shutter Sheaves.....60%  
 Window Screen Sash Lifts.....60&10%

**Sash Locks—**

Champion Meeting Rail.....70%  
 Champion Slide.....60%  
 Davis, Bronze, Barnes Mfg. Co.....50%  
 Etling's Ventilating.....40%  
 Fitch's:  
 Iron.....70%  
 Bronze and Brass.....60&10%  
 Gale's Automatic, List Nov., 1897.....65%  
 Ives' Patent:  
 Wrought Steel.....60%  
 Bronze M. Knob.....60%  
 Wrought Bronze and Brass.....55&5%  
 Cast Iron.....65%  
 Cast Bronze and Brass.....62 1/2%  
 Payson's Perfect.....70%  
 Reading.....60&10%

**Sash Weights—**

Small lots.....# ton \$25.00  
 Ton lots at factory.....\$20.00@22.50

**Sausage Stuffers or Fillers—**

Draw Cut, No. 4.....each \$30.00, 30%  
 Enterprise Mfg. Co.....25&25&7 1/2%  
 National Specialty Mfg. Co.....25%

**Saws—**

Atkins:  
 Band 7 to 14 in. Wide.....60&10%  
 Band 2 to 6 in. Wide.....60%  
 Band 1 1/2 to 2 in. Wide.....60%  
 Butcher, Pruning and Compass.....40&5%  
 Circular.....50&10%  
 Cross Cut.....35&5%  
 Gang.....50%  
 Hand, Panel and Rip.....40%  
 Wood.....40%  
 Disston's:  
 Circular, Solid and Inserted Tooth.....50%  
 Band 8 in. to 14 in. Wide.....60%  
 Band 1 1/2 in. to 2 1/2 in.....70%  
 Cross Cuts.....45%  
 Narrow Cross Cuts.....55%  
 Mulay, Mill and Drag.....50%  
 Framed Wood Saws.....35%  
 Wood Saw Blades.....40%  
 Wood Saw Rods.....20%  
 Hand Saws, Nos. 12, 99, 9, 16, D100,  
 D8, 130, 76, 7, 8.....25%  
 Hand Saws, Nos. 7, 107, 107 1/2, 3, 1,  
 0, 00, Combination.....30%

Compass, Keyhole, Pruning, Dove-  
 tail, &c.....25%  
 Butcher Saws and Blades.....35%  
 Haines' Needle Point.....40%  
 C. E. Jennings & Co.'s:  
 Butcher.....25&10  
 Hand Panel, Rip and other Saws.....25&30%

Peace:  
 Cross Cuts.....45&10%  
 Hand Panel and Rip.....25&10%  
 Richardson:  
 Circular and Mill.....50&50&10%  
 X Cuts.....45&10%  
 Hand Saws.....25&10%  
 Star, Butcher.....25%  
 Woodrough & McParlin Cross Cuts.....45&10%

**HACK SAWS AND FRAMES—**

Chatillon.....30%  
 Disston's:  
 Concave Blades.....25%  
 Keystone, Flexible Back and Ma-  
 chine Blades.....30%  
 Hack Saw Frames.....30%  
 Griffin's:  
 Complete.....40&45%  
 Saw Blades.....4%  
 Star, Saws and Blades.....25%

**Saw Filer—**

Disston's D8 Clamp and Guide, \$30.00  
 # doz.....25%

**Saw Frames—**

C. E. Jennings & Co.....20%  
 Richardson's Wood.....net

**Saw Sets—**

Atkins:  
 Criterion Saw Sets.....# doz. \$6.00  
 Excelsior Saw Tools.....# doz. 6.00  
 Bemis & Call Co.'s:  
 Cross Cut.....30&5%  
 Hammer, New Pat.....45%  
 Plate.....20%  
 Spring Hammer.....30&5%  
 Disston's Monarch, Nos. 1 & 10 and  
 Star.....25%  
 Hart's Pat. Lever.....20%  
 Kohler's:  
 "Giant Royal".....# doz. \$9.00  
 "Royal".....# doz. 6.00  
 Leach's.....38 1/2%  
 Morrill's:  
 No. 1, \$15.00; No. 10, \$15.50; No. 11,  
 \$16.00.....40&20%  
 Cross Cuts Nos. 3 and 4, \$23.00; No.  
 5, \$31.00.....40&20%  
 Richardson's.....25%  
 Seymour Smith & Son, Hammer  
 # doz.....\$4.75  
 Stillmans.....# doz. 1.00  
 Taltrous Positive.....\$18.00 # doz. 60%

**Scales—**

Chatillon's:  
 Eureka.....25%  
 Favorite.....40%  
 Grocers' Trip Scales.....50%  
 Family, Turnbull's.....30&30&10%  
 Hatch:  
 Counter, No. 171, # doz. \$17.00@18.00  
 Tea, No. 161.....# doz. 5.75&6.00  
 Union Platform Plain.....2.00&2.10  
 Striped.....2.15&2.25

**Scale Beams—**

Chatillon's No. 1.....30%  
 Chatillon's No. 2.....30%

**Scrapers, &c.—**

Adjustable Box Scraper (S. R. & L.  
 Co.) \$6.00.....40&10%  
 Box, 1 Handle.....# doz. \$2.00  
 Box, 2 Handle.....# doz. \$3.00@4.00  
 Foot.....55&60&55%  
 Ship Common.....# doz. \$2.40 net  
 Ship, R. I. Tool Co.....10%

**SIDEWALK—**

Kohler's, Steel No. 7.....# doz. \$3.00

**Screens—**

DOOR—  
 Phillips:  
 3/4 in., Style E, Fancy Screen  
 Doors.....\$10.00  
 3/4 in., Style G, Common Screen  
 Doors.....6.50  
 3/4 in., Style K, Fancy Screen  
 Doors.....8.00  
 3/4 in., Style K4, Fancy Screen  
 Doors.....8.50

**WINDOW—**

Porter Screen Mfg. Co.....60&60&5%  
 Phillips:  
 Bonanza Screens.....60&60&5%  
 Express.....60&60&5%  
 Flyer.....60&60&5%  
 Perfection Screens.....60&60&5%  
 Northwest.....60&10%  
 Window Screen Frames.....60&10%

**Screw Drivers—**

Brace Screw Drivers.....	25&10&5%
Buck Bros.....	30%
Screw-Driver Bits.....	27½%
Champion.....	40%
Disston's Flat Blade, Electric, Tele-	
graph and Cabinet Makers'.....	70%
Electric Spiral No. 01.....	5.00 net
Electric Spiral No. 02.....	5.00 net
Ellrich's Socket and Ratchet.....	40&10%
Pray's Hol. Bldg. Seta, No. 3.....	\$12.50
Howard-Allard.....	A1 ½ doz., \$9.00 net
C. E. Jennings & Co.....	A2 ½ doz., 8.00 net
Jennings & Griffin.....	40&10%
Jones Reversible Spiral No. 1.....	68½%
\$13.50 net; No. 2 ½ doz.....	\$12.00
Sargent & Co.'s.....	
No. 1 For. Blade.....	50&10&50&10&5%
Nos. 20 and 40.....	66½%
Screw-Driver Bits (Snel's) ½ doz.....	60c
Stanley R. & L. Co.'s.....	
No. 64, Varnished Handles.....	60&10%
No. 86.....	70&10%
Snell's Nos. 5 and 10.....	75%
Tower & Lyon.....	
Champion.....	40%
Magazine.....	25%
Machinists'.....	40%
Balsley's Patent.....	38½%
Williamson's.....	
Beauty, ½ doz.....	\$1.00
Gem, ½ doz.....	90c
C. T. Williamson Wire Novelty Co.....	40%

**Screws—****WOOD SCREWS—**

List, January 1, 1900.....	
Brass, Flat Head.....	85&87½%
Brass, Round Head.....	82½&85%
Bronze, Flat Head.....	75&80%
Bronze, Round Head.....	72½&77½%
Drive Screws, Diamond Point.....	87½&90%
Iron, Bright Flat Head.....	87½&90%
Iron, Bright Round and Oval Head.....	85&87½%
Nickel Plated, Iron Flat Head.....	75&80%
Nickel Plated, Iron Round Head.....	75&80%

**MACHINE—**

List, January 1, 1898.....	
Brass, Flat Head.....	50%
Brass, Round Head.....	50%
Iron, Flat Head.....	50%
Iron, Round Head.....	50%

**COACH, LAG AND HAND RAIL—**

G. P. Coach, List, Feb. 14, 1898.....	
Hand Rail.....	75&10%
Lag Screws, List, January 30, 1898.....	60&10%
Cone Point.....	75&15%

**BENCH, HAND, ETC.—**

Bench, Iron, ½ doz., 1 in., \$3.25;	
1½, \$3.50; 1½, \$4.25	
Bench, Wood, Bench.....	½ doz. 2.40
Chair.....	60&10%
Hand, Wood.....	40%
Jack Screws, Millers Falls, Roller	
Bearing.....	50%
Jack Screws, Millers Falls, without	
Roller Bearing.....	50&10%
Jack Screws, P. S. & W.....	40&40&10%
Jack Screws, Sargent's.....	60%
Piano Stool.....	50&10%

**Scroll Saws—**

Barnes' No. 1, \$8; No. 6, \$10; No. 7,	
\$15.....	25%
Barnes' Scroll Saw Blades.....	40%
Crickit.....	10&10%
C. E. Jennings & Co.....	25%
Lester, complete, \$10.00.....	15&10%
Rogers, complete, \$4.00.....	15&10%

**Scythes, Grass—**

Natural Finish.....	7.50@7.75
Polished Blade.....	8.00@ 8.15
Painted or Bronzed.....	8.00
Weed and Bush.....	7.25@ 7.50

**Seeders—**

Raisin, Enterprise.....	25@30%
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**Shears—**

Acme (Cast).....	40&40&5%
Etna, Steel Japanned.....	80&20%
Etna, Steel Nickle.....	70&20%
Barnard Lamp Trimmers.....	net
Carrier Cutlery Co.....	
N. P. Straight Trimmers.....	60½%
N. P. Bent Trimmers.....	66½%
Japanned Straight.....	70&10%
Japanned Bent.....	70&10%
Heinisch's.....	
St. Trimmers, etc.....	60&10&60&10&10%
Tailors' Shears.....	40%
Tinners' Snips.....	40%
Pruning, See Pruning Hooks & Shears.	
Seymour's Standard List:	
Japanned.....	70%
Nickle.....	60%
Standard Cutlery Co.:.....	
Japanned.....	70&10%
Nickle.....	60&10%
Star Brand:	
Nickel Scissors.....	60%
Nickel Shears.....	60%
Japan Shears.....	70%
Tailors' Shears.....	40&10%
Pruners.....	70%
Tinners' Snips.....	40&10%

**Shears, Hedge—**

Wm. Wilkinson & Sons.....	50%
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**Sheaves—****SLIDING DOOR—**

Corbin's list.....	60&10&2%
Hatfield's Pattern.....	70&10&80%
M. W. Co., list July, 1888.....	60&10&60&5%
Stowell's Anti-Friction.....	50%
Patent Roller.....	60&10&60&10&5%
R. & E., list August 15, 1895.....	60&10&60&10&5%
Russell's Anti-Friction, list Decem-	
ber 18, 1885.....	60&2%

**SLIDING SHUTTER—**

Reading list.....	60%
R. & E. Mfg. Co.'s.....	60&60&10%
Sargent's list.....	70%

**Shells—**

See Ammunition.

**Shot—**

See Ammunition.

**Shovels and Spades—**

Association prices to small trade.	
No. 2, Polished, Square or Round	
Point, D or L Handle:	
A1, B2,	
1st Grade. 2d Grade	
Plain Back.....	\$10.50 \$9.60
Strap Back.....	9.90 9.00
Cleveland Pattern.....	10.20 9.80
C3, D4,	
3d Grade. 4th Grade	
Plain Back.....	\$8.70 \$8.10
Strap Back.....	8.10 7.50
Cleveland Pattern.....	8.40 7.80
All other sizes, add 30c. doz.	
Black, deduct 30c. doz.	

**Shovels and Tonges—**

Brass Head.....	60&10&60&10&10%
Iron Head.....	60&10&60&10&5%

**Shutter Bars—**

Ives'.....	45%
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**Shutter Bolts—**

See Bolts, Shutter.

**Sifters, Flour—**

Hunter's Genuine.....	½ gross, \$10@\$11.50
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**Skate Sharpeners—**

Eureka.....	½ doz. \$1.75; ½ gro. \$18.00
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**Slaw and Kraut Cutters—**

Disston's:	
Slaw, Vegetable, Corn Grater, Tur-	
up Shredder.....	40%
Kraut Cutters, 24x7, 26x6, 30x9.....	55%
Kraut Cutters, 38x13, 40x12.....	40%
Enterprise.....	25&30%
Enterprise Mfg. Co.....	25%
Tucker & Dorsey:	
1 Knife.....	½ gro. \$16.50@\$20.00
2 Knives.....	½ gro. 22.50@ 30.00
Kraut Cutters.....	50%
Woodrough & McParlin.....	40%

**Sledges and Heavy Hammers—**

See Hammers.

**Slicers—**

Vegetable, Enterprise.....	25%
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**Smiths' Bellows—**

See Bellows.

**Snaps, Harness, &c.—**

Anchor (T. & S. Mfg. Co.).....	55%
Cockeyes.....	66½%
Fitch's:	
Bolt.....	45%
Bristol.....	40&10
Champion.....	40%
Clipper.....	50&10&5%
Empire.....	50&5%
National.....	50&5%
Security.....	40%
Victor.....	60&5%
German, new list.....	40%
Sargent's:	
Patent Guarded.....	66½%
Covered Spring.....	50&55%
Covert Mfg. Co.:	
Breast Strap Buckle Snaps.....	
Breast Strap Protector.....	
Double for Bits or Trace Carrier.....	45%
Trojan Snaps.....	
High Grade Snaps.....	
Jockey Snaps.....	40%
Derby Snaps.....	35%
Rope Snaps.....	40%

**Snaths—**

Scythe.....	40@45%
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**Soldering Irons—**

Covert Mfg. Co.....	20%
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**Spoke Shaves—**

Bailey's (Stanley R. & L. Co.).....	50&10%
Iron.....	½ doz. 50&10%
Millers Falls.....	15&10%
Seymour Smith & Sons, Iron.....	20%
Wm. Johnson's:	
Wood, Best.....	30%
Wood, 2d quality.....	33½%

**Spoons and Forks—**

Boardman's:	
Britannia Spoons, Catalogue "C".....	net, List
Nickel Silver, Catalogue "C".....	net, List

**SILVER PLATED FLAT WARE—**

L. Boardman & Son, Catalogue "C".....	net List
"1847".....	40&10%
"Anchor".....	50&10%
"Eagle".....	50&10%
"Star".....	50&10%
Rogers, Smith & Co.....	50&10%
Rogers & Hamilton.....	50&10%
Holmes & Edwards.....	50&10&10%
German Silver, unplated.....	50%

**KNIVES AND FORKS NO. 12—**

½ doz. net.	
"1847".....	\$3.50
"Anchor".....	3.25
"Eagle".....	3.25
"Star".....	3.25
Rogers, Smith & Co.....	3.25
Rogers & Hamilton.....	3.25
Holmes & Edwards.....	3.00

**Springs—**

See Door Springs.

**Spring Balances—**

See Balances.

**Spring Hinges—**

See Hinges.

**Squares—**

Disston's Try Square and T Bevels.....	60&10%
Starrett's Micrometer Caliper Squares.....	25%
Try Square and T Bevel.....	60&10
@60&10&10%	
Winterbottom's Try and Mitre.....	40&10%
Nickel-Plated, New List Jan. 5,	
1900.....	65&10&70%
Steel and Iron.....	65&10&70%

**Staples—**

Barbed Blind—¼, ½, and ¾ inch,	
½ doz.....	8½c@9c.

**FENCE—**

Same price as Barb Wire. See Trade Report.

**Stay Rollers—**

Cronk's, No. 50.....	66½%
" Nos. 55 and 56.....	70&10%
" No. 60.....	60%
" No. 65.....	60&10%

**Steels—**

Chatillon's.....	30%
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**Stocks and Dies.****BICYCLE—**

Holroyd & Co.....	35%
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**BLACKSMITH'S—**

Butterfield's.....	35&40%
Gardner.....	38½&10%
Holroyd & Co.....	40&50%
Lightning Screw Plate.....	25%
Reece's New Screw Plates.....	25&30%

**PIPE MAKERS—**

Holroyd & Co.....	75&10&80%
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**Stones—**

See Oilstones.

**Stops—**

See Bench Stops.

**Store Door Handles—**

See Handles.

**Stove Bolts—**

See Bolts.

**Stove Polish—**

See Polish, Stove.

**Sweepers—**

See Carpet Sweepers.

**Tackle Blocks—**

See Blocks.

**Tacks, Brads, &c.**

List Jan. 15, 1899.	
American Cut Tacks.....	90&25%
S. S. Cut Tacks.....	90&30%
Carpet Tacks:	
American, Blued.....	90&10&10&10%
American, Tinned.....	90&10&10&10%
Swedes Iron Tacks:	
S. S.....	90&10&10%
Bill Posters' and Railroad Tacks:	
S. S.....	90&40%
Common and Patent Brads.....	70&10%
Finishing Nails.....	70&10%
Gimp Tacks:	
S. S.....	90&40%
Hungarian Nails, Steel.....	80&15%
Lace Tacks:	
S. S.....	90&40%
Looking Glass Tacks.....	70&10%
Trimmers' Tacks:	
S. S.....	90&80%
Trunk and Clout Nails:	
Steel, Black.....	80&5%
Steel, Tinned.....	80&5%
Upholsterers' Tacks:	
S. S.....	90&40%

**MISCELLANEOUS—**

Double Point, in dozens,	
90&10&10&10&10&10%	
Double Point, in bulk.....	80%
Matting.....	80%
Shade, in dozens.....	90&10&10%
Shade, in bulk.....	80%

**Tack Pullers—**

Columbia, No. 1, ½ doz., net.....	\$1.00
Columbia, No. 2, ½ doz., net.....	1.50
Little Jack.....	1.00

**Tapes, Measuring—**

American Asses' Skin.....	40&10&50%
Leather Case.....	25&25&10%
Steel.....	38½&40%
Chestermans.....	25&35&5%
Keuffel & Esser Co., New List, 1898:	
Steel and Metallic.....	85%
Lufkin's Steel and Metallic.....	80&33½%

**Tap Borers—**

See Borers, Tap.

**Taps—**

American Screw Co.:	
Machine Screw.....	70%
Holroyd & Co.'s:	
Blacksmiths.....	60&65&5%
Machine Screw.....	70&10&75%
Machinists' Hand.....	60&60&10&10%
Pipe, ½ to 1½.....	60&80&10%
Pipe, 2 to 4.....	70&70&10%

**Thumb Latches—**

See Handles.

**Tinware—**

Stamped, Japanned and Pieced, Net Prices.

**Tire Bolts—**

See Bolts.

**Tobacco Cutters—**

National Specialty Co.....	40%
Enterprise Mfg. Co.....	25&30%

**Toilet Clippers—**

See Clippers.

**Trammel Points—**

Backus and Union.....	40%
C. E. Jennings & Co., "Eureka".....	25%
Cook's.....	25%
Sargent's.....	40&10%
Stanley's.....	80&10%
Tower & Lyon.....	33½%
Prentiss'.....	30&25%

**Tracks, &c.—**

<b>F. E. Myers &amp; Bro.:</b>	
Comb. Car, Double Steel T.....	\$3.50
Comb. Car, Wood Track.....	3.25
Comb. Car 6 in. Wood Sheave Pulley,	
Fig. 438.....	½ doz. 1.75
D. H. Fork, Steel Regular.....	each, .85
Double Grapple Fork.....	each, 3.50
Double Rail Steel Track, complete	
with clamps.....	½ ft. .10
Faultless Steel Frame K. P. Pulley,	
Fig. 435.....	½ doz. 2.15
Faultless Steel Frame 6 in. Plain	
Pulley, Fig. 435.....	½ doz. 1.90
Floor Hooks 3 in.....	½ doz. .70

Floor Pulley, Wood Sheave, Fig. 436.....	doz. 2.25
Hanging Hooks for Double Steel Track.....	doz. .65
Hanging Hooks for Single Steel Track.....	doz. .65
Hanging Hooks for Wood Track, 10 in.....	doz. .58
Hanging Hooks for Wood Track, 14 in.....	doz. .65
Malleable Frame K. P. Pulley, Fig. 876.....	doz. 2.40
Malleable Rafter Brackets, doz.....	doz. .40
Nellis Fork.....	each, 1.80
New Myers Iron Rod Car.....	doz. 3.25
Reed Wood Frame Pulley with Hook, Fig. 434.....	doz. 2.00
Rev. Car, Double Steel Track.....	doz. 3.50
Rev. Car, Wood Track.....	doz. 3.25
Rope Hitch.....	doz. 1.75
Single Rail Car, Single Steel T.....	doz. 3.50
Single Rail Steel Track with clamps.....	ft. .09
Sprout's Shear Fork, each.....	\$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565.....	doz. 1.85
Sure Grip Sling Car, Steel or Wood Track.....	doz. 6.00
Walker Fork, each.....	1.25
Wrought Rafter Brackets, doz.....	doz. .40

## Transom Lifters—

Ajax.....	50&10&50&10&5&
Bronze Metal, with Safety Spring.....	50&50&10&
Crescent.....	70&70&10&
Dickson's.....	60&
Nickel Plated.....	50&10&
Payson's Solid Grip, Nos. 308 and 304.....	\$12.00
Shaw's.....	80&10&
Copper Finished.....	70&70&10&
Lever.....	70&70&10&

## Traps—

## FLY—

Balloon.....	doz. \$1.25, doz. \$12.00
Globe.....	doz. 1.25, doz. 12.00
Harper.....	doz. 1.40, doz. 15.00

## GAME—

Star, Blake's Pattern.....	60&10&10&
Enterprise Mole.....	15&
H. & N.....	65&
Newhouse.....	45&50&
Victor.....	75&

## MOUSE AND R

Erie Rat.....	40&40&10&
Hotchkiss:	
Metallic Mouse.....	50&
Improved Rat.....	50&
New Rat.....	50&
Mouse, Bonanza, doz.....	90c@1.00
Mouse, Catch-'em-alive, doz.....	\$2.50, 15&
Mouse, Delusion.....	40&
Mouse, Ideal, doz.....	\$9.00
Mouse, Round Wire, doz.....	\$1.00, 10&
Mouse, Wood, Choker, doz.....	9&10c
Marty French Rat and Mouse Traps (Genuine):	
No. 1, Rat, each \$1.18, doz.....	\$12.00
No. 2, Rat, doz.....	\$3.00; case of 50..... 5.25
No. 3, Rat, doz.....	\$4.75; case of 72..... 4.25
No. 4, Mouse, doz.....	\$3.50; case of 72..... 2.75
No. 5, Mouse, doz.....	\$2.75; case of 150..... 2.25
Schuyler Rat Killer, No. 1, doz.....	\$15.00; No. 2, doz..... \$15.00
Smith & Egge Mfg. Co.: doz.....	9.00
Superior Rat Trap.....	\$15.00
Yankee Mouse Trap.....	5.50
Yankee Rat Trap.....	11.00

## Trowels—

Brade's Brick.....	30&
Disston's:	
Brick and Pointing.....	30&
Plastering.....	25&
"Standard Brand" and Garden.....	40&
C. E. Jennings & Co.:	
Brick.....	30&
Plastering.....	25&
Pointing.....	30&
W. & McP. Plastering.....	25&
Peace's Plastering.....	25&25&5&
"Rose" Brick, Plastering and Moulders.....	25&5&

## Vegetable Slicers—

Enterprise Mfg. Co.....	25&
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## Vises—

Solid Box.....	40&10&50&
V. W. & W.....	40&
Fisher-Norris.....	15&10&
Armstrong's:	
Combination.....	50&
Plain and Hinge.....	60&
Athol, Oval Slide.....	60&
Adams, Diamond.....	40&
Bonney's Champion.....	40&
Fisher & Norris Double Screw.....	15&
Holland's.....	40&
Howard's.....	40&
Little Giant Bench.....	25&10&
Lowell Hand.....	38&10&
Massey:	
Perfect.....	15&20&
Clincher.....	30&40&
Wood Working.....	15&20&
Planer.....	15&20&
Comb. Pipe.....	40&
Millers Falls:	
Mechanics.....	net@10&
Oval Slide.....	50&10&
Ball Clamp.....	45&
Gravity.....	net
Hand.....	15&
Moore's.....	20&
Phenix.....	58&1&
Prentiss.....	20&25&
Sargent's.....	40&
Simpson's Adjustable.....	40&
Stephens.....	25&38&1&
Trenton.....	40&40&5&
Wright's Pipe.....	40&

## SAW FILES—

Bonney's No. 2, \$15.00.....	40&10&50&
Cincinnati.....	40&
Stearns Com. No. 0, 1, 2 and 3.....	50&50&10&
Stearns Rubber Jaw, Nos. 10 and 33.....	88&40&
Wentworth's.....	40&

## Wads—

See Ammunition.

## Wagon Jacks—

Covert Mfg. Co.'s, Steel.....	45&
Lane's Steel.....	38&45&

## Washer Cutters—

Otis A. Smith's.....	20&10&10&
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## Well Wheels—

Japanned, 8 to 14 inches.....	70&
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## Weed Extractors—

"Pastime".....	doz. \$1.75 net
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## Window Cleaners—

Barnes Mfg. Co.....	40&
Clayton's.....	25&10&

## Window Stop Adjusters—

Ives' New List.....	25&5&
Taplin's "Perfection".....	50&

## Wire Gauges—

See Gauges.

## Wire and Wire Goods—

Brass Wire.....	20&
Bright Wire Goods, New List.....	85&10&
Cast Steel Wire.....	15&
Copper Wire.....	50&
Annealed and Tinned on Spools.....	70&
Brass and Copper on Spools.....	60&
Spooled Wire, ass'd for Retailing.....	70&
Market Wire, Bright and Annealed:	
Nos. 6 to 9.....	70&10&
Nos. 10 to 18.....	72&4&5&
Nos. 19 to 28.....	75&7&4&
Nos. 27 to 36.....	75&10&2&4&
Coppered and Galvanized:	
Nos. 6 to 9.....	66&4&5&
Nos. 10 to 18.....	70&
Nos. 19 to 28.....	70&10&
Nos. 27 to 36.....	70&10&10&
Tinned:	
Nos. 6 to 14.....	70&10&5&
Nos. 15 to 18.....	70&5&5&
Nos. 19 to 28.....	70&
Nos. 27 to 36.....	60&10&10&
Picture Wire, List of Oct. 2, 1900.....	85&85&10&
Steel Music Wire, Nos. 12 to 30, Imported.....	\$ b. 60c@70c
Stub's Steel Wire.....	\$6.00 to \$ 33&4&

## Wire Clothes Lines—

See Lines.

## Wire Cloth, Netting, &amp;c.—

Galvanized Wire Netting 80&10&80&20&	
Painted Screen Cloth, good quality, 100 sq. ft. \$1.00@1.10	

## PAINTS, OILS AND COLORS.

## Oils—

Linseed, City, Raw, in barrels, gal. 88c	
Linseed, City, Bottled, in barrels, gal. 85c	
Out of Town on Spot.....	gal. 88c
Calcutta, Raw, in barrels.....	gal. 85c
Lard, Prime City.....	gal. 65c@66c
Extra, No. 1.....	47c@49c
No. 1.....	41c@43c

## Paints and Colors—

Barytes, Foreign, Floated, ton, \$30.00@31.00	
Barytes, American, Floated, ton, \$19.00@20.00	
Barytes, Crude.....	ton 9.00@ 10.00
White Lead, American, Dry, in bbls. \$ b. 6c@6&1&c	
White Lead, American, in Oil, in lots of less than 500 lbs. and over.....	\$ b. net 7c
White Lead, Foreign, in Oil.....	\$ b. 8c@9&1&c
Litharge, Kegs.....	\$ b. 6&1&c@7c
Zinc, American, Dry.....	\$ b. 4&1&c@5&1&c
Putty—	
In bulk.....	\$1.90
In bladders.....	2.40
In cans, 50 lb.....	2.00
In cans, 25 lb.....	2.25
In cans, 12&1& lb.....	2.50

## Wire Rope—

New List July 1, 1899.	
Cast Steel.....	80&
Iron.....	80&30&10&
Iron, Galvanized.....	25&10&

## Wire Rope Clips—

Crosby.....	25&
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## Wire Stretchers—

W. C. Heller's Grip.....	doz. \$1.50
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## Wrenches—

Agricultural.....	70&10&75&
Aiken's Pocket (Bright).....	\$2.00@3.30
Alligator.....	70&
Baxter's.....	60&10&
Bemis & Call's:	
Briggs Pattern.....	30&10&
No. 2 Cylinder.....	55&
No. 3 Pipe, Bright.....	50&
Patent Combination Black.....	40&5&
Patent Combination Bright.....	40&
Bicycle:	
Club.....	40&
Superior.....	40&
Featherweight.....	40&
Protection.....	40&
Boardman's.....	30&33&4&
Coes':	
Genuine.....	40&10&5&5&
"Mechanics".....	40&10&10&5&5&
Coes' Pattern, Wrought Bar.....	60&5&
Donohue's Engineer.....	40&
Eagle Pipe.....	50&10&
Gem.....	53&4&
Stillson Pipe.....	50&
Taylor Pipe and Nut.....	40&
Acme.....	60&60&5&
Bull Dog.....	60&10&
Hercules.....	70&
J. H. Williams & Co.....	25&

## Spirits Turpentine—

In regular bbls.....	40 c
In machine bbls.....	41 c

## Dry Colors—

Blue, Chinese.....	35 @40 c
Blue, Prussian.....	33 @38 c
Blue, Ultramarine.....	6 @30 c
Sienna, Italian, burnt & powdered.....	4&1&10 c
Sienna, Italian, raw & powdered.....	8 @ 7 c
Umber, Turkey, burnt.....	3&4& @3&4c
Umber, Turkey, raw.....	3&4& @3&4c
Green, Chrome, Ordinary.....	5 @ 7 c
Green, Paris, in bulk.....	15 @16 c
Indian Red, American.....	3&4& @ 8 c
Indian Red, English.....	4&4& @3&4c

## Colors in Oil—

Black Lampblack, best.....	18 @15 c
Black Lampblack, common.....	8 @10 c
Blue, Chinese.....	35 @40 c
Blue, Prussian.....	33 @38 c
Blue, Ultramarine.....	14 @18 c
Sienna, burnt.....	11 @13 c
Sienna, raw.....	11 @13 c
Umber, burnt.....	11 @13 c
Umber, raw.....	11 @13 c
Brown, Vandyke.....	11 @13 c

## Three of the

No. 3. 2 1-8 in. Wheel.



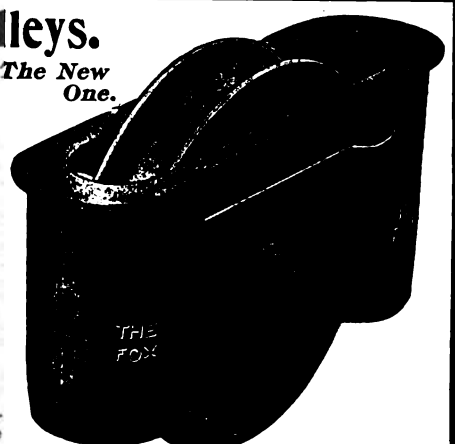
The Original Steel Pulleys.

## Fox-all-Steel Pulleys.

The New One.



For either a Four Hole or Straight Side Mortise.



No. 10. 2 in. Wheel.

New Complete Catalogue and

Samples Free. Fox Machine Co.,

169 N. Front St., Grand Rapids, Mich.



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Geneva Tool Co., Geneva, Ohio.  
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Iowa Farming Tool Co., Fort Madison,  
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Underhill, Clinch & Co., New York.  
Willoughby Fork & Mfg. Co., Willoughby,  
Ohio.

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Wm. G. Smith & Co., Philadelphia.

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Fuller Bros., New York.

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Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Charles Morrill, New York.

**Dies, Steel.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Discount Books.**

Hardware Publishing Co., New York.

**Dog Collars and Muzzles.**

Alfred Field & Co., New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Door Checks and Springs.**

Henry Pearl & Sons, New York.  
Sargent & Co., New York.

**Door Holders.**

Brohard Co., Philadelphia, Pa.  
Caldwell Mfg. Co., Rochester, N. Y.  
Henry Pearl & Sons, New York.

**Door Springs.**

Sargent & Co., New York.

**Drawing Instruments.**

C. E. Jennings & Co., New York.  
Kenffel & Esser Co., New York.  
Sargent & Co., New York.

**Drawing Knives.**

Tower & Lyon, New York.

**Drills, Bench.**

Geo. Burnham Co., Worcester, Mass.  
Chandler & Farquhar, Boston, Mass.  
D'Amour & Littledale Machine Co., New York.  
Silver Mfg. Co., Salem, Ohio.  
(See Twist Drills.)

**Drills, Hand.**

Duff Machine Co., Lowell, Mass.

**Drilling Attachments.**

Silver Mfg. Co., Salem, Ohio.

**Drills, Blacksmiths', Etc.**

Sargent & Co., New York.  
Silver Mfg. Co., Salem, Ohio.

**Drill Presses.**

Silver Mfg. Co., Salem, Ohio.

**Dripping Pans.**

Fillgrove Bros. & Co., Ironton, Ohio.

**Dumb Waiters.**

Kimball Bros., Council Bluffs, Iowa.

**Duplicators.**

Felix F. Daus Duplicator Co., New York.

**Electric Bells and Supplies.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Elevator Enclosures and Cars.**

J. E. Bolles Iron and Wire Works, Detroit, Mich.

**Elevators.**

Kimball Bros., Council Bluffs, Iowa.

**Emery and Garnet Paper.**

Baeder, Adameon & Co., New York, Philadelphia, Boston and Chicago.

**Engravers.**

Standard Engraving Co., New York.

**Ensilage Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Envelope and Stamp Lubricators.**

Pelouze Scale & Mfg. Co., Chicago.

**Escutcheons and Push Plates.**

Brass Goods Mfg. Co., Brooklyn, N. Y.  
Sargent & Co., New York.

**Expansion Belts.**

D. C. Seaman & Co., Philadelphia.

**Export Agents.**

John H. Graham & Co., New York.

**Eyelets and Eyelet Sets.**

Eyelet Tool Co., Boston, Mass.

**Farming Tools.**

Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Faucets, Metal.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Faucets, Wood.**

John Sommer's Son, Newark, N. J.

**Fence Machines.**

Torrent Pump & Fence Co., Cleveland, O.

**Fences, Wire and Iron.**

W. J. Adam, Joliet, Ill.  
J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Jones National Fence Co., Columbus, O.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Files.**

G. & H. Barnett Co., Philadelphia.  
Alfred Field & Co., New York.  
Hayes File Co., Detroit, Mich.  
Nicholson File Co., Providence, R. I.

**Filters.**

A. L. Baron Mfg. Co., New York.  
Champion Safety Lock Co., Cleveland, O.  
Globe Filter Co., New York.

**Fire Arms.**

Alfred Field & Co., New York.  
Harrington & Richardson Arms Co., Worcester, Mass.  
Remington Arms Co., New York.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Flat Ware.**

See Plated Ware.

**Floor Plates.**

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Flower Pot Stands.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Flue Stopper.**

Stuber & Kuck, Peoria, Ill.

**Fly Killers.**

J. F. Bigelow, Worcester, Mass.

**Fodder Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Food Choppers.**

Enterprise Mfg. Co. of Pa., Phila., Pa.  
Sargent & Co., New York, and New Haven, Conn.

**Forgings, Carriage.**

Columbus Bolt Works, Columbus, O.

**Foundry Riddles.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Frame Pulleys.**

Fox Machine Co., Grand Rapids, Mich.  
Sargent & Co., New York.

**Fruit Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Galvanizing, Electro.**

U. S. Electro-Galvanizing Co., New York.

**Garden Tools.**

Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.

**Gasoline Cans.**

J. H. Eller & Co., Canton, O.

**Gasoline Lamps.**

Argand Vapor Lamp Co., Detroit, Mich.  
Chicago Solar Light Co., Chicago, Ill.  
H. Merkel, St. Louis, Mo.

**Gas Pliers.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Gauges, Butt.**

Stanley Rule and Level Co., New York.

**Glass Cutters.**

John Byrnes, New York.  
Smith & Hemenway Co., New York.

**Glue.**

Allerton-Clarke Co., New York.  
Baeder, Adameon & Co., New York, Philadelphia, Boston and Chicago.  
N. Y. Cabinet Glue Works, New York.  
Tower & Lyon, New York.

**Graphite.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Grass Hooks.**

Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.

**Grindstones.**

Cleveland Stone Co., Cleveland.

**Gummers, Saw.**

E. C. Atkins & Co., Indianapolis, Ind.

**Gunpowder.**

Tower & Lyon, New York.

**Gun Implements.**

Remington Arms Co., New York.  
Union Hardware Co., Torrington, Conn.

**Hair Felting.**

Baeder, Adameon & Co., New York, Philadelphia, Boston and Chicago.

**Halter Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Halters, Web and Rope.**

Covert Mfg. Co., West Troy, N. Y.

**Hammers.**

John H. Graham & Co., New York.  
Magazine Hammer Co., Utica, N. Y.  
Arthur R. Robertson, Boston, Mass.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Stanley Rule and Level Co., New York.  
The Scranton & Co., New Haven, Conn.

**Handles, Tool.**

Berger Bros. Co., Philadelphia.  
N. Y. Mallet & Handle Works, New York, N. Y.

**Hangers, Coat and Hat.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.

**Hangers, Pipe.**

Berger Bros. Co., Philadelphia.

**Hangers, Barn Door.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Hangers, Joist and Wall.**

National Iron & Wire Co., Cleveland, Ohio.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Hangers, Parlor Door.**

John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Sargent & Co., New York.

**Hardware Mfrs' Agents, Etc.**

John H. Graham & Co., New York.  
Robert Murray, New York.  
Underhill, Clinch & Co., New York.

**Hardware Specialties.**

Clark & Cowles, Plainville, Conn.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Robert Murray, New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.

**Harness Dressing.**

Frank Miller Co., New York, N. Y.

**Harness Snaps.**

Covert Mfg. Co., West Troy, N. Y.  
W. & E. T. Fitch Co., New Haven, Conn.  
Sargent & Co., New York.

**Hasps and Staples.**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools.**

F. R. Myers & Bro., Ashland, Ohio.

**Hay Forks.**

Ashtabula Tool Co., Ashtabula, O.  
Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.  
Willoughby Fork & Mfg. Co., Willoughby, O.

**Hay Knives.**

Iwan Bros., Streator, Ill.

**Heaters, Gas.**

Lawrence Stove Mfg. Co., Buffalo, N. Y.

**Heaters, Oil.**

Plume &amp; Atwood Mfg. Co., New York, Boston and Chicago.

**Hinges.**Clark Mfg. Co., Buffalo, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.**Hinges, Shutters.**

Clark Mfg. Co., Buffalo, N. Y.

**Hinges, Spring.**Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.**Hinges, Trunk, Box and Door.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Hoisting Machinery.**Burr Mfg. Co., Cleveland, Ohio.  
Kimball Bros., Council Bluffs, Ia.**Hones, Razor.**Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.**Hooks.**Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.**Horse and Cattle Ties.**

Covert Mfg. Co., West Troy, N. Y.

**Horse Nails.**Ausable Horse Nail Co., New York.  
Capewell Horse Nail Co., Hartford, Conn.**Horse Rasps.**G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.**Hose, Fire, Linen.**

Rosendale-Reddaway B. &amp; H. Co., Newark, N. J.

**Hose Menders.**

John H. Graham &amp; Co., New York.

**Hose Pipe.**

F. E. Myers &amp; Bro., Ashland, Ohio.

**Hose, Rubber.**

F. E. Myers &amp; Bro., Ashland, Ohio.

**Hot Plates.**

Lawrence Stove Mfg. Co., Buffalo, N. Y.

**Ice Balances.**John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.**Ice Cream Freezers.**John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.**Ice Chisels.**John Chatillon & Sons, New York.  
Iowa Farming Tool Co., Ft. Madison, Iowa.**Ice Creepers.**Edwin B. Stimpson & Son, New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.**Ice Picks.**John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
C. E. Jennings & Co., New York.**Ice Tools.**John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.**Iron, Sheet.**

Bruce &amp; Cook, New York.

**Iron Fences.**Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Iron Work.**J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Jack Chains.**

Smith &amp; Egge Mfg. Co., Bridgeport, Conn.

**Ladders.**Berger Bros. Co., Philadelphia.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Miller Ladder Co., Chicago, Ill.  
F. E. Myers & Bro., Ashland, Ohio.  
Portland Ladder Co., Newark, N. J.**Lamps, Bicycle.**John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.**Lard Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Lawn Fences.**W. J. Adam, Joliet, Ill.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Lawn Mowers.**Enterprise Mfg. Co. of Pa., Philadelphia.  
Underhill, Clinch & Co., New York.**Lawn Rakes.**Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.**Lawn Sprinklers.**

Smith &amp; Hemenway Co., New York.

**Lead.**Bruce & Cook, New York.  
Colwell Lead Co., New York.**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Lead Pipe.**

Colwell Lead Co., New York.

**Lemon Squeezers.**Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.**Levels.**Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.**Locks and Knobs.**Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Sargent & Co., New York and New Haven, Conn.**Lubricants.**

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Magazine Tack Hammers.**

Magazine Hammer Co., Utica, N. Y.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.**Manicure Files.**

Emil Forquignon Mfg. Co., New York.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Measuring Tapes.**Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.**Meat Choppers.**John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Meat Cutters.**Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.**Metallic Paint.**L. D. Berger, Philadelphia.  
Bruce & Cook, New York.**Mills, Coffee and Spice.**John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Mitre Boxes.**C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.**Motor Cycles.**

Patee Bicycle Co., Indianapolis, Ind.

**Mowing Machine Oilers.**

Wilmot &amp; Hobbs Mfg. Co., Bridgeport, Conn.

**Nails.**Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.**Nail Pullers.**Bridgeport Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.**Nail Sets.**John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.**Needles.**

Alfred Field &amp; Co., New York.

**Nippers.**Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.**Nuts.**Atlas Bolt and Screw Co., Cleveland, Ohio.  
Columbus Bolt Works, Columbus, O.**Office Railings.**J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Gilbert & Bennett Mfg. Co., New York and Chicago.**Oilers.**Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.**Oil Cans.**

J. H. Eller &amp; Co., Canton, O.

**Oil Heaters.**

Plume &amp; Atwood Mfg. Co., New York, Boston and Chicago.

**Oil Tank Outfits.**

Eastern Oil-Tank Co., Lowell, Mass.

**Ornamental Iron Work.**Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Padlocks.**Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.**Paints.**L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Sherwin-Williams Co., Cleveland, O.  
Standard Paint Co., New York.**Pans, Dripping.**

Fillgrove Bros. &amp; Co., Ironton, O.

**Paper Clips.**

Cushman &amp; Denison, New York.

**Patents.**Davis & Davis, New York.  
Henry J. Miller, Boston, Mass.**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Pig Lead.**Colwell Lead Co., New York.  
Swarts Metal Refining Co., Chicago.**Pipe Cutters.**Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.**Pipe Straps.**Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.**Pistols.**

J. Stevens Arms &amp; Tool Co., Chicopee Falls, Mass.

**Planes.**C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.**Plated Ware.**M. S. Benedict Mfg. Co., E. Syracuse, N. Y.  
Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.**Plates, Machinery.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Pliers, Fencing.**Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.**Plumbers' Supplies.**L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.**Pocket Cutlery.**John Chatillon & Sons, New York.  
Alfred Field & Co., New York.  
Jackson Knife & Shear Co., Fremont, O.**Police Equipments.**

Tower &amp; Lyon, New York.



**Polish, Stove.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Post Hole Augers.**

Iwan Bros., Sreator, Ill.

**Post Hole Diggers.**

John H. Graham & Co., New York.  
Iwan Bros., Sreator, Ill.

**Poultry Netting.**

Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
Jones National Fence Co., Columbus, Ohio.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.

**Power Hammers.**

The Scranton & Co., New Haven, Conn.

**Price Books.**

Hardware Publishing Co., New York.

**Price Cards and Holders.**

John S. Menagh, Jersey City, N. J.

**Pruning Shears.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Pulleys, Hoisting.**

Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.

**Pumps.**

John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.  
Torrent Pump & Fence Co., Cleveland, O.

**Punches, Spring.**

Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Railings, Wire and Iron.**

J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.

**Railroad Brasses.**

Magnolia Metal Co., New York.

**Rail, Barn Door.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railway and Mill Supplies.**

American Railway Supply Co., New York.  
R. Woodman Mfg. & Supply Co., Boston.

**Raisin Seeders.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Rakes.**

Ashtabula Tool Co., Ashtabula, O.  
Geneva Tool Co., Geneva, O.  
John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.

**Razors.**

Alfred Field & Co., New York.  
Gem Cutlery Co., New York.  
Jackson Knife & Shear Co., Fremont, O.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.

**Razors, Safety.**

Gem Cutlery Co., New York.

**Razor Strops.**

Gem Cutlery Co., New York.  
Smith & Hemenway Co., New York.

**Reamers.**

C. E. Jennings & Co., New York.

**Reels, Wood.**

John Sommer's Son, Newark, N. J.

**Registers, Warm Air.**

Berger Bros. Co., Philadelphia.

**Revolution Counter.**

Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Rifles**

Rapid Rifle Co., Grand Rapids, Mich.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Rivets.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.

**Rivet Sets.**

Eyelet Tool Co., Boston, Mass.

**Roller Skates.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.

**Roof Bolts.**

Columbus Bolt Works, Columbus, O.

**Roof Rods.**

Columbus Bolt Works, Columbus, O.

**Roofing Cement.**

J. L. Perkins & Co., Chicago, Ill.

**Roofing Paint.**

J. L. Perkins & Co., Chicago, Ill.

**Roofing Plates.**

Merchant & Co., Inc., Philadelphia, Pa.

**Roofing and Roofers' Supplies.**

American Steel Roofing Co., Middletown, Ohio.  
L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Merchant & Co., Inc., Philadelphia, Pa.

**Rubber Pump Buckets.**

Torrent Pump & Fence Co., Cleveland, O.

**Ruberoid Roofing.**

Standard Paint Co., New York.

**Rules.**

Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.

**Sad Iron Handles.**

J. A. Cochrane, Cleveland, O.

**Sad Irons.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Sand and Emery Paper.**

Baer, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Sand Screens.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Sash Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Sash Cord.**

Samson Cordage Works, Boston.  
Tower & Lyon, New York.

**Sash Fixtures.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Locks.**

Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.

**Sash Pulleys.**

Fox Machine Co., Grand Rapids, Mich.  
Sargent & Co., New York.

**Sausage Stuffers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Sargent & Co., New York.

**Saws.**

E. C. Atkins & Co., Indianapolis, Ind.  
Henry Disston & Sons, Philadelphia, Pa.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.

**Saws, Butchers'.**

John Chatillon & Sons, New York.

**Saw Sets.**

E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.

**Saw Tools.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Scales.**

John Chatillon & Sons, New York.  
Osgood Scale Co., Binghamton, N. Y.  
Pelouze Scale & Mfg. Co., Chicago.

**Scoops.**

Underhill, Clinch & Co., New York.

**Screens, Wire.**

Underhill, Clinch & Co., New York.

**Screws.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Screw Cases.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Screw Drivers.**

Bridgeport Mfg. Co., Bridgeport, Conn.  
John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.

**Screw Plates.**

Alfred Field & Co., New York.

**Scythes and Grass Hooks.**

Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.

**Scythe Stones.**

Cleveland Stone Co., Cleveland, O.

**Seal Presses.**

Charles Morrill, New York.

**Seals.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Sectional Shelving.**

J. D. Warren Mfg. Co., Chicago.

**Sewing Machines.**

New Domestic Sewing Machine Co., New York.

**Shade Lines.**

Samson Cordage Works, Boston.

**Sharpening Machines.**

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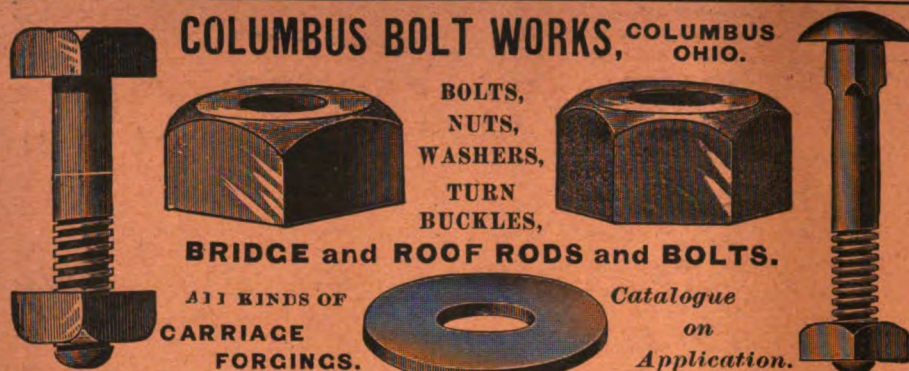
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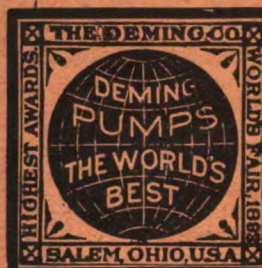
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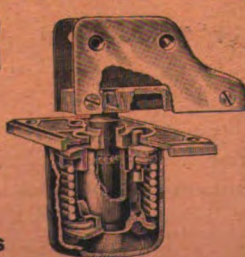
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VOL. XXIII No. 8.

New York, July 25, 1901.

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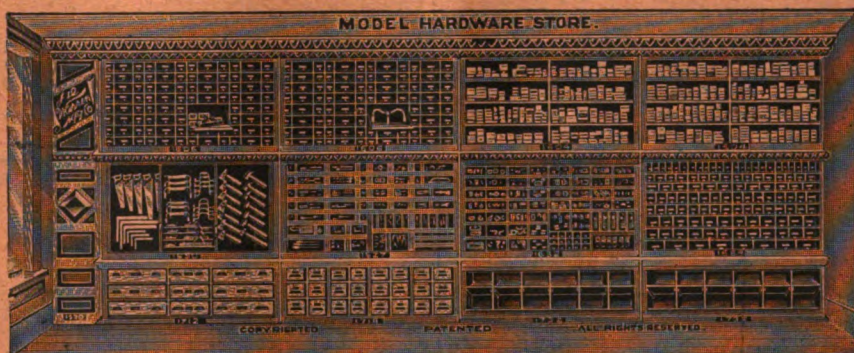
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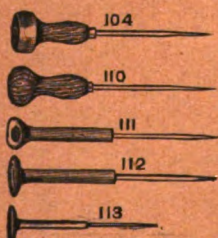
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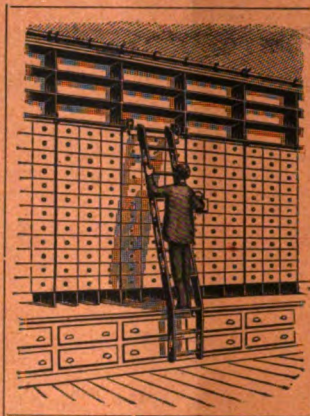
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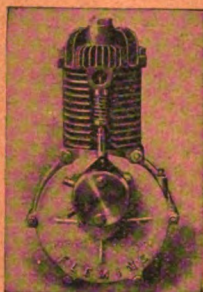
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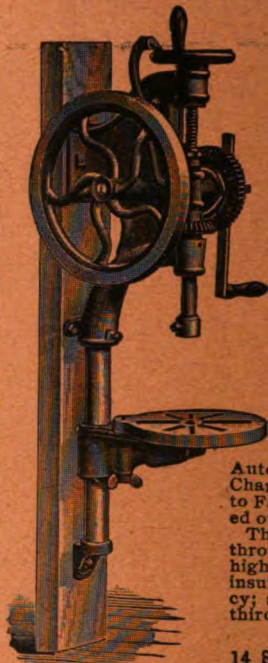
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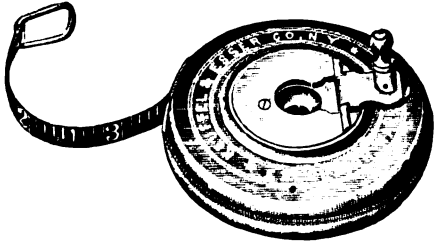
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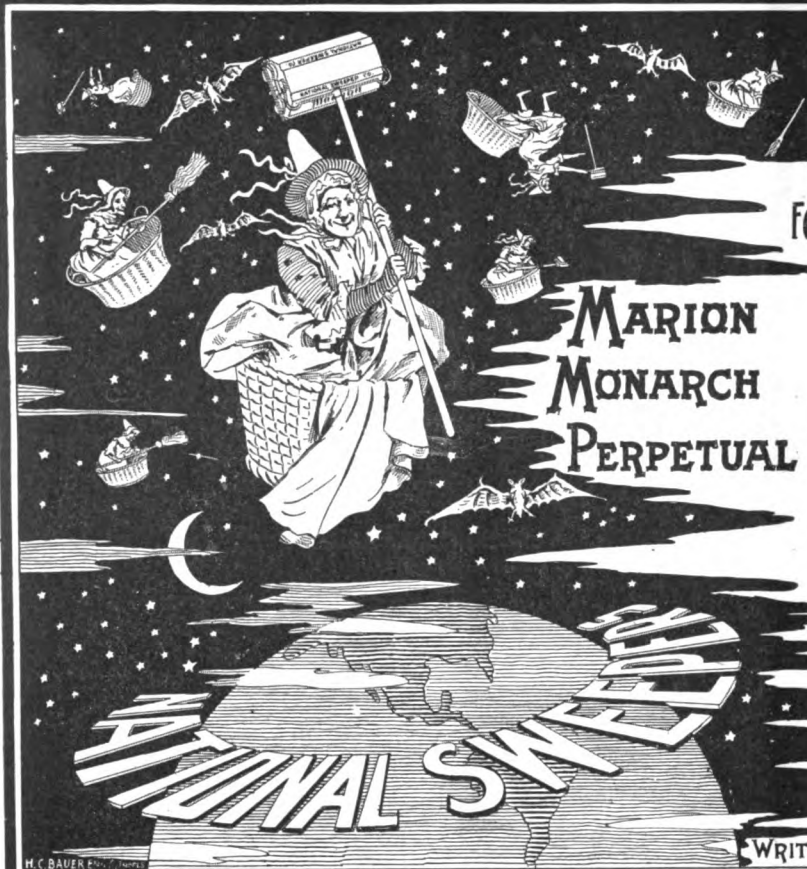
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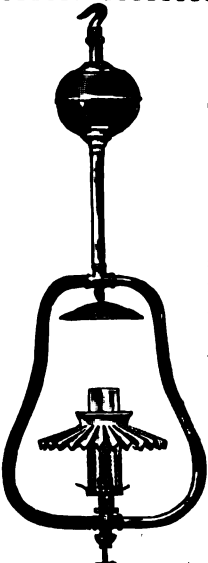
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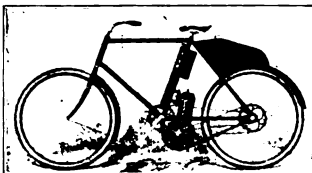
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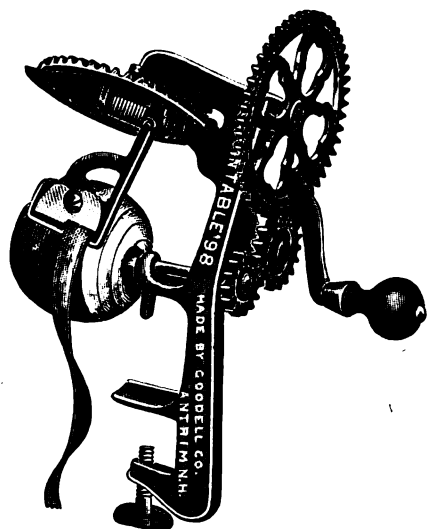
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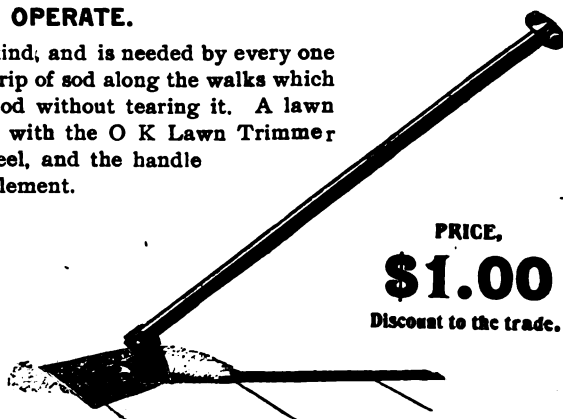
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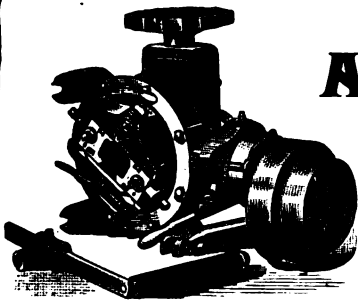
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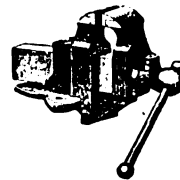
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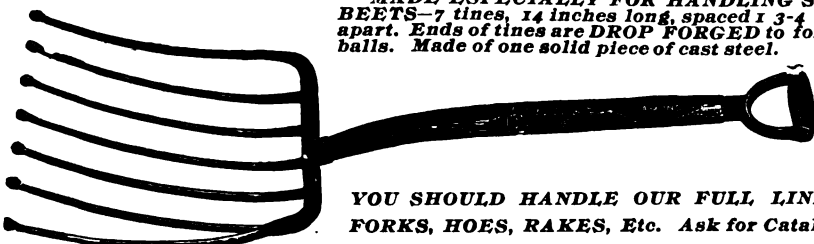


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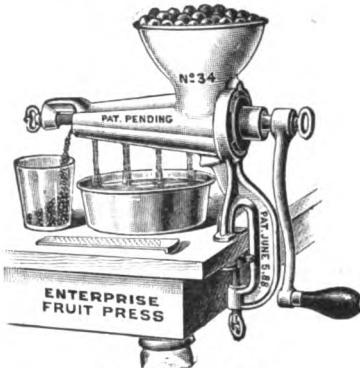


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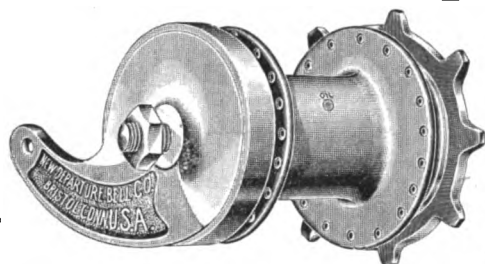
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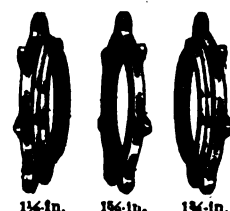
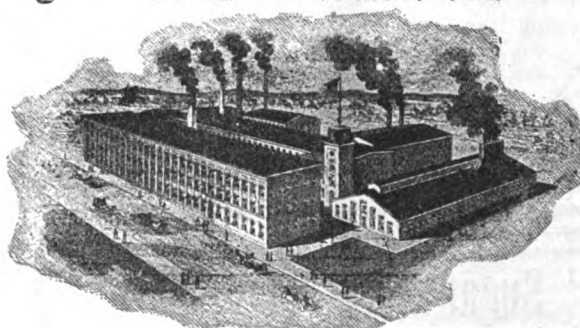


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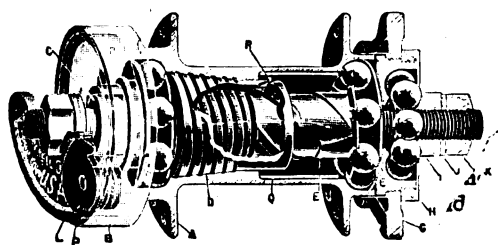
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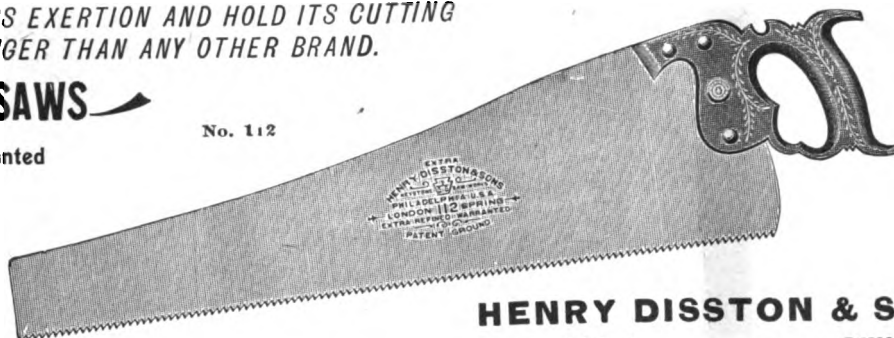
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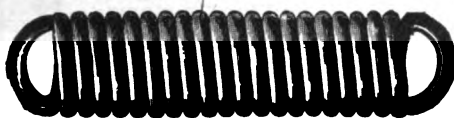
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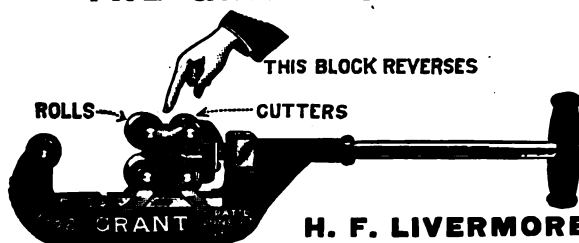
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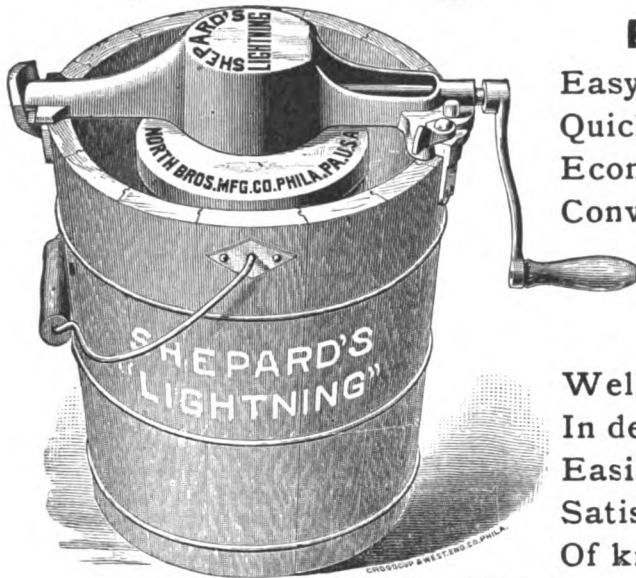
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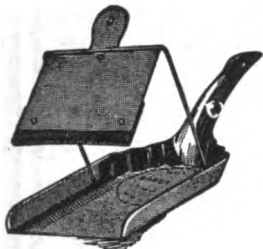
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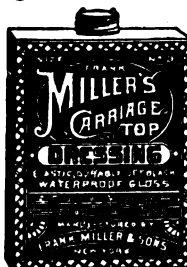


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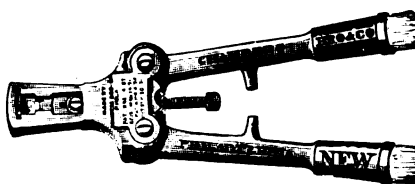
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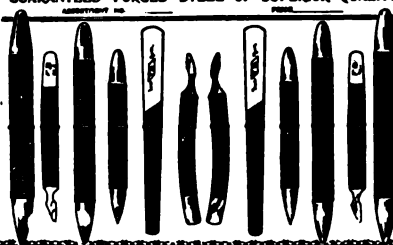
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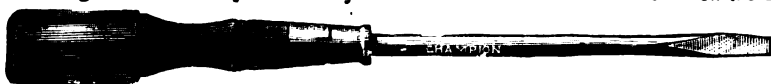
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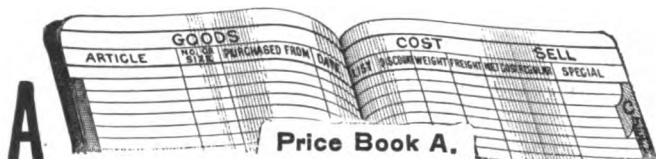
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Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

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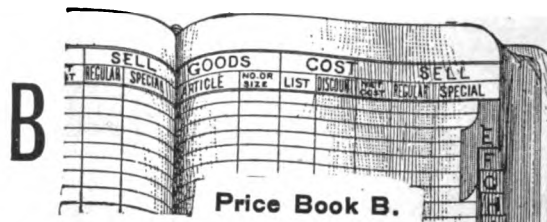


Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. Size of page, 4 x 7 inches.

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- A, 200 pages, - - \$1.00
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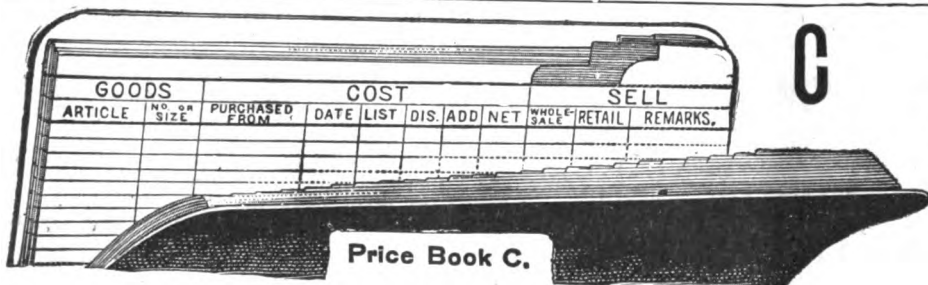


Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. Page, 4 x 7 inches.

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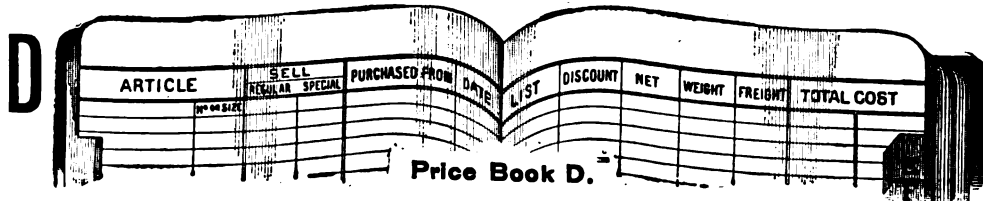
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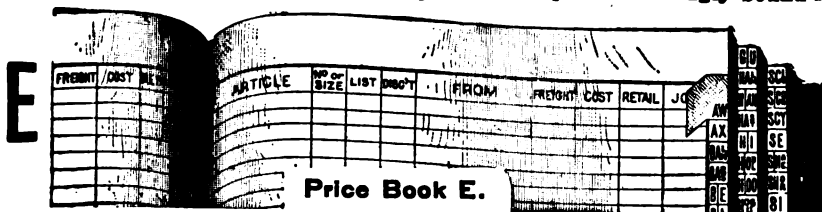
Price Book D.

## MULTIPLE INDEX PRICE BOOKS.

A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers, turn to AU For Chisels, turn to CH For Iron, turn to IRO  
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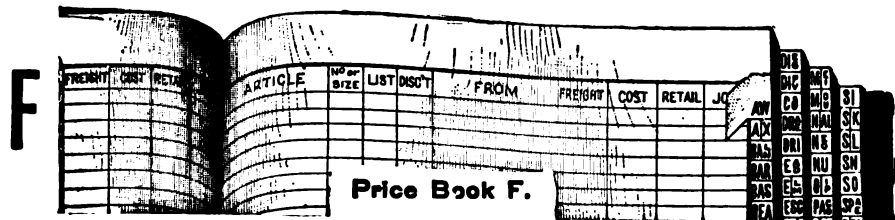


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AN HAM SCR  
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AW HA? SE  
AX HI SH2

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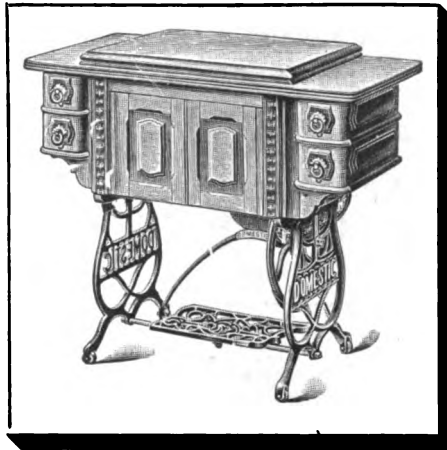
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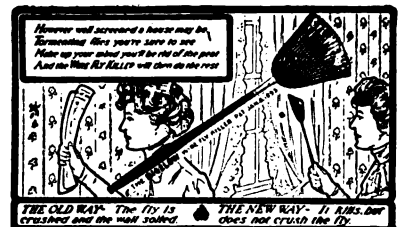
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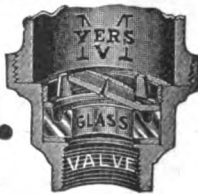
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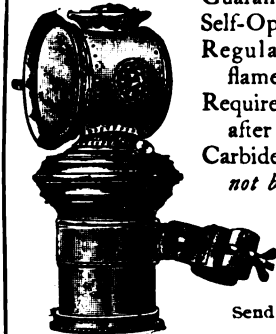
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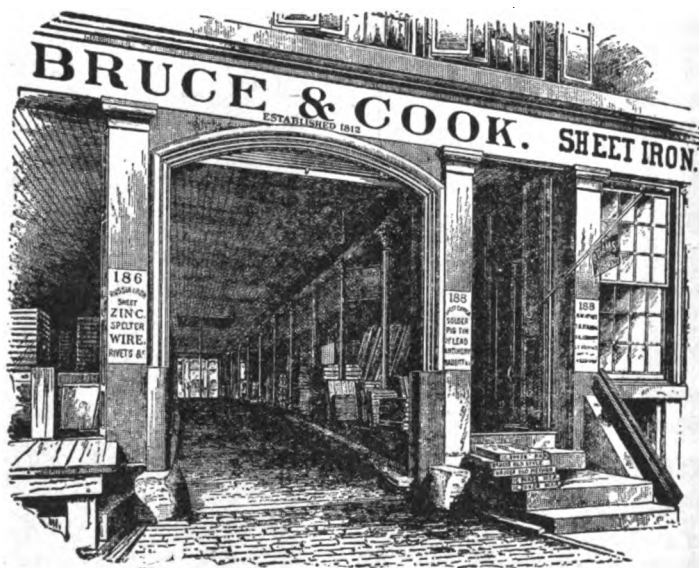
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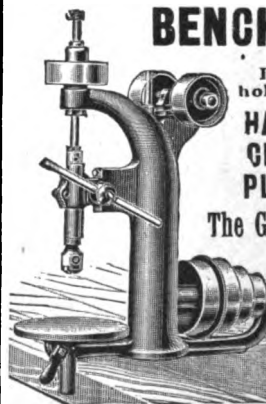
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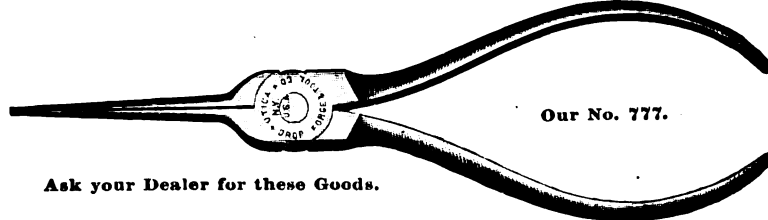
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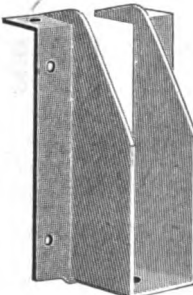
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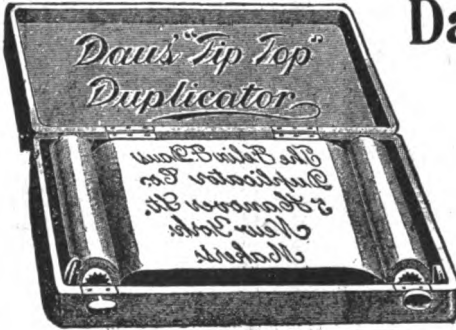


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A TOOL THAT EVERY MACHINIST AND  
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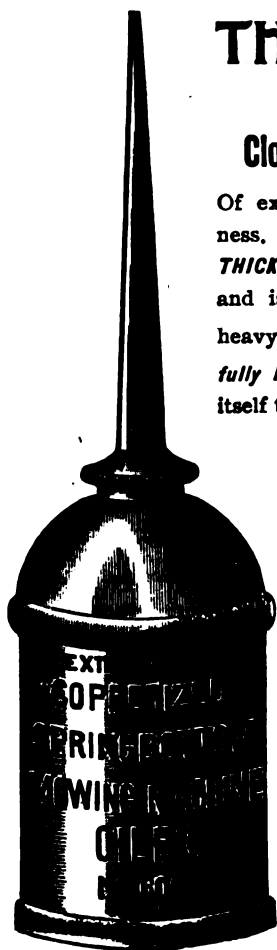
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IS**

## P & B RUBEROID

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# HARDWARE

Archibald Paull Mitchell, Treasurer of the Hardware Publishing Co., publishers of *Hardware*, returned by the Liner Oceanic on July 17th, from a two months' vacation trip abroad.

Edward W. Heusinger, Secretary and Treasurer of the Heusinger Hardware Co., San Antonio, Tex., was an interested visitor at the editorial sanctum of *Hardware* during his recent stay in this city. He reports the prospect for Fall trade as being a promising one throughout the 300 miles of contiguous territory covered by their traveling representatives.

Huntingdon, Pa., will shortly have one of its leading stores, owned by the C. H. Miller Hardware Co., ornamented and perfected by a new equipment of antique oak hardware cabinets and cases. The system to be used is that of the J. D. Warren Mfg. Co., a system which is rapidly supplementing the old way of displaying small goods.

The Manual for 1901 of the Hardware Club of New York has recently been issued to the members and others entitled by exchange courtesy to a copy. The Manual presents in a concrete form a greater amount of laborious application than would be supposed from a casual glance. It is annually compiled by Alfred D. Clinch, chairman of the Committee on Admissions, to whom it has long been a labor of love in his fondness for detail. The active membership of the Club is full up to the edge of a growing waiting list, and with 142 non-resident members, makes the total number of 742 members, indicating a condition of prosperity which inspires a commendable degree of pride in those who daily enjoy its hospitality.

Brown & Sharpe Mfg. Co., Providence, R. I., notify the trade that their works will be closed from August 3rd to August 17th, inclusive, for the annual vacation and repairs. During the vacation the office will be kept open as usual, and orders for Machine Tools, Machinists' Tools and Measuring Tools, listed in their catalogue, will receive the same attention as at other periods of the year.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., report that never in the history of the company has business been of such increasing importance as at the present time. Their books are so full of orders it has been necessary to run part of their Hill and River plants twenty-four hours a day. The shipments of their products resulting from these conditions of activity reach distributing points in all quarters of the globe.

Alfred Field & Co., 93 Chambers Street, New York, state they are almost daily in receipt of inquiries from their correspondents abroad for catalogues and quotations on such lines of Hardware as may be classed under the head of "Domestic Goods and Novelties." At present they are arranging an assortment of samples of such wares, destined for distribution among their agents abroad. They state they would be pleased to hear from any American manufacturer who would be interested in extending their sales in that direction. This old-established house are notable pioneers in the importing and exporting business of this city, and are admirably equipped with intelligent correspondents in all quarters of the world to further the ambitious aims of American manufacturers for a foreign outlet for meritorious specialties.

Kimball Bros. Co., Council Bluffs, Iowa, have established an Omaha branch of their extensive business by purchasing the plant of the Omaha Electrical Works, at that place. This well-known company are manufacturers of Passenger and Freight, Hand, Electric and Belt Power Elevators, running in size from a Dumb Waiter to a ten-ton Electric, and the addition of the facilities afforded by their recent purchase, places them in position to fill orders, especially for Electric Elevators, with a commendable degree of promptness. They desire to open correspondence with any of our readers needing an elevator, feeling confident it will prove of mutual benefit.

New Departure Bell Co., Bristol, Conn., for whom John H. Graham & Co., 113 Chambers Street, New York, are sole representatives, have recently added to their number of productions by putting on the market a full line of Brass Compression Bibbs. They desire an inspection by the trade of the fine finish and high grade of the product. Orders for Racking Cocks are being booked, which they expect to have ready for shipment by August 1st, and a month later will have lines of Liquor Cocks and similar goods.

The Iowa Farming Tool Co., Fort Madison, Iowa, are issuing weekly in the interest of exploiting their fine line of special goods, neat, artistic leaflets, printed in the most tasty style imaginable. The latest we have received is styled "Fine Stable Goods for Fine Horses." On the inside are two cuts, one showing their English stable fork, made in 3, 4, 5 and 6 tine patterns, with blue points and silver polish, and the other showing the Bonner Stable Fork, of white hickory, bent and seasoned. Those interested in something "extra choice" in this line of goods would certainly order after seeing this artistic leaflet.

The Cleveland Pneumatic Tool Co. have opened a New York office at 15 Cortlandt Street, which will be in charge of W. F. McGuire, and where will be found samples of their complete line of Chipping, Beading and Caulking Hammers; the Cleveland Long-Stroke Riveting Hammers, and their Piston, Rotary and Breast Drills will also form part of the equipment.

In the notice given in our previous issue to the new catalogue of the Marlin Fire Arms Co., New Haven, Conn., we neglected to mention that, outside of the trade proper, the Company would gladly mail any reader of *Hardware* a copy of the catalogue on receipt of his application accompanied by three cents in stamps to pay postage. Those interested in an artistically presented display of sporting goods will take due notice.

Orr & Smith Hardware Co., Painted Post, N. Y., succeed to the business of the old firm of Orr & Smith, the change of name being availed of when admitting to partnership O. F. Smith, who for four years past has been an indefatigable clerk in their employ. His many friends wish him prosperity in his promotion.

The fire loss of the United States and Canada for the month of June, as compiled by the New York *Journal of Commerce*, shows a gratifying decrease as compared with the figures of the preceding months of this year, being \$9,599,000, as against \$22,380,000 in the preceding month, and \$31,331,000 in June, 1900. The total loss for the first six months of the year, however, is very heavy, aggregating \$88,935,000.



# HARDWARE

VOL. XXIII.

JULY 25, 1901.

NO. 8

**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade.

**HARDWARE** is published on the 10th and 25th of each month. The subscription is \$1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made in the safest manner available to the remitter. Post-office and Express Money Orders are always safe and may be sent at our own risk.

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**The Name of your Post-office and of the State you live in** should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

**HARDWARE PUBLISHING CO.,**

275 Broadway, New York.

L. E. MITCHELL,	President.
A. P. MITCHELL,	Secretary and Treasurer.
HENRY HOPKINS,	Editor.
A. E. BOLLES,	Advertising Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

This being the usual dull season of the year, when travelers are mostly at home, and house salesmen and other employes are enjoying well-earned vacations, there is but little of a startling character noticeable in trade channels. Prices on Hardware lines of importance have been disturbed but little, and slight concessions on staples are scarcely anticipated to any extended degree, especially in the present condition of the labor market, the surface indications pointing toward the opposite tendency, if any.

Preparation however, is going forward on every hand for the approaching commercial campaign for Fall trade, every prospect for its successful inauguration having been until very lately of the most encouraging character. The strike now under way among the iron and steel workers of the Amalgamated Association, presents elements of apprehension regarding the industrial possibilities of the future, difficult to "whistle down the wind;" for should it continue to extend as it has since its recent inauguration, it will place in jeopardy so many industrial movements of significant importance as to create a fear for results that may prove extremely serious.

Many of the products of the companies involved in the strike constitute the raw material of special lines of goods in great demand for Fall and Winter trade. Full supplies at specified dates of material needed for the filling of current orders, would seem to be rendered difficult if not impossible under the present disorganized conditions. No heavy stocks of any class of material have been in process of accumulation at any of the various plants, the policy of keeping the manufacturers in a state of anxious

need for raw material having been deemed the most politic for the furtherance of a stable market.

Should the present unsettled conditions prove to be of long continuance, many plans for Fall delivery will become futile, and be barren of satisfactory results. Then again, the scarcity of material will make higher quotations certain, creating new conditions of cost on such stocks as are already in hand, and unsettle generally the commercial ease and comparative comfort which have been the prevailing conditions surrounding all Hardware markets.

The wide-spreading drought throughout so many of the Western and Southern States has unsettled the favorable estimates previously given of the corn, cotton and wheat crops, that may prevent the realization of those sanguine views which have created hopes of a profitable outcome. Based on these optimistic estimates, orders have already been rushed to the manufacturer for early delivery, the conditions as to quantity and delivery may have to be modified, which, taken in connection with the probable scarcity of material resulting from strike conditions, may cause a favorable average that will meet less objection than could otherwise be predicated.

The jobbers generally are banking on the belief the Fall trade this year will be an unusually heavy one, and this idea having been formed at an early date, many orders have been placed much earlier than in ordinary years.

Salesmen who have been fitting themselves up in good shape for the usual extended trips at this season of the year, have been held up as to an early start on the road, until something definite is learned of the untoward movement among the iron and steel workers and the probable effect on supplies. So many orders being accepted with an exemption clause based on conditions similar to those now prevalent, leaves the dealer in doubt as to supplies being forthcoming on time. This information will be anxiously awaited.

We are pleased to learn from later reports that the damage to the crops has in several sections been exaggerated, and but a slight diminution will probably prove to be the fact. It will be a great source of satisfaction to find this hopeful view sustained as the season progresses through the harvesting period. Collections are reported as being extremely favorable, giving very little trouble or anxiety.

## Visible and Invisible Profits.

It is admitted that we are all in business for the profit there is in it and not for our health or pleasure. Some of us, no doubt, in our experience, have found competitors who were apparently doing business for fun and we were unable for the life of us to see where there was anything else in it for them. The goods handled were exactly the same in quality and the salesmen were equally bright and competent so far as we could see. The fault was this: The goods were not bought upon the same basis. There is more real art and judgment in buying goods than there is in selling them. When a line of goods is owned by a jobbing house at a less figure than his competitors, you may well figure that you have already made a profit on them, although the amount made in dollars and cents does not yet appear upon your ledger as such.

Another source of profit is lost by every jobber in business, or such is the case at least with every jobber in the Northwest, where fully one-third of their sales are provisions, flour, cereals, dried fruit and produce, which are bought for net cash and sold on thirty days' time less a discount of 1 per cent. for cash in ten days. It is not too much to say that hundreds of thousands if not millions of dollars are given

away in this manner every year by the grocery jobbers of this country. A change of system or business customs is needed to stop this leakage of profit. Either the discount of 1 per cent. and the time of thirty days should not be allowed the trade, or the provision trade, the cereal trade and others should, by united effort on the part of the jobbers, be compelled to bill their goods on a per cent. and time basis. It would really inflict no hardship upon these several trades, for they would as soon sell flour at \$5.05 less 1 per cent. as to sell at \$5 net cash, or a barrel of pork for \$15.15 less 1 per cent. for cash as to sell at \$15 net, when the custom was once adopted. It would serve to raise the standard of cost and the invisible profit of cash discount would then materialize. To accomplish anything in this direction, united effort must be had.

Still another source of profit can be made by regulating the cash discount on teas. It has become customary with the jobbers to give 4 and 5 per cent. off for cash in ten days on teas or four months' time, and upon about 50 per cent. of their sales to make an advance dating of from one to three months, the sale in such cases being subject to cash discount within ten days from the dating.

The jobber secures only 3 per cent. in cash discount from the importer or middleman, and not infrequently he must give his four months' acceptance at once in settlement of his tea purchase without reaping any advantage whatsoever of the discount. Yet he will foolishly give away 1 and sometimes 2 per cent. to the trade on these goods. This may be termed an invisible loss if allowed or an invisible profit if saved. We again need united effort of the jobbers to correct this evil. Much, however, can be accomplished by the buyers at the head of the departments to gain this profit in purchasing. The terms and cash discount are often overlooked almost entirely by the buyer, as he knows from the manner most of the jobbers keep their books that the cash discount does not enter into the buyer's profits, but goes to discount account, which, by the way, ought to be one of the most carefully looked after accounts on the ledger. No jobber can afford to not discount all his bills, even if the discount is only  $\frac{1}{2}$  of 1 per cent. It is his first visible and sure profit. Volume of business is well enough and desirable, but profit, whether visible or invisible, is the vertebræ of any business and without it, there is no life.

C. R. RUST.

### General Export Figures of Manufactures, 1901.

Exports of manufactures from the United States appear to be slightly less in the fiscal year just ended than in the preceding year, the figures for the 11 months ending with May showing an apparent reduction of \$14,565,030. This statement, however, is misleading because the figures of the year 1901 do not include the exports to Porto Rico and Hawaii, which were included in former years, and which are largely manufactures and which will aggregate \$25,000,000 for the fiscal year. Were it possible for the Bureau of Statistics to include in its figures of exports of manufactures those sent to Hawaii and Porto Rico, the figures of 1901 would differ little from those of 1900.

Indeed, an analysis of the general export figures of manufactures for the 11 months now available shows in most cases an increase over 1900, and that the decrease is confined to a few articles and is due, in some cases at least, to a fall in price rather than a reduction in quantity. In illuminating oils, for instance, the export figures for the 11 months ending with May, 1901, show a decrease of four and a half million dollars in value, but an increase of nearly fifty million gallons, the accurate figures being: For 11 months ending with May, 1900, gallons, 663,554,528; value, \$51,753,797; and for the 11 months of 1901, gallons, 711,842,276; value, \$47,228,438. Two other great articles of our exports of manufactures show a reduction in 1901, as com-

pared with 1900, viz., copper and cotton manufactures, and these indeed, form the chief reduction in the grand totals for the year 1901, as compared with 1900. In the latter, cotton manufactures, the reduction is due entirely to temporary conditions in China. The total exports of cotton manufactures in the 11 months ending with May, 1901, are \$17,275,299, against \$22,030,583 in the corresponding months of last year, a reduction of \$4,805,284; while an examination of the figures of the exports of cotton cloth to China shows that they fell from \$8,258,946 in the 11 months of 1900 to \$3,004,727 in the same months of 1901, a reduction of \$5,254,219 in this item alone. Thus the reduction in the exportation of cotton manufactures is entirely accounted for in this single item of cotton cloths to China, where the reduction is, of course, but temporary due to the disturbances in that country during the first half of the fiscal year. The only remaining item in the list of exported manufactures which shows a material reduction is copper, which shows a fall of 63,721,840 pounds in quantity, and \$11,849,518 in value, during the 11 months ending with May, 1901, as compared with the same period of 1900, though the value of copper exports in 1901 is more than \$6,000,000 in excess of the corresponding months of 1899.

In a large share of the important articles of our exports of manufactures, the figures of 1901 show a marked growth over those of the preceding year and of any preceding year. In steel rails, for instance, the exports during 11 months of 1901 are more than \$2,000,000 in excess of the same months of last year; in pig iron there is an increase of a million dollars; in bars and rods of steel, an increase of a million and a half; in electrical machinery, a million and a half; in boots and shoes, over a million dollars; in cotton seed oil, nearly two millions; in carriages and cars, two millions; in chemicals, more than a million; in scientific instruments, a million dollars; while, as already indicated, in some cases where the values have decreased there is still an increase in quantities, the apparent reduction being due to the fall in price and not to a reduction in the quantity exported.

American manufacturers have, therefore, no occasion for anxiety regarding the slight apparent decrease in the export figures of manufactures in 1901, which is due: 1. To the fact that shipments of goods to Porto Rico and Hawaii, aggregating more than \$20,000,000 in the year just ended, are no longer included in the list of exports, as was formerly the case; 2. That the reduction of over \$6,000,000 in exports of cotton cloth and mineral oils to China may be looked upon as due entirely to temporary causes; 3. That in numerous instances the reduction is due to a fall in price while there has been an actual increase in quantity; and, 4. That in the principal item of decrease, copper, the figures exceed those of any preceding year except 1900, in which year the demand abroad for electrical works was far beyond that of any preceding year.

### Exposition in Japan.

The following is extracted from a letter to a resident of New York, by Consul Lyon, of Hiogo, dated June 5, 1901:

The proposed exposition in Japan will be held at Osaka from March 1 to July 31, 1903. The articles to be exhibited include agricultural, horticultural, forestry and water products; mining, industrial and mechanical exhibits; and those pertaining to education, science, sanitation, economy, and the fine arts. The articles shall be those collected, produced, or manufactured by the subjects of the Empire, or by foreigners residing in Japan. The cost of the exposition is to be paid by the imperial treasury, except the expenses of exhibiting, which will be borne by the exhibitors.

The rooster that does the loudest crowin's most always the one first caught by the hawk, says Simon Frost.

## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

## Accident on Freight Elevator.

**QUESTION:** My brother is employed by the owners of a certain building to run a freight elevator. There is an iron girder which projects into the elevator shaft and acts as a support to one of the floors of the building. My brother was not told anything about this, and when he took the elevator up his foot extended slightly over the edge of the platform and was crushed against the girder. The shaft was so dark that nothing could be seen. Could he recover against the owners of the building, his employers? The accident occurred in a town in Iowa.

**REPLY:** There has been a recent decision by the Supreme Court of Iowa, where the facts were very similar to the case you describe. (*Olson vs. Hanford Produce Co.*, 82 N. W. Rep., 903). In this case the Court held that the workman had a right to presume that his employer would do his duty to him, viz: furnish him a safe place in which to work and warn him of any danger not apparent. The Court also held that the question of whether the master under such circumstances as you describe was guilty of negligence in not guarding a girder of this kind was for the jury to decide, just as it was for the jury to say whether the plaintiff or employee was guilty of contributory negligence in allowing his foot to extend over the edge of the elevator. Whether or not your brother could recover damages remains for the jury to say. We are of the opinion, however, that he has a good cause of action. The result of such a trial, however, can never be predicted with any degree of certainty as the matter rests largely with the jury.

## Libel Tending to Injure One in His Trade or Occupation.

**QUESTION:** Some time ago I gave a house a large order for certain articles. When the shipment arrived I found that articles of an inferior grade to those which I had ordered had been sent me, but at the same price as the goods I had ordered. I wrote the house from whom I received the goods and told them that I would accept their shipment, but not at that price. We carried on some correspondence which resulted in this house refusing to do business with me. Shortly after this incident another dealer showed me a letter he had received from this house, stating that the house would no longer do business with me for the reason that when I received goods I always "squealed" at the price and refused to pay the full amount of the bill, and that I was not to be trusted. Kindly inform me whether this statement would enable me to sue this house for libel, as my reputation is excellent and this charge is absolutely false.

**REPLY:** We are of the opinion that to write of a business man that he always "squealed" at the price of goods after he had received them, and that he was not to be trusted is libelous per se as a statement tending to injure him in his trade, occupation or employment. Each libel case, however, must rest upon its own state of facts, and it is for the court or jury, as the case may be, to say whether or not the writing is libelous. If the statement is unquestionably injurious to one in the course of his employment it is as a matter of law libelous, and the injured person is entitled to recover without any proof on his part of any special damages he has sustained by reason of the publication of the libel.

## When a Foreign Corporation May Be Sued.

**QUESTION:** Kindly inform me through your valuable paper in what cases a foreign corporation may be sued in the New York courts.

**REPLY:** Section 1780 of the New York Code of Civil Procedure provides that an action against a foreign corporation may be maintained by a resident of the State or by a domestic corporation for any cause of action. An action against a foreign corporation may be maintained by another foreign corporation or by a non-resident in one of the following cases

only: First, where the action is brought to recover damages for the breach of a contract made within the State or relating to property situated within the State at the time of the making thereof; second, where it is brought to recover real property situated within the State or a chattel which is replevined within the State; third, where the cause of action arose within the State, except where the object of the action is to affect title to real property situated without the State.

## Ownership of Inventions of An Employee.

**QUESTION:** A superintendent of a shop has received a patent on an article which was an improvement on an article manufactured by the company by which he was employed as superintendent. The company had the right in and for a certain territory under a royalty agreement, to sell the original patented article. It has lately developed that the model made by the employee of the company, was made by him during working hours, with the employer's materials, tools and machinery. Kindly state what the legal status of the case is?

L. P.

**REPLY:** We are of the opinion that if an employee during the term of his employment and during office hours invents an improvement on an article used by his employer, or secures a patent on an article used in the course of the employer's business, that such invention is the property of the employer.

## Supplementary Proceedings—Requisites of Judgment.

**QUESTION:** Some time ago a judgment was obtained against me for \$20. I did not consider the claim a just one and refused to pay it. I have also managed to arrange my property in such a way that the execution was returned unsatisfied by the sheriff. I understand, however, that I may be examined in supplementary proceedings, and would like to know whether my judgment creditor would have the right to examine me in this way.

**REPLY:** In order to entitle the judgment creditor to maintain an examination in supplementary proceedings several matters are requisite: First, the judgment must have been rendered upon the debtor's appearance or personal service of the summons upon him, or by what is known as substituted service of the summons upon him; second, the judgment must be for a sum not less than \$25, and an execution must have been issued out of a court of record, as provided in Section 2458 of the New York Code of Civil Procedure. Unless, therefore, the judgment obtained against you amounted to \$25 or over, your judgment creditor would not have the right to examine you in supplementary proceedings, and, if the judgment was obtained against you in a court not of record, for instance, such as the Municipal Court of the City of New York, he would not be entitled to this examination, irrespective of the amount of the judgment obtained against you. If you are served with an order for your examination, you should at once take the matter to a lawyer and submit it to him.

## Japanese Swords.

The blades of Japanese sabres are formed of a metal prepared from magnetic iron ores and ferruginous sand. The steel is produced in the form of thin laminæ, and the workman commences by fixing one of these to the end of an iron rod, which serves as a handle. To these are soldered other sheets until the mass has a length of six to eight inches, a width of two inches, and a thickness of one-quarter to four-fifths of an inch. This bar, brought to a white heat, is doubled upon itself and hammered until it has taken its original dimensions. This process is repeated fifteen times. Four similar bars are then soldered together, doubled upon themselves, resoldered and heated, this operation being repeated five times. By this process the superposed layers of metal become so thin that a sabre is estimated to contain at least a thousand sheets of metal. Sometimes alternate layers of iron and steel are soldered together, and thus the blade presents a veined appearance.



### Decorative Art Exhibition in 1902.

Under the patronage of H. M. the King of Italy and under the Presidency of H. R. H. the Duke of Aosta, an International Exhibition of Modern Decorative Art will be held in Turin in the year 1902. The committee having the exhibition in charge has issued the following circular concerning it:

"Italy, remembering to have been in past times the mistress and inspirer of other nations in the art of decoration, wishes now to take part with her new artistic powers in the great beneficent movement of modern æsthetics, and through us invites to a noble competition all those who in the field of arts and industries have sought and are still seeking to give a form to these noble ideals.

"It is well known to us that the æsthetic revival in architecture and house-decoration has reached in North America the highest degree of development through the inspiration of eminent artists and the work of intelligent manufacturers.

"It is therefore our great desire that the artists and manufacturers of the United States, in bringing to us the original note of their decorative creations, may contribute largely to the solemn affirmation of the new style which we intend to promote by our exhibition.

"We trust that the American nation, so enthusiastic for the beauties of our country and so devoted to the study of our ancient art, will give to Italy on this occasion a new proof of her sympathy.

"The annexed programme and the following declarations will make our intentions clear:

"As this exhibition is not to be the reflection of other industrial exhibitions so oft repeated, neither reproductions of styles already known, nor simply industrial productions wanting of an artistic stamp will be admitted.

"It will only be open to original productions tending to the artistic renewal of the form.

"While leaving to the exhibitors the greatest liberty in their ideas, we think it necessary to call their attention to the programme which we have the honor of addressing to them.

"It is desirable that this exhibition should have a well specified and entirely new character. It is not a question of bringing together many objects of a different character, but rather producing the decorative whole in harmony with the essence of modern life.

"It is therefore to be hoped that the artists and workmen will not seek only the magnificent elegance of the princely dwelling, but that they will find simple and modest elegance in the complete decoration of the private house.

"An artistic jury will superintend the acceptance of objects so that nothing may be admitted that could alter the nature of our exhibition, and that the admission may in itself be a reward to the exhibitors, who will at once kindly send their adhesion to the Committee—Via Ospedale, n. 28, Turin (Italy).

"For the Committee: Count Ernesto Balbo Bertone di Sambuy, Senator of the Kingdom, and H. E. Tommaso Villa, President of the Italian Parliament, presidents; and Severino Casana, Senator of the Kingdom, vice-president."

#### PROGRAMME.

**First Class: The Modern House and Its Decorative Elements.** Section 1.—The painted, figured or ornamental decoration of rooms or their parts. (Oil or frescoed sketches of ceilings, friezes, panels, etc.) Section 2.—Plastic or figured decoration of rooms or their parts. (Ceilings, friezes, panels, etc., of all materials, stone, metal, terra cotta, plaster, sandstone, pasteboard, natural or composite woods.) Section 3.—Doors, windows, chimney-pieces, etc. Section 4.—Pottery. (Vases, artistic objects, bricks, floor-tiles, artistic tiles, etc.) Section 5.—Glass. (Vases, artistic objects, stained glass windows, painted glass.) Section 6.—Mosaics. (Pavements, friezes, panels, etc.) Section 7.—Stuffs, carpets, tapestries, galloons and braids. (Decorative tissues and stuffs of all kinds. Artistic hangings.) Section 8.—Lace, embroidery, table-linen. Section 9.—Wall papers, etc. Section 10.—

Leather and imitations. (Painted, stamped and embossed.) Section 11.—Artistic basketwork. Section 12.—Metals. (Engraved, embossed, beaten, melted.) Section 13.—Arms and their accessories. Section 14.—Warming apparatuses and their accessories. (Stoves, hot-air gratings, etc. Fire-dogs, shovels, tongs, guards, etc.) Section 15.—Lighting apparatuses. Section 16.—Furniture. Section 17.—Furnishing items. (For the table, kitchen, toilet, etc. Clocks, etc.) Section 18.—Silver, jewelry, enamels. Section 19.—Medals, money, decorative plates, seals, plaquettes. Section 20.—Graphic arts. (Posters, sketches, ex libris, stamps, initials, headings, tail-pieces, cards, tickets.) Section 21.—Artistic prints, book-illustrations. Section 22.—Art of book-binding.

**Second Class: The Modern Room in Its Decorative Whole.**

Section 23.—Rooms or complete apartments. (The complete whole of one or more rooms. Pavements, walls, ceilings, furniture, items and accessories for the use of the room or apartment.)

**Third Class: The House and Street in Its Decorative Whole.** Section 24.—Plans of buildings and of their parts. (Distribution of rooms.) Section 25.—Plans of streets, squares, gardens, bridges, porches, etc. Section 26.—Exterior decoration of the house and street. (Designs and models of railings, balustrades, posts, door-knockers, door-handles, fountains, sconces, lanterns. Summer-houses of all kinds, benches, house fronts, etc.)

### Acetylene Gas and Its General Adoption.

Many prominent hotels, it is reported, especially at Summer resorts, have adopted acetylene as a means of lighting, and it is also beginning to come into use largely for street and town lighting. Recent developments in acetylene have caused a change in the method used. Formerly the dry process took precedence over the wet; by this is meant the dripping of water upon an excess of carbide, whereas, the method most approved by the highest authorities to-day is the feeding of granulated carbide into an excess of water.

The change was brought about through the persistent efforts of scientists, who were instrumental in influencing the carbide manufacturers to offer on the market crushed carbide suitable for this class of generators. The carbide is placed in a conical receptacle over a water holder, and this is fed into the tank of water automatically as the gas is used. The gas holder regulates the carbide valve with a positive action. These machines are made in various sizes to suit every purpose for ordinary illumination, from a portable lamp to a plant suitable for town lighting.

A great many people building fine houses in the country, at some distance from towns or villages, take the precaution to have gas pipes put in during the course of construction on the theory that some time there may be a gas plant near enough to provide them with light. Sometimes gas works are erected in the vicinity, and quite as often not. Since the introduction of acetylene gas, the generators for which can be carried about and planted anywhere, many of the owners of such houses are availing themselves of the new gas.

Experiments by eminent European physicians prove that acetylene does not form any combination with the blood; that it has no specific poisonous action, and is much less dangerous in every way than ordinary illuminating gas.

The rays of acetylene gas being more diffusive than those of any other illuminant, and being in quality equivalent to sunlight, it is not necessary to use as much as ordinary gas. It adds less carbonic acid to the atmosphere. An ordinary gas burner produces carbonic acid equal to that in the exhalations of eighteen adults, while acetylene gives off but one-sixth that amount, leaving no injurious effects, and it heats the atmosphere of a room much less.

Comparisons of deadly and explosive materials and their likelihood to cause fire show that kerosene, gasoline, benzene, city gas indoors and in street mains, electricity, steam boilers, gunpowder and thousands of chemicals and substances in every-day use and which the world could not conveniently get along without, are far more dangerous than acetylene gas.—*N. Y. Commercial*.

### Monongahela Valley Retail Hardware Dealers' Association.

The retail dealers of the Monongahela Valley having formed an organization of retail Hardware dealers under the name of the Monongahela Valley Retail Hardware Dealers' Association, among the important preliminary work made necessary by their action they have issued in pamphlet form the following:

#### LETTER TO JOBBERS AND MANUFACTURERS.

With a view to inducing manufacturers and wholesale Hardware houses to sell only to legitimate Hardware dealers, the following letter has been prepared and is being sent out by members of the association:

An organization of the retail Hardware dealers of the Monongahela Valley has been formed under the name of the Monongahela Valley Retail Hardware Dealers' Association.

We inclose you a copy of the constitution and by-laws of this association, and respectfully ask that you carefully examine same. We believe that this examination will result in your giving the cause your hearty sympathy, and that you will co-operate with us in working together for our mutual good.

The aim of the association, which we believe is a legitimate one, is explained in the preamble to the constitution. The condition of the retail Hardware business at the present time is to say the least, alarming and the future outlook is anything but bright. What we ask, and we feel that we are not asking too much, is that manufacturers and wholesale Hardware houses sell to none but legitimate retail Hardware dealers.

Further the members of the association have resolved to confine their purchases as far as practicable to manufacturers and jobbers who co-operate with us in this matter, and who sell to none but legitimate retail Hardware business.

We feel confident that a thorough investigation of existing conditions will prove that our position is justifiable, and that the Hardware manufacturers and jobbers will gladly give us their support. Our cause is spreading throughout the State, and in order to concentrate our efforts along this line, we hope in a short time to have the retail Hardware dealers of the State united in one association for the betterment of the trade, realizing that in union there is strength.

Incorporated in the pamphlet they present their constitution and by-laws, together with the following preamble and resolutions:

#### PREAMBLE.

The Monongahela Valley Retail Hardware Dealers' Association is intended to include in its membership all legitimate Hardware dealers throughout the Monongahela Valley and vicinity.

The trade recognize the desirability of an organization and the need of closer social and business relations, realizing that much unjust competition arises from misunderstandings and imaginations therefrom.

We also feel the need of some protection from the indiscriminate sale of goods by manufacturers and wholesale houses to those who are not in the regular trade and are not entitled to recognition as Hardware dealers from manufacturers and jobbers.

#### RESOLUTIONS.

Whereas, Some manufacturers and jobbers in general Hardware, Stoves, Tinware, Paints, Leads, Oils, Varnishes and kindred lines pertaining to the Hardware business persist in selling their goods through illegitimate channels, placing us toward our customers in the light of extortioners and causing a general demoralization in the retail Hardware trade,

*Resolved*, That the members of this association confine their purchases of Hardware, Stoves, Tinware, Paints, Leads Oils, Varnishes and kindred lines as far as practicable to manufacturers and jobbers who sell goods to firms only that are legitimately engaged in the retail Hardware business as defined in these resolutions.

*Resolved*, That any manufacturer or jobber in Hardware, Stoves, Tinware, Paints, Leads, Oils, Varnishes and kindred

lines, furnishing net prices or discount sheets contrary to the foregoing resolutions either by themselves, employees or agents, shall be considered by disapproving of these resolutions.

*Resolved*, That it is injurious to the retail Hardware dealers of this association for manufacturers and jobbers to make estimates or quote net prices direct to the consumer for Hardware, Tinware, Paints, Leads, Oils, Varnishes entering into the construction of buildings or for private use, and that all such estimates or net prices shall be made through a legitimate Hardware dealer.

*Resolved*, That every member of this association constitutes a committee of one, and is expected to report to the proper officers any violations of these resolutions.

*Resolved*, That these measures are just and necessary for our welfare and it is expected that the rigid enforcement of the resolutions will be carried out.

### The First Threshing Machine.

A contributor to the London *Ironmonger* wonders how many implement dealers could say off-hand how long ago the threshing machine was invented, and then proceeds as follows:

"Steam driven appliances of this kind had almost entirely superseded the flail when I was an infant, but I should scarcely have thought that the pioneer apparatus was set to work so long ago as June, 1801. According to a paragraph in the *Times*, however, the honor of inaugurating mechanical corn (wheat) threshing belonged to a former Duke of Bedford, who, on the occasion of his agricultural meeting in June, 1801, showed visitors a mill which threshed grain, the chaff going one way, the dirt and dust another, while the corn (wheat) fell into a sack and the straw into a wagon. The 'mill' was worked by two horses with two men to feed it. Is there any record of the date when steam began to supersede horses as the motive power?"

According to the *Encyclopedia Britannica*, which ought to be recognized as authority in England, a threshing machine was invented and patented by one Michael Menzies, a Scotchman, prior to 1743. The exact date is not given. This machine was inspected at work by a committee representing the Society of Improvers in the Knowledge of Agriculture, and afterward recommended by the society to "all gentlemen and farmers." The first successful threshing machine was invented in 1786 by another Scotchman named Andrew Meikle. Historians appear to have overlooked the achievement of the Duke of Bedford.

The use of steam power for agricultural purposes, according to another authority, began in England in 1842, and in this country a few years later, although steam power did not come into general use for threshing in this country until after the Civil War.—*Farm Implement News*.

### The Final Touch.

The success of the advertisement rests, in a great measure, with the make-up of the paper in which it appears. It is there that the final touch, for good or evil, is given. Your best advertisement of the season will lose half its effect if it is crowded in between two others, perhaps equally good, but of a design or style to clash or jar with it and each other, while an only moderately well-constructed advertisement will appear well, if advantageously placed.—*Fame*.

Since England has become an important market for American dressed beef, and since Germany and France have admitted it without invidious restrictions, and Western beef has largely superseded Eastern beef in the Eastern market, the railroads of this country have had a large business in the transportation of meat products. Last year they carried 25,000,000 tons of these—15,000,000 tons of live stock, 5,000,000 tons of dressed meats and 5,000,000 tons of packing house products, of which ham, lard and bacon are the chief.

A team o' horses is only as fast as the slowest one o' the pair, says Simon Frost.

## CONSULAR COMMERCIAL COMMENTS.

### DEMAND FOR WELL-BORING MACHINERY IN TURKEY.

On account of the almost complete deforestation of the mountains about Harput—the total absence, in fact, of anything corresponding to the American or German meaning of the word “forest”—successful agriculture in this region depends, to a large extent, upon irrigation. The point has been reached where there is no longer an adequate supply of water from mountain springs for the needs of Harput, Mezreh and adjacent territory. Were sufficient capital available, much of the arable land could be readily irrigated by a proper diversion of water from the Murad Su, or eastern branch of the Euphrates.

In view of present conditions, the governor-general and other officials feel that the time has come to test the efficiency of artesian wells, and one of the members of the provincial council, the leading capitalist of the region, is ready to supply the money necessary to settle the question. Correspondence is solicited from American manufacturers of well-drilling machinery, as well as from those supplying wind-mills, pumps and accessories.

Naturally, for this region, simply constructed machinery is desirable, in order that repairs may be easily made. It is true, there are a few mechanics here, trained in New England machine shops, but mechanical facilities are sadly inadequate. A style of drill capable of being transported on its own wheels from the seaboard to this point would be eminently advantageous. It would be well for corresponding firms to indicate the number of cubic feet their different styles of machines occupy when packed for sea transportation and the total weight. There should also be full information with regard to tubing and all other accessories.

The capitalist above mentioned would prefer to make some arrangement, if possible, by which he need pay only the expense of boxing, transportation both ways, rent while out of the country, and wear, tear and depreciation, in case of non-success in striking water. He is ready to deposit in advance, with the Banque Ottomane, or at this consulate, the full price of a drill, paying all the accompanying expenses, with privilege of returning the machine, subject to above costs, in case of failure. In default of some such arrangement, he will have to accept the best terms available.

There would undoubtedly be a steady demand for drills should success follow this experiment, not only in the Harput plain, but also in many arid and semi-arid regions adjacent to the numerous mountain ranges of this country.

In connection with the proposed experiment, I have examined the topographical and geological conditions with some care. The Harput plain borders on the Taurus Mountains, which rise along its southeast border to the height of 2,500 to 4,000 feet above the level of the plain. Mezreh is at an altitude of 3,800 feet above the level of the sea. The plain is a deep, lacustrine deposit. The Taurus, as well as lower ranges on the northwest, consists of limestone, with frequent basalt dikes and caps of granite. Slate is not infrequent, as well as an occasional lava field. I have been unable to encounter parallel strata of clay, so desirable in well boring, but the location of limestone strata and the force with which water issues from openings therein are favorable indications.

Reforestation and the effective utilization of the abundant supply of water in the Upper Euphrates would restore to this region its agricultural wealth of two thousand years ago. Existing conditions seem to render this impossible, but artesian wells, if feasible, will bring needed relief at a moderate outlay.

Correspondence may be directed to this consulate.

THOMAS H. NORTON, Consul.

HARPUT, May 13, 1901.

### BUILDERS' ASSOCIATION IN AUSTRIA.

The following has been received from Consul Hughes, of Coburg:

The master builders of Austria have determined to petition the government to allow the establishment of a national master builders' chamber (to a certain extent after the pattern of the chambers of commerce). The objects are to unite the master builders of the empire; to guard their interests legislatively and otherwise; to give information to the government as to building, labor, etc., and to see that the building regulations are observed. The government, it is reported, will do everything in its power to promote the undertaking.

### DENSITY OF POPULATION OF FOREIGN COUNTRIES.

Consul-General Guenther writes from Frankfort, April 26, 1901:

The *Cologne Gazette* recently published the following figures of the population of various countries and number of persons per square kilometer, based upon the latest census taken:

Country.	Year.	Population.	Per square kilometer.*
Russia .....	1897	128,961,691	5.9
United States.....	1900	76,215,129	8.4
German Empire.....	1900	56,345,014	104.3
Japan .....	1898	43,760,754	114.4
Great Britain and Ireland.....	1900	40,909,925	132.
France .....	1898	38,745,000	72.3
Italy .....	1898	31,573,582	106.6
Austria .....	1900	26,107,304	87
Hungary .....	1900	19,203,581	59.6
Spain .....	1897	18,089,500	35.9

\*1 square kilometer = 0.3861 square mile.

### DEMAND FOR LAMPS IN BRITISH INDIA.

Consul-General Guenther writes from Frankfort, May 7, 1901, as follows:

According to Informations et renseignements de l'Office national du commerce extérieur, there is a strong demand for cheap, simply constructed lamps in British India. The article adds that the old means of lighting are being rapidly superseded by modern methods, and that manufacturers of cheap lamps may find it to their interest to correspond with importing firms at Calcutta and Bombay.

### GERMAN COMMERCIAL ASSOCIATION IN JAPAN.

Consul-General Guenther, of Frankfort, June 4, 1901, says:

A report from the German consul-general at Yokohama states that the German merchants of Yokohama and Tokyo have formed an association for the purpose of promoting German commercial interests in Japan. The association will also act in conjunction with similar German bodies in eastern Asia and keep in touch with the East Asiatic Association of Hamburg. This new association has taken steps for the publication of a weekly newspaper in German. The German firms in Japan have guaranteed an annual amount of 6,000 yen (\$3,008) for a period of three years.

### EXHIBITION AT DESSAU, GERMANY.

Consul Warner reports from Leipzig, June 6, 1901:

A general industrial and agricultural exhibition will be held at Dessau, Anhalt, from the 28th of September to the



7th of October, 1901. Detailed information may be obtained by writing to "Das Austellungs Bureau, Hotel Kaiserhof, Dessau."

#### TESTING AGRICULTURAL IMPLEMENTS IN RUSSIA.

Deputy Consul-General Hanauer, of Frankfort, under date of June 13, 1901, quotes from the German press that the Imperial Russian Agricultural Association has established on its model farm near Moscow, a depot for testing agricultural machinery and implements, in order to learn which are the most suitable for Russian farm use. Manufacturers who wish to enter their machines for these tests are required to pay from 500 to 1,000 rubles (\$257.50 to \$515). This fee entitles them to enter all their machines for a period of three years, and, in addition, to a space of 375 to 750 square feet in the exhibition building at the farm. The results of the tests will be made public, and the cost of printing and other outlays will be defrayed by the association, which will also bear the expenses incurred in taking care of the machines and their insurance against fire. Applications for entry should be addressed to Prince Alexander Scherbatoff, president of the society, Moscow.

#### TRADE OPENINGS IN THE TRANSVAAL.

Under date of June 12, 1901, Consul-General Guenther reports from Frankfort:

The Belgian consul at Johannesburg says that there will soon be openings for the sale of the following goods in the Transvaal: Axles of steel and iron for locomotives, railroad cars and other vehicles; wagon springs and oil and grease boxes; all the various materials for narrow-gauge railroads; implements for agriculture and forestry; also rolling cars for mines, drawbridges, etc.; hoists and hoisting machinery for mines, pumps, ventilators and other mine appliances; cutlery of all kinds.

#### Pacific Coast Hardware and Metal Association.

The sixth annual convention of the Pacific Coast Hardware and Metal Association was held at Tallac, Lake Tahoe, Cal., on June 17, 18 and 19. The meeting was well attended, all except three of the houses in the membership being represented. It was conceded to be one of the most harmonious and enthusiastic of all the meetings held since the organization of the association.

Matters of general interest to the Pacific Coast trade were considered, and full and lengthy discussion of the present industrial conditions was indulged in by the members present. Owing to the death in February last of the president of the association, Charles F. Tay, Brace Hayden, of the Dunham, Carrigan & Hayden Co., at the request of the members, had prepared a report, which he read at the meeting, detailing the work done by the association as coming under his observation as a member of the Advisory Board and Executive Committee.

In the opinion of Mr. Hayden, taken as a whole referring to existing market conditions, present prices are reasonable, the demand for goods active, and the consumption would not be greater if prices were lower. Mr. Hayden stated that instead of being a disturbing factor, the opinion was generally entertained that combinations of capital in the industrial world had given stability to the market, and had kept prices at a moderate and reasonable level. Mr. Hayden spoke very strongly with reference to the necessity of associations, being of the opinion that under present conditions they are of vital importance. The secretary, Thomas P. Smith, rendered a report, giving more of the details of the work of the association.

At the close of the business proceedings on Tuesday, A. A. Watkins moved a vote of thanks to the retiring secretary, Mr. Smith, for the good work accomplished by him as secretary of the association. The motion was unanimously carried.

The business meetings were held on the day and evening of Monday and Tuesday, and on Wednesday the association enjoyed an interesting picnic and trip on the lake, starting out in launches and rowboats for Rubicon Park, a very beautiful spot on Lake Tahoe, about eight miles from Tallac. The

occasion was a most enjoyable one, the members of the party while fishing succeeding in catching fully a hundred trout, averaging in weight from 1 to 4 pounds. After partaking of an excellent luncheon, which had been prepared by the proprietor of the Tallac House and served by waiters sent from the hotel, the party formed a circle under the trees, and A. A. Watkins, of the firm of W. W. Montague & Co., San Francisco, in an appropriate speech, presented to Thomas P. Smith, who had tendered his resignation as secretary of the association, a very beautiful souvenir in the form of a solid silver loving cup, measuring about 18 inches in height. Mr. Watkins highly complimented Mr. Smith on the work which he had done as secretary of the association, and expressed the regret of all the members at his resignation.

Mr. Smith, who resigned his position for the purpose of entering business with the Turner Hardware Co., Muskogee, Ind. Ter., of which corporation he is vice-president, responded with considerable feeling and expressed his sincere regret at severing his relations with the members of the Pacific Coast Hardware Association, which have been so pleasant for the past three years.

H. W. Barnard, who for the past three years has been engaged with the American Steel & Wire Co., in San Francisco, is to succeed Mr. Smith as secretary of the association. Mr. Barnard's connection with Frank L. Brown, one of the prime movers in the organization of the Pacific Coast Hardware and Metal Association, puts him thoroughly in touch with the work he will have to perform, and will undoubtedly make a most efficient and worthy secretary.

The following named gentlemen were elected as officers for the ensuing year:

President, Brace Hayden, Dunham, Carrigan & Hayden Co., San Francisco, First Vice-President, T. D. Honeyman, Honeyman Hardware Co., Portland, Ore.; Second Vice-President, L. C. Scheller, Union Hardware & Metal Co., Los Angeles, Cal.; Third Vice-President, E. B. Burwell, Seattle Hardware Co., Seattle, Wash.; Treasurer, Frank J. Baker, Geo. H. Tay Co., San Francisco; Executive Committee, Wakefield Baker, Baker & Hamilton, San Francisco; A. A. Watkins, W. W. Montague & Co., San Francisco; A. L. Scott, Miller, Sloss & Scott, San Francisco; Wm. R. Wheeler, Holbrook, Merrill & Stetson, San Francisco; H. J. Morton, Geo. W. Gibbs Co., San Francisco; Geo. S. Scovel, Lloyd-Scovel Iron Co., San Francisco; E. W. A. Waterhouse, Waterhouse & Lester, San Francisco.

The members were very enthusiastic and unanimous in the selection of Mr. Hayden as president of the association, as they recognize in him an ideal man for this position. Mr. Hayden has already served as president for nearly three years previous to the election at last year's meeting of Mr. Tay, when he declined further election. At the earnest solicitation of the members he has again consented to serve, and will, without question, give to the work the same earnest attention as during his past terms.

#### Ohio Comparisons.

Advertising is the fertilizer of trade. Use it plentifully and judiciously and your business trees will thrive and grow as surely and as wonderfully as the stately oak develops from the modest acorn. One new branch will quickly follow another, the foliage will become denser and the fruit more plentiful. As your tree grows the soil must be constantly kept rich—money fertilizer must be used. Let the quantity be reduced or allow the quality to become inferior and you will quickly discover withering limbs and unfruitful branches. Stop fertilizing altogether and the roots will decay, dry rot will set in and your once beautiful tree will soon be a fit subject for the assignee's or the auctioneer's ax.—*Steubenville (O.) Press.*

The Philosopher says: "Shallow water's always the roughest; it's the deep spots that are most always smooth."

### Newspaper Development.

When the yacht "America" first won the cup from England, in 1851, the news was not printed in the newspapers here until two weeks after the event, and it then appeared briefly in dispatches from Halifax, where the accounts had been received by mail. Such a race to-day would be cabled to this country to the extent of thousands of words, and the news would be printed and on the streets within a very few minutes after the race was completed. In the press reports of the yacht race off Sandy Hook in 1899, the results were communicated by wireless telegraphy as rapidly as they occurred, and by signals from reporters who made their observations in balloons. In fact, some of our enterprising newspapers published the results, with more or less accuracy, before the events occurred. The latest practical development in this direction is the recent announcement of the New York *Herald* that on and after July 1 next it will report the arrivals of incoming steamers by wireless telegraphy from Nantucket Shoal Lights, thereby communicating this information to the people on land some twelve hours earlier than it has previously been received.

D. O. HAYNES.

### PATENTS.

The following list of Patents, Trade Marks and Designs of interest to our patrons are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

#### Patents Expire June 8, 1901.

- 301,473. WHEELBARROW, J. Bean and R. Bean, Springfield, O., assignors to The Tricycle Mfg. Co., same place.
- 301,474. COMBINED LATCH AND LOCK, C. Bergeron, New York, N. Y.
- 301,503. SCISSORS OR PENCIL HOLDER, J. P. Lindsay, New York, N. Y.
- 301,592. SASH-FASTENER, H. L. Fleming, Troy, N. Y.
- 301,595. DUST-PAN, C. Hodgetts, Chelsea, assignor to A. L. Hollander and C. H. Bradshaw, both of Somerville, Mass.
- 301,649. REVOLVER, J. Warnant, Liege, Belgium, assignor to Colts Patent Fire-Arms Mfg. Co., Hartford, Conn.
- 301,680. WRENCH, J. H. Coes and F. L. Coes, Worcester, Mass.
- 301,681. WRENCH, Loring Coes, Worcester, Mass.

#### PATENTS ISSUED JULY 9, 1901.

- 677,894. SHUTTER-WORKER, James Norton, Springfield,
- 677,920. LIFTING-JACK, J. M. Babbitt, Carthage, Mo., assignor of one-half to Davis Hill, same place.
- 677,937. WRENCH, William H. Burr, Philadelphia, Pa.
- 677,950. DUST-PAN, Charles W. Cutter, Denver, Colo.
- 677,964. COMBINATION-TOOL, F. H. Engstrom, Cambridge Springs, Pa.
- 677,981. COMBINED SASH LIFT AND LOCK, C. H. Hawkinson, Chicago, Ill.
- 678,051. SCRUBBING-BRUSH, J. B. Schweiger, Beaverdam, Wis.
- 678,062. MAGAZINE-HAMMER, Grove S. Tarbell, Lockport, Ill.
- 678,165. LAUNDERING-IRON HEATER, Hermann Orueger, Roanoke, Va., assignor of one-half to Marcellus N. Moorman, Jr., and Ed. Purcell, Jr., same place.

#### PATENTS EXPIRED JULY 15, 1901.

- 301,850. KNOB-ATTACHMENT, J. Bardsley, Newark, N. J.
- 301,881. LIFTING-JACK, A. T. Goodloe, West Harpeth, Tenn.



isn't enough to show whether a paint is good or bad. Time is the test that brings out the truth of paint claims.

If a paint covers well on the side of a house; if it brushes out easily and smoothly; if it wears well and withstands the elements, it's good paint.

But you can't ask your customers to make a test of that kind and run the risk of their finding the paint worthless. You'd lose their trade and their influence.

The thing to do is to sell them a paint that others have tested in this way for years and that has proved itself invariably good.

**THE SHERWIN-WILLIAMS PAINT**  
is such a paint.

**THE SHERWIN-WILLIAMS CO.**  
PAINT AND VARNISH MAKERS.

CHICAGO,  
NEW YORK,

NEWARK,  
MONTREAL,

CLEVELAND,  
BOSTON,  
TORONTO,

SAN FRANCISCO,  
KANSAS CITY.

Write 31 Michigan Street, Cleveland for the "B-13" illustrated booklet on our Paints and Methods.

- 301,882. CUSPIDOR, Matthew Griswold, Erie, Pa.
- 301,899. SHUTTER-WORKER, W. and A. Kaufman, New York, N. Y., said A. assignor to said W. Kaufman.
- 301,915. SCREW-DRIVER, C. H. Olson, Decatur, Ill.
- 301,930. LIFTING-JACK, Martin Smith, Waynesburg, Pa.
- 301,933. SASH-LIFT, Charles E. Steller, Milwaukee, Wis.
- 301,976. COMBINED KNIFE AND FORK, A. H. Forsyth, Worcester, Mass.
- 302,057. MEASURE ATTACHMENT FOR POCKET-KNIVES, Thurnauer, Burkunstadt, Bavaria, Germany.
- 302,067. SCREW-DRIVER, A. D. Wallen, Mendham, N. J.

#### PATENTS ISSUED JULY 16, 1901.

- 678,404. DRAINER, J. Kline, Beloit, Wis.
- 678,402. SKATE, A. P. Jones, Toronto, Canada.
- 678,424. TOOL HOLDER, M. C. Rodenberger, East St. Louis, Ill.
- 678,445. WRENCH, J. E. Van Note, Kansas City, Kan.
- 678,456. EGG-BEATER, W. G. Brown, Kingston, N. Y.
- 678,503. LIFTING JACK, B. Marriot, Plain City, Utah.
- 678,583. PLIERS, W. A. Osley, Wethersfield, Conn.
- 678,604. SASH HOLDER AND FASTENER, O. Williams, St. Johnsville, N. Y.

Statistics show that estimating the population of the country at 75,000,000 would make an average of one liquor seller to every 114 of the population. During the last year 25,202,901 bushels of grain and 2,198,513 gallons of molasses were used for the manufacture of liquor in this country, which produced 107,618,120 gallons of spirits and 1,657,808 gallons of rum, making a total of 109,275,928 gallons, which is about one gallon and a half to every man, woman and child in the country.—*Exchange*.

Scarcity of hemlock bark is reported to have caused the almost total extinction of the once prosperous tanning industry in Maine. Though there is a large growth of hemlock in the State, it is so far from practicable tannery sites that the cost of hauling prohibits its use.

### Trade-Marks, Labels and Trade-Names.

Beginning with this issue, we shall publish a series of articles on the subject of Trade-marks, Labels and Trade-names, the relation of the same to commerce, and the necessity of them in establishing and maintaining trade.

Those who are now using trade-marks and trade-names as a means of enabling the consuming public to distinguish their manufactures from the thousands of others, are under the impression, that, because the Government maintains a registration bureau for trade-marks, and issues certificates for such trade-marks as are registered, such trade-marks so registered are protected against infringements and that such registration in itself gives them the exclusive right to the use of the particular trade-mark they have registered.

Section 10, of the Act of Congress of 1881, which created the present registration bureau, reads as follows:

"That nothing in this act shall prevent, lessen, impeach, or avoid any remedy at law or in equity which any party aggrieved by any wrongful use of any trade-mark might have had if the provisions of this act had not been passed."

It is and always has been in this country, a thoroughly established, although not generally understood, principle, that the exclusive right to the use of a trade-mark, name or label, is, and can be, acquired, only by the priority of, and continued use of such name, trade-mark or label; they are not Governmental grants, and registration at the Patent Office does not confer any special privilege or right upon the owner.

Another thoroughly established, though not generally understood, principle, is, "That no man shall be allowed to so dress his goods as to be able to dispose of them as the goods of another." It makes no difference whether a man adopting a new name, innocently or intentionally adopts one that is an infringement of, or simulates one already in use, he can be stopped from using that infringing or simulating name, and be compelled to pay damages.

It is, therefore, apparent at once, that there should be a bureau conducted by the Government, or by private enterprise, that has on file, if possible, all of the trade-marks, names and labels in existence, in order that any one about to adopt a new name, or to extensively advertise either a new or old brand of goods, could ascertain whether or not he had the exclusive right to the name, trade-mark or label which he is about to use on that brand.

Under the common law, any one whose business is confined to the State in which he resides, or to commerce with other States, is protected as thoroughly in the exclusive right to the use of a name, or trade-mark that belongs to him, as the one who is doing business with foreign nations. The Act of 1881, limits the registration of trade-marks to those who are doing business with foreign nations, or with the Indian tribes. The trade-marks which constitute the plant at Washington, of which a search is supposed to be made, is, therefore, limited to trade-marks of those concerns who have sworn that they are doing business with foreign nations, or with an Indian tribe, so that there is on file in Washington, only a very small percentage of the total trade-marks, names and labels that are in use in this country; and a man who will swear that he is doing business with foreign nations can go to Washington to-day and register a trade-mark that has been in use for thirty years by some one else, who is not doing business with a foreign nation and therefore, cannot register at Washington, or, who may be doing business with foreign nations and has not registered at Washington. He does not, however, by his registration there, acquire any right in that name, trade-mark or label; the party who was first to use it can stop the other, or others, from using it, irrespective of whether or not it is registered at Washington, and a search of the files at Washington, necessarily would not disclose the fact that the trade-mark about to be registered is already in use by some one who is not doing business with foreign nations.

Another astonishing fact in connection with the registration bureau at Washington is that there have been hundreds of names and trade-marks accepted for registration there, which were absolute duplicates or infringements of trade-marks that had previously been accepted and registered as such; some of these not more than a week apart. In other words, so far as registration under any system is concerned, the only value that can attach to simple registration is a reasonable degree of certainty of the prevention of one man innocently adopting a name or trade-mark that is already in use, and to which some one else has the exclusive right; this cannot be obtained at Washington for the reasons, first, that only those doing business with a foreign nation can register at Washington; and in the second place, owing to lack of method, or lack of knowledge on the part of the employees of that particular branch of the Patent Office, duplicate names and trade-marks are constantly being registered there by those who are doing business with foreign nations.

A great deal of space has been devoted by the press of this country in decrying the evils which exist, but no practical remedy has been suggested by them.

We should be glad to receive communications from our readers and advertisers, on any questions connected with this very important subject, which we will answer separately or embody the information desired in subsequent articles which will appear in *Hardware*.

### The Smallest Engine in the World.

An engine has just been completed which is probably the smallest engine in the world. It is a horizontal engine and stands on a piece of metal exactly the size of a 10-cent piece. The quality of the workmanship on the tiny machine is indicated by the fact that when completed and put together and connected with the power it started off as nicely as the most accurately adjusted engine ever built. The materials used in the construction of the engine are gold, silver, copper and steel. The band of the fly-wheel is solid gold. It will be interesting to note some of the dimensions of the parts of this very small machine. It being such a tiny affair, the measurements are all made in sixty-fourths, thirty-seconds and sixteenths of an inch. The steam chest measures 6-62x9-32 and the cylinder 8-32x9-32. The stroke is 6-64 and the extreme length of the main shaft, which is of steel, is 5-16. The diameter of the fly-wheel is 7-16 and the width of the fly-wheel band is 7-64. The diameter of the main shaft at its largest point is 3-64. The extreme length of the crank shaft is 4-16 and the diameter of the crank wheel is 6-32. The extreme outside diameter of the cylinder, which is sheathed with ebony, is 3-16, and the bore of the cylinder is 5-64. The diameter of the feed pipe, which is made of silver, is 2-32; that of the valve rod is 1-64 and that of the piston rod is less than 2-64. Completed the engine weighs three penny-weights.—*The American Exporter*.

Foreman of the quarry gang—"It's sad news Oi hev for ye, Mrs. McGinty; y'r husband's new watch is broken. It was a fuine watch, and it's smashed to pieces!" Mrs. McGinty—"Och, murther! how did it happen?" Foreman—"Ye see, mum, he had it in his pocket when a ten-ton rock fell on him!"

"Gazzam has been going without his breakfast for a month to reduce his flesh," said Twynn.

"With what effect?" asked Tripplett.

"He is losing two pounds a week and is very much tickled over it."

"Well, if he keeps on at that rate, he'll be tickled to death."  
—*Detroit Free Press*.

Simon Frost oracularly remarks: "There's many a slip 'twixt the cup an' the lip, but most people I know uv does the slippin' after what's in the cup gits past their lips"



## RECENT TRADE PUBLICATIONS.

PETERS CARTRIDGE Co., Cincinnati, Ohio, are issuing for general distribution a four-page leaflet, exploiting their Loading Shells, illustrations of which are given in their natural colors, and King's Semi-Smokeless Powder, with details connected with its evident excellence, from the number of high scores referred to in this artistic leaflet, the color work on which is of a very attractive character.

EMMERT HARTZELL CUTLERY Co., LTD., Gettysburg, Pa., 24-page pamphlet catalogue, envelope size of the line of goods manufactured by this concern, who have made Butchers' Cutlery a specialty for a number of years. The contents show Butcher, Skinning and Sticking Knives, Boning and Trimming Knives, Bread Knives, Hunting, Steak Knives, both in scimitar and straight pattern, in several varieties, all of which are illustrated and fully described, list prices being given, and testimonials regarding the quality of their product being freely distributed through the pages of the catalogue.

PEERLESS STOVE AND RANGE Co., Columbus, Ohio. Pamphlet catalogue of 12 pages of their line of "Peerless" and "Peerless Queen" Gas Heaters manufactured by this company. They are handsomely displayed in the contents of the catalogue, with fine illustrations giving the natural appearance of the articles in question, giving every evidence of their being finely proportioned, possessing rich and elegant ornamentation, the general appearance being a handsome one and deservedly popular. In the line of goods represented, all the burners are of sheet steel in which the perforations are punched in the steel. For pipe connection, each burner is provided with a tripod in the bell with a brass mixer pin, every burner being guaranteed against "flashing back" or lighting in the mixer.

E. W. BLISS Co., Brooklyn, N. Y. Small pamphlet catalogue of the Presses, Dies, Shears and Special Machinery for all sheet metal work, manufactured by this well-known company. Reference is made to the many complete lines of standard machines and tools, every one of which is represented in the contents of this catalogue. The catalogue is handsomely illustrated, with clearly defined cuts, showing a large variety by the use of miniature engravings, and is evidently designed for distribution at the Pan American Exposition, as the company have an exhibition of their products in Machinery Building, Section 39.

GOSHEN MFG. Co., Goshen, Ind. Pamphlet catalogue of 16 pages, covering a line of Ladders, Step Ladders, Lawn Swings, Hay Slings, Fire Ladders, etc., of which they make a very extensive variety, marketed under the name of the Hill's Patent Self-Locking Step Ladder, the "Goshen A," the "Goshen Anchor," and the "Goshen" Bolted Step Ladders in all the various sizes, all of which are fully illustrated and described. They are also manufacturers of Boyer's Climax Step Ladder, which possesses several original features and single Ladders in several varieties, including the "Extension" and "Windlass." Painters' Trestles and Scaffolds are also illustrated and described, list prices throughout being given on everything shown.

MERIDEN CUTLERY Co., Meriden, Conn., issue a handsome little booklet of 16 pages, printed on excellent paper, deckle-edged, and well illustrated with half-tones, showing their most attractive styles of Cutlery handled by the Hardware trade, including Pearl Handled, with sterling silver trimmings, Celluloid and Ivory Handled, and "Anvil" brand carving knives in several varieties. A page is given to the illus-

tration of the style of packing carving sets, adopted by this concern for expensive goods; being laid out in silk-lined cases, for wedding presents and other similar purposes. Another page is given to the illustration of a number of novelties manufactured in fine stag handles, with silver bolsters and designed to be used for similar purposes. The company call attention to the fact that having been manufacturing cutlery since 1832, they have achieved the reputation of a high standard for quality, which a lengthened experience, indicated by that date, should undoubtedly entitle them to.

GOODELL Co., Antrim, N. H., have issued a very interesting booklet designed for distribution at the Pan American Exposition, in which is given a history of the company and its growth from the very earliest period, and this succinct and yet graphic history of a concern so well established is given in a pamphlet of only 12 pages, completely illustrated throughout with nearly thirty half-tone engravings to add to the interest of the story told, starting with the portrait of the Hon. David Harvey Goodell, president of this company, and showing on the next page the very modest plant of the Goodell Co. in 1857, followed by all the various additions that have been made since, and finishing up with interior views of their present plant, showing all the important offices and parts of their works as well as the successive stages of the manufacture of cutlery which has given them their present exalted reputation, all the excellent features and original methods being well illustrated and described. Those interested in the sale of table cutlery particularly should obtain a copy of this booklet, if not already in hand.

THE MALIN & Co., Cleveland, Ohio. Envelope size pamphlet catalogue of 20 pages, embracing in its contents their line of Steel, Copper and Brass Wire of all kinds; also Patent Spool Wire for the retail Hardware trade, and other wire specialties. This company has long been in the market with the best styles of spool wire for handling by the Hardware trade, and these are all well illustrated and described in the contents of this catalogue, together with list prices covering the entire line, in quarter half and one pound spools per dozen spools. Included in the contents of the catalogue is shown a Retail Dealer's Stock of Spool Wire, which they distribute to the trade in wooden boxes with a hinged cover, giving an assortment of nearly 150 spools of the various kinds and sizes of wire that are likely to be called for. It is in a very handy form, that is familiar to nearly all the leading retail dealers in the country, and is worthy of any Hardware dealer's attention for general distribution.

THOMAS J. LEARY, importer and manufacturers' agent, 89 Chambers Street, New York. Illustrated catalogue of Guns and Gun Material in large variety. Catalogue is oblong in size, 36 pages, in which are given illustrations and full descriptions of the leading patterns of Guns and Rifles designed to be carried in stock during the season of 1901. Mr. Leary is sole agent of F. Dumoulin & Co., Liege, Belgium, a line of whose goods is illustrated in this catalogue. Very attractive wood cuts give a clear representation of the articles described. Embraced in its contents, which includes Interchangeable Double-Barrel Guns, and the Franklin Hammerless Gun, and several other salable varieties which form the product of the manufacturers above named, will be found a style of Ladies' Gun, using .44 calibre shot cartridge; also Single-Barrel Muzzle-Loading Guns designed to meet a demand for a firearm at a moderate price. A line of Flobert Rifles is also shown, together with Gun Material of every description for the guns above referred to.

## NEW GOODS AND SPECIALTIES.

### Southington Emery Wheel Dresser.

Southington Cutlery Co., Southington, Conn., have recently patented under date of May 7, 1901, a new and improved Emery Wheel Dresser, which is shown in the accompanying cut. This Dresser embodies a number of improvements that make it excel for the practical use for which it is intended. In each set of cutters are two broad tooth wheels, which not only protect the wear of the cutters, but open a clean and level cutting surface on wheel, and prevent unnecessary waste of the same.

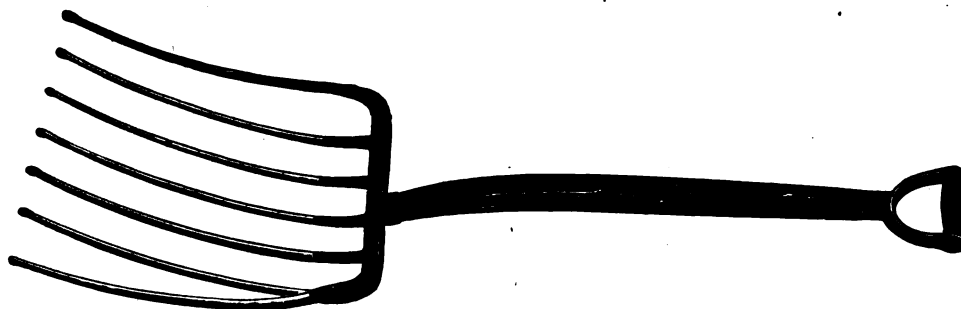


SOUTHINGTON EMERY WHEEL DRESSER.

The cutters are so constructed that they have a direct bearing revolving on a hardened steel sleeve, which sleeve also revolves on a steel screw, which is shown in the illustration. It is claimed by the manufacturers that one set of these cutters will outwear three sets of the ordinary cutters that have been in use, while at the same time the emery wheel will have its usefulness extended twenty-five per cent. where these dressers are used. The cutters are intended to fit all regular holders. They are placed upon the market to be sold at a moderate price, the list price of Dresser with two set cutters is \$1.25, the Cutters being listed at 25 cents per set.

### Willoughby Sugar Beet Fork.

Willoughby Fork and Mfg. Co., Willoughby, Ohio, include in their large variety of forks and other steel goods the Sugar Beet Fork, of which we give an illustration herewith. It is designed to meet all the possible requirements of beet sugar



WILLOUGHBY SUGAR BEET FORK.

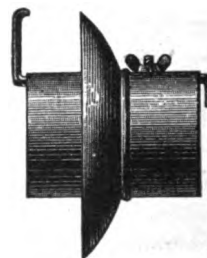
makers, being a practical article in every possible way. Each fork is made from one piece of the best crucible steel carefully tempered and polished, and made with or without drop-forged ball points. The usual and standard fork has seven tines, but the Willoughby fork is made in three sizes, 5, 6 and 7 tines, both blunt points or solid ball points, making six varieties of this article. The width of the seven tine fork is 14 inches; tines 14 inches long, the standard length of handle being 36 inches, and it is furnished as ordered fitted with either strapped or capped ferrule, and with wood or malleable "D" or long handle, as desired. None but the best selected XX handles are used in the construction of these

goods. Now that the sugar beet season is approaching, it is desirable that the trade should be fully posted in regard to the superior goods that are manufactured for this trade especially. The Willoughby Fork and Mfg. Co. issue a very handsome catalogue, which will be furnished the trade upon application.

### Haylor's Hold Fast Stove Pipe.

Stuber & Kuck, Peoria, Ill., are the manufacturers of Haylor's Hold Fast Stove Pipe, the construction of which is

illustrated in the accompanying cut. This stove pipe is furnished in joints 9 1-3 inches long, each joint being fitted with a fastening device, and furnished with a beautifully designed



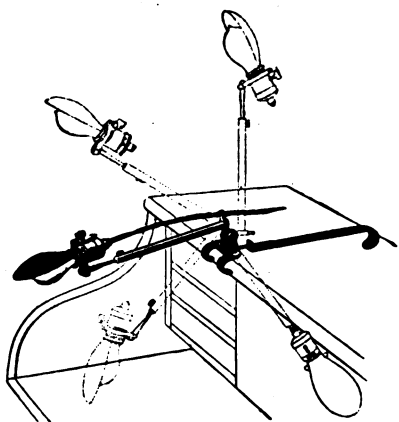
HAYLOR'S HOLD FAST STOVE PIPE.

gilded collar, which measures 10 1-2 inches in diameter for a six-inch pipe, and 11 1-2 inches for a seven-inch. This

gilded collar is manufactured from heavy tin, and sufficiently strong so that it cannot be forced over the swedge. It is so constructed that it cannot be placed over four inches in the flue hole, and at the same time the manufacturers will absolutely guarantee that it will not come loose from the flue hole, except when desired at the will of the operator. The use of this new device entirely does away with all unsightly wires, screws or hooks, or the necessity of nailing on the collar, or ruining the plastered walls. It is calculated to become popular and to meet with a large and ready sale. It is made adjustable to fit any size wall, of any thickness from 4 to 9 inches.

**Ferguson Adjustable Electric Light Bracket.**

The Smith & Hemenway Co., 296 Broadway, New York, among the numerous specialties controlled by them, are introducing the Ferguson Adjustable Electric Light Bracket,

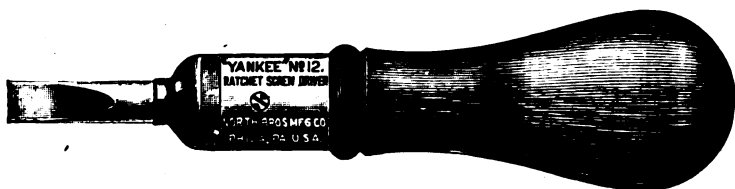


FERGUSON ADJUSTABLE ELECTRIC LIGHT BRACKET.

which is claimed to be one of the most novel and up-to-date roll-top desk brackets on the market. It is adjustable to any size roll-top desk or upright piano, and can be fastened in place without the assistance of screws or nails. If required, the reflector can be placed at any angle desired, preventing all glare in the eyes. It is an ornamental appliance handsomely finished in enamel and nickel. It is designed to be retailed at a moderate price, and while in its construction and operation it is extremely simple, and is quickly adjustable, it is at the same time a durable article. The illustration given herewith shows a few of the angles at which it may be placed. Illustrated matter and circulars of the lamp will be furnished to parties desiring the same.

**"Yankee" Ratchet Screw Driver No. 12.**

North Bros. Mfg. Co., Philadelphia, Pa., are placing on the market the "Yankee" Ratchet Screw Driver No. 12, of which we give an illustration. Notwithstanding the number of ratchet screw drivers already on the market, there has for some time been a demand for a strong, substantial

**"YANKEE" RATCHET SCREW DRIVER No. 12.**

screw driver with a short stub blade suitable for the special work that falls to the lot of gunsmiths, fitters, electricians and other skilled mechanics. This No. 12 screw driver is calculated to supply this tool, as it is not only rigid, but also right and left hand. The adjustment for right and left hand is made by pushing the shifter to opposite ends of the slot; when shifter is placed midway in slot the blade is held as rigid as in ordinary screw driver. The adjustment being across instead of in line with the blade, avoids any possibility of changing shifter when in use. It is made in one size only: Blade 5-16 inch diameter, 1 1-8 inches long, and the entire length of screw driver 5 3-4 inches. They are distributed to the trade packed one-half in strong paper box, the net prices on which will be quoted by the manufacturers on application. The material and workmanship of this useful tool in every detail is of the same superior quality found in the other "Yankee" tools manufactured by this well-known concern.

**Brown & Sharpe's New Tools.**

Among the new tools that are being placed on the market by the Brown & Sharpe Mfg. Co., Providence, R. I., we illustrate herewith the new Standard Wire Gauge, giving the

Washburn & Moen gauge numbers running from 0 to 36, this being the regular standard wire gauge. The illustrations show it full size. The trade number is 737, and the price \$2.50. It is made from the best steel, tempered, adjusted, and all sizes carefully tested after hardening. There has been a continued demand from wire manufacturers and sheet metal rollers for a wire gauge of this standard, and it has been introduced to meet this requirement of the trade. We also give

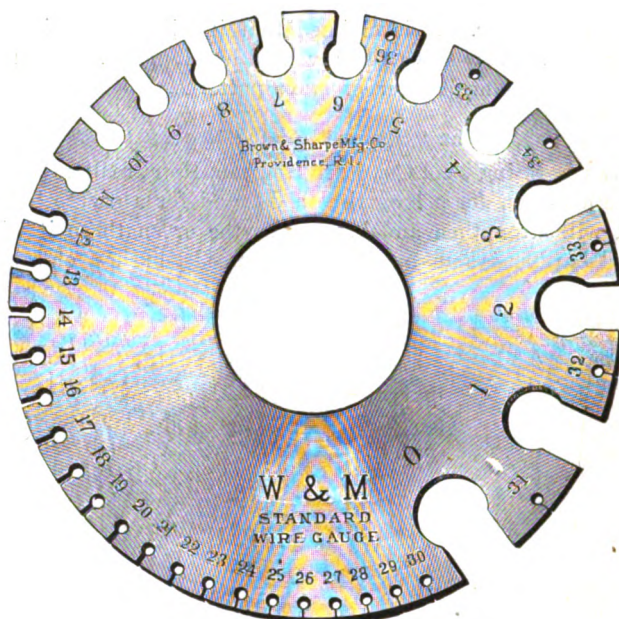


FIG. 1.

an illustration of their new Six-Inch Rule with Slide, trade number 364, and price \$1. This rule is especially convenient for measuring against shoulders, width of collars, etc., and is believed to be much appreciated by machinists. The slide can be removed and the rule used in the ordinary way, or the slide can be reversed to read either edge of the rule. They have also added in the circulars accompanying this rule a description of the improvements in standard steel rules, which they have listed in their catalogue for a number of years, and

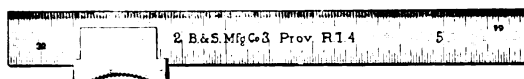
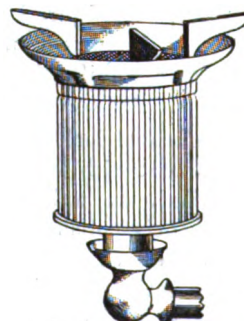


FIG. 2.

believe that a careful perusal of this matter will show the advantages of their graduating rules. This is furnished together with considerable data relative to the reading of the graduations and also a number of measurements showing the application. The rules are six inches long, about 9-16 of an inch wide, 1-16 inch thick, and will no doubt prove a valuable addition to the equipment of the up-to-date machinist.

**Favorite Novelty Gas Stove.**

A very clever little article that must be classed under the head of a gas stove is being manufactured by the Favorite



FAVORITE NOVELTY GAS STOVE.

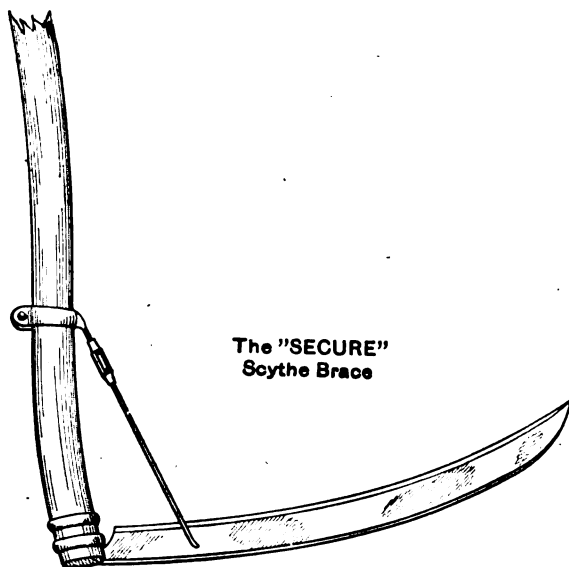
Novelty Co., 139 Beaubien Street, Detroit, Mich. It is intended to meet the demand for an article of this description



of general utility. The stove is three inches high, and two inches in diameter, the base and grate being made of cast iron, while the cylindrical body is constructed from corrugated tin. At the top of this body just below the grate is wire gauze. In order to obtain a hot fire with this stove, it is only necessary to slip it on an ordinary gas burner, turn on the gas and light the top of the stove. In this way it is always ready for heating water, milk, curling irons and for other domestic purposes, and can be transferred readily from one room to another. It is claimed that it will not black nor smoke. This new stove was invented by Henry P. Cope, the well-known manufacturer of stove patterns.

#### The "Secure" Scythe Brace.

Iowa Farming Tool Co., Fort Madison, Iowa, realizing that there has been for a long time a demand for a scythe brace that will strengthen and brace a scythe or snath so it will stand hard usage in mowing heavy weeds, bushes, etc., are



now engaged in manufacturing the "Secure" Scythe Brace, which is a simple, ingenious device, strong and substantial, that may be easily and quickly applied for the purpose. The manufacturers state that the device cannot work loose, as there are no parts to catch or clog. It does not require any wrench or screw driver to attach it, as this may be done by the use of a nail. The band will allow for ordinary variations in sizes of bush snaths. As there is but little doubt it will prove a popular specialty for the Hardware trade to handle, a patent has been applied for.

#### Spoiled By Cheap Hardware.

Suitable and appropriate trimming is something that is too often slighted both by owner and architect, and the tendency to cheapen the entire contract by reducing the cost of the Hardware is daily evidenced by the appearance of some of our buildings. As a rule the Hardware is a neglected matter until the building is nearly completed, and then as an offset to the expenditure in other details, the allowance for this detail is cut down.

The result is what one would look for in such a case. A handsome house or apartment with everything of an elegant appearance, the floors tiled, the walls beautifully frescoed and the woodwork handsomely polished, while the Hardware throughout is of the cheapest class, not fit for a tenement. There is an abundance of such Hardware on the market. Take in the first place the front door which is at all times before the eyes of the public. If trimmed artistically, it at once makes a good impression, and to be artistic does not necessarily mean at the same time expensive, for a good lock that is reliable can be had at a very reasonable figure, and a plain

grille will pay for itself in effect. Ornamental hinge straps will also add wonderfully to the appearance of a house, while on the other hand a cheap lock and trimmings will cheapen a door no matter how handsome it may be. A door cheaply trimmed makes the same impression as a soiled shirt front on a person, both are criterions by which you may judge of the rest of the make-up.

Locks for interior doors need not be either elaborate or intricate, but should be in keeping with the other appointments. If an ornamental design is too costly, then plain trimmings are by all means in good taste, and, like black clothes, always in keeping. When the cheap ornamental designs have the word cheap woven in the pattern, the owner makes a sad mistake when using such goods. The public notices and is influenced by such apparently little things. Plain bronze Hardware is but very little more expensive than the cheap trade ornamental goods and its application shows better taste.

Then again the utter disregard of the general architecture of the building in applying trimmings also of wood finished is a very common mistake. The effect of an elegantly carved door of a Romanesque style trimmed with colonial Hardware is not only an example of bad taste, but is a mistake that means a money loss, as a tenant may not be artistically educated, still a feeling of inconsistency will be experienced, for no person is so constructed that discord will not affect to a more or less degree.

No clause in the contract is so much neglected nor none of more importance than the one relating to Hardware. In the matter of butts there are many varieties from which selections may be made, but experience and judgment should be brought to bear in this matter. Bronze iron butts for the purpose of hanging the door do the work as well as the more expensive solid bronze, but they will not remain bronze but a short time. The appearance of the iron on a hardwood door where the lock trim is bronze certainly is not pleasing. Then again the mistake of cheapening the trimming by using a light butt is a serious one.

Nothing can be more provoking than a door that drags in closing or that will not close at all. While a settling of the building affects this matter more or less, it is more often the case of the butt being too light or too small, so that the weight of the door causes a sag that the butt will not withstand. A loose joint butt is a little less expensive than the loose pin, but it is not so durable nor convenient, as in a loose joint there is one bearing, and consequently more tendency to give and wear, thereby causing the same trouble as in the case of using a light butt. A loose pin has three bearings, and in case of necessity to remove the door it is much easier to do so.

A conspicuous fault in the present cheap trimmings of apartment houses and residences is the fact that the keys are interchangeable, or, in other words, the key that opens the hall door is more than likely to operate the lock on the pantry door or the linen closet and vice versa. This may be overcome by specifying in the contract that the locks have two or more tumblers and all keys different.

The tendency to use cheap Hardware seems to prevail more with the owner than the architect. In a great many cases the owner is not a man competent to select good trimmings for his house, and therefore should turn it over to the architect who will select something in keeping with the house for which he has drawn plans.—J. W. S., in *Architects' and Builders' Journal*.

There are 11 beet sugar factories in Michigan. They represent a total investment of \$4,000,000, and can be operated at a profit by paying \$4.50 a ton for beets. In spite of the recent decision of the Michigan Supreme Court invalidating the law granting a bounty of 1c. a pound, it is predicted that the industry will continue to flourish. It began in 1898.





but we are still at our posts and trying to keep our spirits up by eating three meals a day, with something refreshing on the side. The great strike now in progress we hope will not reach alarming proportions, nor be of long duration, as wealth and power arrayed against labor and poverty can mean nothing less than defeat for the weaker forces in a protracted struggle, and the possibilities also of disaster to business, life and property should certainly lead those in position to adjust differences to a speedy settlement. Collections are good.

H. W. WEBB & SONS.

#### THE PITTSBURGH TRADE.

The "strike" is the engrossing subject filling the minds of Pittsburghers at the present moment. It may terminate quickly or it may spread until it includes many more branches of the steel business, which would be a calamity not only to this section, but to the whole country.

The question at issue, viz: the unionizing of all non-union mills, seems to the outsider to favor the men, because the employers are consolidated, and the men should have the same privilege. The history of unions, however, shows such an abuse of power that employers having gotten rid of them during the last depression, fear to let them get another start. Incompetent men were kept in place, the output of mills and of workmen was restricted to tally with the work of the poorest hands, and innumerable annoyances practiced upon owners. In short, at their worst the union really ran the mills, and owners were lucky to get any profit for their investment. If some agreement could be arrived at wherein such abuses were eliminated, no doubt the owners would not object to all their mills being run as union mills.

Trade among Hardware Jobbers has been exceptionally good this month, and stocks of summer goods have been pretty generally cleaned out.

We note a slackening within the past few days, due to travelers being off the road for vacations and the between-season customary lull.

Conditions are favorable for good Fall trade unless a general labor trouble should affect this region, which is hardly probable.

LOGAN-GREGG HARDWARE Co.

#### THE ST. PAUL TRADE.

Our territory has not yet suffered from the excessive heat reigning all over it, but we do not know how long the crops will stand it. It is hot—so hot that men, women and children suffer, still we are so much more comfortable than our friends in Nebraska, Kansas and Missouri that really we ought not to complain. While the thermometer shows a temperature almost equally high, the humidity is not more than 60 to 70 per cent. as great, so if any one desires to get into a good summer climate we invite them to come to our State.

Business is good, with prospects very fine. Prices are firm with many articles very hard to get. The barbed wire situation is not changed. We do not try to supply our trade, or offer any for sale, as we cannot succeed in having any shipped

to ourselves. It seems too bad to disappoint so many of our good friends, but as we are in the hands of the big trust, we must bend our necks to whatever they wish to do to us. Sometime we hope for a better condition.

C. W. HACKETT HARDWARE Co.

#### THE MINNEAPOLIS TRADE.

We are all anxiously waiting on the crops. The next few days will tell the story. There are rumors of damage from hot winds, lack of moisture, and so forth, but after all we cannot believe that the damage from any source is serious, or more than local. Undoubtedly there will be spots here and there where there will be shortage, and possibly a total shrinkage of perhaps of 10 per cent. from the estimated crop, and the estimate was large, for certainly on the 1st of July conditions could not possibly have been more favorable. It has been excessively hot for a number of days but there have been showers recently, covering nearly the whole of Minnesota, North and South Dakota and Northern Iowa.

Just at this particular time, business is suffering somewhat from the heat, but trade has been exceedingly good, although competition at this point is sharper than ever before. In anticipation of good crops we expect excellent fall business.

W. K. MORISON & Co.

#### THE DAVENPORT TRADE.

With the most gigantic strike ever known in iron and steel factories on one side, and a drouth-ruined crop on the other, a parched earth beneath, and a burning sun above, breathing an atmosphere of one hundred in the shade and some days still higher, how can an optimistic Hardware-report-writer be expected to say anything hopeful of the present and future prospects for the Hardware trade. The favorable conditions, as we see them, are these: The people are not much in debt. The stocks are light in the hands of both wholesale and retail dealers. For the present there will be a surplus of money in the hands of farmers and stock raisers on account of rushing their stock in to market for want of food.

Sales are better than they were a year ago. Prices are firm with advancing tendency. The demand for many lines of staple goods is still greater than the supply. We can see no good reason why trade should not continue satisfactory for the next two months, or until it is handicapped by a political campaign and County Fairs. Collections tardy.

SICKELS, PRESTON & NUTTING Co.

#### THE SAN FRANCISCO TRADE.

Business activity is still tripping along at the full-tilt gait that has been the unvarying twice-a-month exhibit in this correspondence since the twentieth century began. Although vacation season is at hand, Hardwaremen are finding it not so convenient to get away from business this July as they have found it in preceding years. The weather has been perfect all the year for outdoor work, and activity in builders' Hardware trade is scoring unprecedented success, is the voice of such prominent dealers in this line as the Palace Hardware Co., Charles Brown & Sons, Bennett Bros., and Philpot & Armstrong, and so far as the future is discernible, say Hardwaremen generally, a continued business prosperity is the promise indicated. Never before has San Francisco been as full of visitors as now, hundreds of men from Eastern States being seen on the streets carrying guns. These are representatives of the National Bundesfest Festival Association now holding their annual meet in this city. Many in the Hardware trade and exclusive firearms dealers are daily visitors during the week's shoot to witness these marksmen of national reputation, in professional action.

INDUSTRIAL PRESS ASSOCIATION.

#### Hardware Business For Sale.

**HARDWARE BUSINESS FOR SALE** well established. Doing retail-wholesale business; present owners very desirous of retiring from store trade. Will arrange special terms with right party for purchase within the next thirty days. Address **HARDWARE BUSINESS, care HARDWARE, 275 Broadway, New York.**



**FACTORIES:**  
 PROVIDENCE, R. I.  
 PAWTUCKET, R. I.  
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 "X. F."  
 GOLD MEDAL.

**OWNED  
AND  
OPERATED BY THE  
NICHOLSON  
FILE CO.**

PROVIDENCE, R. I., U. S. A.

### Hardware, from a Shakespearian Standpoint.

The "myriad-minded" bard has a good deal to say about the Hardwares common in the Elizabethan era, and he shows as great powers of discernment and observation in the matter of the products of Tubal Cain's descendants as when describing the greatest and smallest productions of nature. Let us take a few examples:

**BELLS.**—"As sound as a bell" is now a proverbial expression. "The falcon's bells," "bells in your parlors," "a common 'larum bell," "sweet bells jangled out of tune," "the merry bells," "the solemn bell," are all expressive of the various forms and sounds of fixed bells which Shakespeare saw and heard. His single reference to handbells is in "Othello"—"The snorting citizens with the bell."

**CANDLESTICKS** are also called by Shakespeare "cansticks," "candleholders." He speaks of "a brazen canstick," "a brazen candlestick turned," and the term "candleholder" appears in "Romeo and Juliet." In this connection, the bard also refers to "candlecases," in his time a common object in every household, but now an almost obsolete Hardware industry. Most of the candlecases—boxes to hold candles—were in Shakespeare's time made of wood, but in the better-class houses, they were made of metal, and were often ornamental in shape and design.

**CHESTS.**—Shakespeare lived before the age of iron safes, but there were strong and secure treasure chests in his day. He refers to "press, coffer, and chest," to "chests of gold and silver," and to a "ten times barred-up chest."

**HAMMERS** are several times mentioned: "With busy hammers closing rivets," "aprons, rules and hammers," "hard as hammered iron," and "the motion of a pewterer's hammer." There was, doubtless, a pewterer or tinman in Stratford when Shakespeare was a boy, and the peculiar motion of the pewterer when using his hammer, probably attracted the notice of the budding bard.

**HINGES.**—Were the hinges of the sixteenth century often of inferior quality? He lays great stress upon "strengthless hinges," in Part II, "Henry IV."

**LOCKS AND KEYS.**—Shakespeare has numerous references to locks and keys. He mentions padlocks in "Much Ado About Nothing," "and a lock hanging to it." "Where is the key to unbar these locks?" There must have been a Hobbs in Shakespeare's day. In "Cymbeline" occurs the line, "I have picked the lock," "bunches of keys at their girdles," "out at the keyhole." But what meaneth this curious phrase in "Richard III.," "a poor, key-cold figure?" Does it mean some poor wretch who had (as we call it now) "the key of the street?"

**PINS.**—"Pins and poking sticks of steel," "no bigger than

pins' heads," "unto a row of pins," and other references tend to show that the pins used in Shakespeare's time were much the same as those in use to-day.

**SCALES.**—"A feather will turn the scale," "poising us in her defective scale." There were evidently good and bad scale-makers in the poet's day, and as there were no inspectors of weights and measures then, the bad scale-makers and the users thereof must have had merry times of it.

**STEEL.**—"As hard as steel," and "more sharp than filed steel," are among the testimonies that Shakespeare bears to the quality of that metal in his day. Shakespeare also alludes to a "gate of steel fronting," "pikes of steel," "hooks and strings (coils) of steel," "bars of steel," and, as might be expected, very many references to steel armor and weapons of war.

**STIRRUPS** and spurs are freely mentioned, but there is nothing to indicate any peculiarity of style or construction, whether of Walsall or other make, beyond an occasional reference to spurs being extremely sharp pointed.

**SPOONS.**—The bard mentions "leadens spoons," in "Coriolanus," and in the "Comedy of Errors." He also alludes to "a long spoon that must eat with the devil," the quotation of which some months ago by a leading statesman caused that gentleman a somewhat uncomfortable half-hour.

**KNIVES** come in for very frequent allusion, both in the comedies and tragedies of Shakespeare. "A short knife and a throng," "a butcher's knife," "a little knife," are among the sayings, but perhaps the most curious is one which appears in "The Merchant of Venice":

Like cutler's poetry upon a knife.

This evidently means that the cutlers of Sheffield and elsewhere made knives for lover's keepsakes, and inscribed upon the haft or blade some tender sentiment, or, perchance, in brief, a sonnet appropriate to a swain—

A sonnet on his mistress's eyebrow.

It is notable that the word pork, as applied to an article for use at the table, does not appear in the pages of Shakespeare.

"You know Will was just crazy to marry me!" said the young bride.

"Yes; that's what everybody thinks," replied her jealous rival.—*Ex.*

Spendall—I gave you that \$5 as a friendly tip. Why do you hand \$4 back?

Waiter—I likes to keep everything on a business basis, sah. Gents wot's so very friendly w'en dey has money is apt to come 'round tryin' to borry w'en dey gets broke.—*Ex.*

# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

### The Manufacture of Bronze Powder in Germany.

One of the most important and interesting of the special forms of manufacture, for the product of which the United States is dependent upon Germany, is that of bronze powder, the shining metallic dust which is used for producing gilt and bronze effects in wall papers, letterpress printing, lithography, mirror and picture frames, fresco painting, and the artistic decoration of a vast range of manufactured articles in wood, paper and various metals. For all these purposes, bronze powder offers the cheapest and most effective means of giving a surface effect of gilt or bronze, and its use has expanded with the rapidly increased production of articles of luxury and taste.

The principal seat of the bronze-powder manufacture is the city and vicinity of Fuerth, in Bavaria, where the requisite water power and other conditions are favorable, and the industry is in the hands of an exceptionally intelligent and enterprising class of men, who have invented new machinery and improved methods until the whole process of manufacture is now mature, ably managed, and successful. The material used is so-called Dutch metal, an alloy of copper and spelter, in which the relative proportions of these are varied to produce the different colors desired. The larger the percentage of spelter, the lighter or more yellowish will be the tint of the alloy. The manufacturing process divides itself into two stages or branches, which are usually carried on in different establishments, viz., the preparation of leaf metal and the reduction of clippings of that material to the form of powder by milling.

The copper and spelter are smelted together in graphite crucibles, which are inserted in a large furnace heated by a strong coke fire. The crucibles contain about 400 pounds of metal, and when their contents are completely fused, they are run off into molds, which form half-round ingots 2 feet long by half an inch in thickness. After cooling, these ingots or rods are bound into bundles and sent to the rolling mill, where they are passed cold nine times through a double set of steel rolls under powerful pressure, by which they are flattened and drawn out into thin ribbons from 50 to 60 feet in length and something more than 1 inch in width. Cold rolling under such extreme pressure has the effect of rendering the metal brittle, and it therefore passes at this stage to the annealing furnace, which is heated by wood fire, as the sulphur in coal or coke would be injurious to the ribbons; which, having been softened and rendered ductile by annealing, are cleansed in an acid bath, cut into lengths of about 3 feet, and collected in bundles of 40 or 50 strips each. They are now laid between sheets of zinc, which are fastened together and passed under slinging hammers worked by water or steam power, by which the metal strips are beaten to a thickness of tissue paper. This process includes six successive beatings, and requires great skill on the part of the operatives to produce a uniform and unbroken foil. After the third beating, the metal strips are taken from between the sheets of zinc, loosened from each other, and cleansed by immersion in a bath of tartrate of potassium. This cleaning is repeated after the sixth and last beating, and the sheets, thus cleansed from oxide and other impurities, are hung upon lines to dry. At the beginning, the rolled strips are of a dull-

gray metallic color; at the fourth beating, the yellowish color begins to show; and after the sixth, they are clear and bright as gold.

In view of the great variety of purposes for which bronze powder is employed, it is graded in respect to color into seven qualities or tints, ranging from bright copper red to golden yellow. These successive tints are governed by the relative proportions of copper and spelter used in making the alloy, which are as follows:

Color.	Parts copper.	Parts spelter.
No. 1.....	350	36
No. 1½.....	330	52
No. 2.....	330	62
No. 3.....	310	70
No. 4.....	310	90
No. 7.....	300	112

In the foregoing description, the material had reached the condition of thin sheets of leaf metal, 3 feet in length, widened by hammering between zinc plates from 1 inch to an average width of 8 inches. These, having been cleaned and dried, are carefully assorted, the defective leaves thrown out as waste or inferior material, and the perfect ones cut into small squares, which are laid together by hand in packets of several hundred each and inclosed within an envelope of sheet brass. Thus held together and protected, the packets are returned to the annealing furnace, where they are softened by heating and slow cooling, and then go to the beaters, where they are reduced, under flattening hammers, to the thinness of real gold leaf—so thin that it can be blown away by the breath. This completes the preparation of leaf metal, the finished material for bronze powder and other purposes, of which there are not less than a hundred manufacturers in the city and district of Fuerth. This part of the industry dates from the sixteenth century, and has been built up by many generations of patient and skillful beaters of gold, silver, copper and other malleable metals.

The manufacture of bronze powder consists in grading, clipping and pulverizing the various bronze foils to an even, impalpable powder, and is an industry of comparatively recent date. The present perfection of methods and product has only been attained during the past thirty years. It

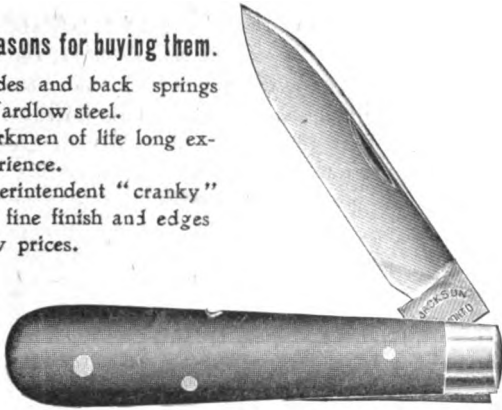


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TO HANDLE OUR  
**Iron Fence and Lawn Furniture.**  
Send for Catalogue "35 B."  
**THE STEWART IRON WORKS, Cincinnati, O.**

## "JACKSON" POCKET KNIVES.

Four reasons for buying them.

1. Blades and back springs  
Wardlow steel.
2. Workmen of life long ex-  
perience.
3. Superintendent "cranky"  
on fine finish and edges
4. Low prices.



THE JACKSON KNIFE AND SHEAR CO. FREMONT, OHIO,  
U. S. A.

began as a means of using up and utilizing the imperfect leaves which came as waste from the beaters of gold, silver and bronze. These were cut by hand into fine clippings and then ground to powder in handmills of simple construction. With the lapse of time and the spread of artistic industries, the uses of bronze powder increased until the demand far outran the supply of waste, and the leaf metal is now made on a large scale, specially as a material for this purpose. The beating process flattens out a pound of copper and spelter alloy to an area of about 500 square feet, and in this condition the square sheets, as they come from the brass envelopes, are sheared into small fragments and rubbed with olive oil through a steel sieve having ten meshes to the inch, and then passed to the stamping and grinding machines, where they are pulverized by steam or water power to the bronze powder of commerce. The grinding occupies from one to four hours, according to the grade or quality of the powder to be produced, which is of four grades—from coarse to superfine. The superfluous oil is removed by heating under pressure, and the powder is then carried into centrifugal clarifiers, or grading machines, which, turning at a high speed, expel the powder through fine orifices in the form of dust, which settles on inclosed shelves, according to weight and fineness—the finer particles at the top, the coarser below—and in this way the powder is divided into the several grades of fineness and consequent value. Bronze powder and leaf metal are exported largely from Germany to the United States, the exports from Fuerth alone during the fiscal year ended June 30, 1899, having reached a declared value of \$595,680.34, and of \$920,317 for the fiscal year 1900.

FRANK H. MASON, Consul-General.

BERLIN, June 13, 1901.

### Effect of Machinery Upon Labor.

The first and immediate effect of the introduction of machinery is to displace labor. It compels a certain number of people to either remain idle or to seek employment elsewhere in other departments from those in which they have been trained. It is this effect, felt personally by the workmen connected with the industries in which the machines have been introduced, that has in times past led to the opposition to machinery, especially in the early part of the last century.

The first effect, however, is not lasting and the second and ultimate effect of machinery is the expansion of labor. It seems to be wrong in principle for a body of intelligent men to be employed in slow and arduous labor when, by the introduction of machinery, a smaller number of perhaps less intelligent men can do the work quicker and easier. An auto-

matic machine may throw out of employment a certain number of individuals at one particular place, but in the long run we doubt if any automatic machine ever resulted in the employment of fewer people, taking the country at large. On the contrary, machinery makes necessities out of luxuries and tends to increase the per capita consumption of every desirable article, often many times; this in addition to the work required to build the machines themselves.

This view is amply sustained by the best available statistics. There has been a regular increase in the number employed in manufacturing and in the industries dependent upon machinery, in proportion to the total population. During the thirty years from 1860 to 1890, the population doubled, or increased 100 per cent., while the number employed in the industries increased 172 per cent. It would be unfair not to attribute part of the increase to the influence of machinery.

Take the case of manufacturing toothpicks. We have seen it stated that 95 per cent. of the toothpicks made in this country are from lumber cut in the State of Maine, yet only about 100 persons are employed in the industry in that State, due to labor-saving machinery. To manufacture the millions of toothpicks that Americans imagine they require would give employment to thousands if they were made by hand. But has toothpick machinery actually displaced hand-labor? If the purchasers of toothpicks had to pay the price of hand-made toothpicks, the demand would drop so suddenly that there would be an exodus of these employees from the State of Maine such as has never been seen. As long as toothpicks are cheap they will be bought and the 100 employees thereby benefited. Let better machinery be introduced and it would in all probability result in lower prices, increased sales and the employment of the same or a greater number. Should it happen, however, that some of these 100 men were finally displaced, the growth of industries in other directions, as the direct result of machinery, and made possible only by machinery, would give them employment. In view of the statistics quoted above, moreover, it is not unreasonable to suppose that some of these men might have sufficient resources to develop other lines of work calling for the employment of others; and in fact this is what does happen, speaking in a general way.

It is not easy to outline all the effects that have been wrought by the introduction of machinery. It is futile to argue that people are either more or less happy than they were before its introduction. People lived contented lives 100 years ago in spite of many hardships, but their desires were fewer and their expectations less than now. Whether people are happier now, we do not know; but it is certain that they could not contend with the present day complexities without the aid of machinery. Machinery is a necessity, and we should not only make the best of it, as some would say, but should try to make the most of it.—*Machinery.*



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All Galvanized Cans  
Are the BEST

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in the BEST way  
at the BEST price.

A TRIAL  
WILL CONVINCE YOU.

J. H. ELLER & CO.,  
CANTON, O.



### The Clerk Who Succeeds.

MUST HAVE TACT AND THE ABILITY TO MAKE FRIENDS.

The young man who is making his way through the world, depending upon his energy, industry and intelligence to lift him higher, must not neglect to cultivate the study of mankind. No matter how efficient he may be in other qualities, if he is not a judge of men he is doomed to failure.

A man must possess the faculty of winning the confidence of other men and of making them his friends if he would be successful in any way. This faculty, or gift, is born with some. They touch a sympathetic chord in every one they meet, are given a hearing when more worthy men are turned away, and succeed along their chosen lines when men of immensely greater ability plod along at the foot.

If we say they possess tact, we only half express it. Tact is saying and doing the right thing at the right time to the right person. Tact prevents blunders that would make enemies, but does not necessarily make friends. Tact is the form, but the feeling lies deeper down. To make friends, tact must be present, but the heart only can tie the knot of friendship.

The strength of youth is its unlimited hopefulness. Success is just around the corner; in a few years, at most, she will be overtaken; then come ease and luxury! The great majority of those in the race never catch a glimpse of her robes, and the ones who lag farthest in the rear are those whose manners were so unsympathetic or forbidding that the men who could and would have helped them refrained, perhaps at the critical moment, from saying the word or doing the thing that would have advanced them.

I am at this moment interested in a man who is out of work and who is struggling bravely to find a position. When he is not near me I study how I can help him, and canvass friends who may need a man and who would give my recommendation some weight. But when he comes to see me he has not talked five minutes before I begin to think that I wouldn't want him near me all the time; and, feeling so, I wonder if it is right that I should commend him to others. He has not tact. He does not permit me to get half way through a sentence before he interrupts me to agree with me, while he proceeds to finish my sentence in an entirely different way from what I had intended. I concluded that it is not worth while to go back and finish in the way I started out to do, so let it go as he left it, but I do not volunteer any further remarks. When he goes away I still wish as much as ever that he was at work, but I am hoping that he will find a place without my having to make a special recommendation.

Every young man, with the competition of life around him, should probe deep down into his own soul and learn for himself just what is the measure of his capacity to win the good will of other men. He should be absolutely honest with himself, listening to no flattering tale, but facing the truth fearlessly.

I recall another young man who was visiting in a city for a few days and was taken by his host to call upon the head of a wholesale house that he might see how business was done in that busy place. The young man and the merchant talked together for an hour, and the latter drew from the youth the story of his life thus far and his aspirations for the future. That evening the merchant called upon the host, and as he took his leave particularly requested the young man to call upon him in the morning. He then said:

"Some remarks you made yesterday kept repeating themselves to me after you went away. I think you are possessed of the spirit that succeeds. I want a man in my office; if you wish to take hold you may."

The offer was promptly accepted and neither man ever had cause to regret it.

As any man studies his relations with other men, and analyzes the position in which he holds those whom he meets in either a social or business way, he must confess that he

divides these into two classes: those who attract and those who repel him. There is a small percentage to whom he is indifferent, but the great majority are in the two classes I have named.

A man who intends to succeed must have friends. These are not to be bought or borrowed ready made; they must be evolved out of the men and women whom he meets, both in social life and in business. How shall he do this? I know of no better rule than that given in Proverbs: "A man that hath friends must show himself friendly." If this was given as the rule by which a man shall keep his friends, much more is it the law to be adopted by which one shall create friends for himself.

The result of the efforts to make friends is no less important to the clerk in the smallest Hardware store than to the salesman in the largest wholesale concern. Both rise or fall by their power to please their employers and customers.

When I miss my favorite clerk at the Hardware store I am quite prepared to hear that he has started in business for himself. All who dealt with him liked him; many have promised that if he started for himself they would give him their trade, and have followed him. His capital in friendship is far more valuable to him than his dollars.

The salesman who has been calling upon me for years, and who has won my regard, now tells me he is traveling for himself, having started in business with a partner, and he is certain of my trade to as great an extent as I can give to him.

There is a class of people who make friends easily, but who do not hold them. If they are traveling salesmen their first trip is usually a good one, but each succeeding trip grows poorer until they are dropped. It does not seem to be because they are insincere, but because they do not wear well. All that there is in them is on the surface.

There are others who are much too friendly in appearance upon short acquaintance. They ask about trade with such gravity of tone as if they had come these hundreds of miles to get the answer to that one question. You feel that they are acting a part, and you are not complimented that they should think that you are deceived by it.

By far the larger portion of mankind can think only of themselves; the I, with them, is so extremely large that they spend most of their thought and time in efforts to impress the world with a proper sense of their fancied importance. A person belonging to this class can never forget himself long enough to take an interest in his auditor. He not only lacks tact, but he is wanting in common shrewdness.

The interest that makes friends must be both kindly and honest. The clerk and salesman must forget himself; must think only of the one purpose, to make the person his friend. This is not accomplished by fawning upon men, nor by echoing their opinions, but by an intelligent acquaintance with human nature that pushes one's self into the background and sees and brings out the best in others. He must follow out the injunction laid down for keeping friends and "show himself friendly."—WILLIAM H. MAHER in *Saturday Evening Post*.

### The Old Man's Idea.

Papa—Its after eleven; what on earth do Bessie and that young man find to talk about?

Mamma—Oh, questions of the hour, I suppose.

Papa—I'll bet they haven't the remotest idea what the hour is!—*Detroit Journal*.

### All of a Mind.

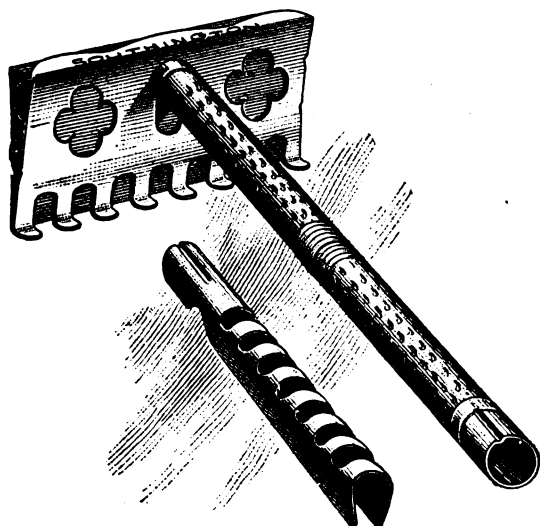
"Didn't the gentleman give you anything for rescuing the lady from drowning? Why didn't you ask him?"

"I didn't have the gall to after he told me she was his mother-in-law."—*Ex.*

Says Simon Frost: "I'd rather own an acre lot, that won't grow nothin' but weeds and taxes an' a mortgage, than the han'somest graveyard in the world ef I had to live in it."

# OUR LATEST and GREATEST PRODUCTION

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Weight 1 1-2 oz.

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New York Office, 98 Chambers Street.

Send for Circular.

### How Modern Invention Lengthens Life.

In many parts of the world Americans are frequently criticized because their daily lives are too active, too crowded, too much occupied with matters of business. In a certain sense these criticisms are just. Unquestionably any man, whether living in the United States or elsewhere, who devotes all his waking thoughts to the affairs of trade or politics, loses in time that breadth of culture and depth of refinement that would be his if he gave a portion of his time to literature, music, art, the drama and society. Nothing is more stimulating and uplifting than to turn aside after several hours spent in grappling with problems relating to the more sordid side of life and devote the balance of the day to cultivating the higher self or in occupations that, if not ennobling, are at least wholly unconnected with business.

But while we thus grant at the outset that our critics have a strong presumptive case in their favor, we are inclined to think that in reality they assume a great deal that is not so in asserting that the average American is wholly absorbed in business cares. It is true that during the day the business man in any of our large cities is intensely occupied, and also that he accomplishes far more work than many men in similar positions abroad would dream of attempting. But this is largely owing to the many facilities for rapid work that he finds at his disposal. At his elbow he finds a telephone receiver. A brief request to the telephone clerk in the main office and he is able to talk at once directly with those with whom he desires to do business at any moment. This one device may easily save hours of his time. A stenographer is at his service when desired, and fifty letters can be dictated in the time necessary to write three. A messenger call is on the wall nearby, and telegrams can be despatched or articles sent away or procured without leaving the desk or losing more than a few moments of his own time. Should a trip to a distant city prove necessary the tickets can be secured, seats or

berths engaged and carriage called with equal ease. These are but a few of the many ways in which modern invention comes to his assistance while still in his office, saving his time and increasing proportionately the amount he can accomplish during a working day. Instead, therefore, of being a matter for wonder it is a commonplace for such a business man to carry on dealings direct with half a hundred different individuals or firms, and conclude transactions that would have been physically impossible for ten men deprived of the advantages he enjoys.

The significance of all this lies in the fact that a business man who works in this manner may seem to those who note only the multiplicity of his achievements an inordinately busy man, while in reality he has more leisure than many an old-fashioned business man, who accomplishes a tenth or possibly a hundredth as much. His spare hours may be improved to the utmost in the same manner if he is an energetic man, and the world may thus have occasion to know him not only as a great merchant or manufacturer, but as a great philanthropist or politician or patron of art or music. Such a man literally lives longer by reason of the inventions it is his privilege to employ, since his opportunities for usefulness both to himself and to others are thereby multiplied, it may be, many-fold. The number and variety of his individual experiences and of his enterprises, both private and public, may be equal to those of ten men living without the aid of such conveniences. His life, therefore, measured by the truest standard, that of achievement, is ten times as long. It is quite within bounds to say that a year of a modern business man's life is equal potentially to ten years of that of a man of similar social standing and wealth living five centuries ago. The life of the modern man of affairs has thus been lengthened with respect to its activities until, instead of the three-score years and ten of our ancestors, it can be measured almost by centuries. There is much of literal truth in the saying that a year of our time is worth a cycle of Cathay. To those who employ all of the facilities modern invention has placed at their disposal it is certainly worth vastly more than ever before in human history.—*Export Implement Age.*

## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### Incorporations, New Stores, etc.

Bennettsville, S. C.—The Excelsior Hardware Co., recently chartered, will open business here next month, with capital stock of \$10,000. The members and officers of the firm are: B. E. Moore, president; C. F. Moore, vice-president; R. J. Patterson, Jr., secretary, and P. B. Moore, treasurer.

Boone, Ia.—The Johnson Hardware Co. is a new organization, with a capital of \$10,000, and the following incorporators: J. D. Greve, R. J. Johnson, T. W. Guy and James Troughear, Jr.

Camden, N. J.—The Snyder & Allen Co. have filed articles of incorporation in the Clerk's office to deal in cutlery and electrical supplies, with a capital of \$25,000.

Chester, S. C.—The Secretary of State has issued a commission to the Bewley Hardware Co., which proposes to do a wholesale and retail business on a capital stock of \$10,000. The corporators are W. D. Bewley and L. B. Dawson.

Fulton, Mo.—Berghauser Hardware Co. has been incorporated. Capital, \$8,000. Incorporators, Helen Berghauser, Louis Berghauser, Robert A. Crews and others.

Kansas City, Mo.—Robinson Implement Co. has been incorporated. Capital stock, \$30,000. W. N. Robinson, O. L. James, A. L. Newton and J. A. Robinson, Jr.

Lewiston, Me.—James Howard, of Pierce Street, Lewiston, is about to open a Hardware store in Presque Isle.

Little Rock, Ark.—Articles of incorporation of the Fox Hardware Co., of Pine Pluff, have been filed with the Secretary of State. Capital stock, \$100,000. The incorporators are Fred Fox, president; Hugh C. and Fred R. Fox.

Mabank, Tex.—The Osborne Eubank Hardware and Lumber Co. has been incorporated. Capital, \$20,000.

Marlin, Tex.—The firm of Rush Bros. & Gardner has been incorporated under the name of the Rush-Gardner-Bartlett Co. They are doing a Hardware and furniture business here and will also open a branch house at Mart. The capital stock is \$75,000.

Richmond, Ind.—The Peter Johnson Co. has been incorporated, with a capital stock of \$6,000, to deal in stoves and Hardware.

Richmond, Va.—Judge Minor, in the Court of Law and Equity, has granted a charter to the Virginia-North Carolina Hardware Co., which is capitalized at \$25,000. The officers and directors of the company for the first year are: J. B. Prinder, president; Walter S. Prinder, first vice-president; Lucius F. Cary, second vice-president; Henry G. Ellett, secretary and treasurer, and John S. Ellett, Jr., assistant secretary and treasurer; John S. Ellett and W. M. Cary, directors. They will carry on a general Hardware business, including the

manufacture of supplies, with the principal place of business in this city.

South Omaha, Neb.—The W. H. Sloane Co. have filed articles of incorporation with the Secretary of State. The capital stock is placed at \$10,000. Ella M. Sloane, W. H. Sloane and C. M. Sloane are named as the incorporators. They will conduct a furniture and Hardware business.

St. Louis, Mo.—The Norvell-Shapleigh Hardware Co. have filed papers and articles of incorporation, showing a capitalization of \$1,000,000. The stockholders are Saunders Norvell, William S. Yantis, Taylor D. Kellogg, H. B. Gordon, A. F. Shapleigh and August Shapleigh Boyd.

Zolfo, Fla.—J. R. W. Smith has opened a Hardware and furniture store.

### Changes and Improvements.

Amboy, Ill.—Geo. R. Keeling has bought the stock of Hardware formerly owned by M. Wigum & Co., of West Brooklyn. The stock is now being invoiced and as soon as arrangements are made Al Tuttle will take charge of the store at that place.

Brookhaven, Miss.—E. M. Price, of the Hardware firm of E. M. Price & Co., has sold his interest in the business to his partner, Mr. E. Simon.

Chula, Mo.—Geo. Clarkson has purchased the Laredo Hardware stock of Prof. Hortenstein and will remove with his family at once to that city.

Clearfield, Pa.—The well-known Hardware firm of Powell Bros. & Bigler, doing business in the large store and warerooms on South Second Street, have dissolved partnership by mutual consent, Geo. W. Powell retiring. This firm will be succeeded by W. F. Powell and A. W. Bigler, and will trade as Powell & Bigler.

Cleveland, O.—The Hardware firm of Davis, Hunt & Collister has been changed from a partnership to a corporation. The letters were granted by Secretary of State Laylin upon the application of E. P. Hunt, E. L. Davis, J. H. Collister, William P. Fisher and Richard Collister. The capital stock is placed at \$65,000. The business will be conducted at the same place and along the same lines as that done by the partnership, the object of incorporating being a facility of transacting business.

Fort Smith, Ark.—The Atkinson Hardware Co. has filed with the Secretary of State a certificate of change of name to Atkinson-Williams Hardware Co.

Jamestown, O.—Al Wickersham has sold his Hardware room to R. B. Strong.

Jessup, Pa.—J. F. Mack has broken ground for the erection of a Hardware store on Depot Street.

Keene, N. H.—The Spencer Hardware Co. has about completed arrangements for a lease of the corner store in the E. F. Lane block, which is being built on the corner of Church and Main Streets. The store is 32 x 126 feet, about three times as much floor room as the store the company now occupy.

Lebanon, Pa.—The large addition to the first floor business room of Gamber & Failer, Hardware merchants, north Ninth Street near Willow, in the Seltzer Building, has been occupied by the firm. The new extension is roomy and well lighted, and beside extra floor facilities offer much in the way of shelving and other display place. The firm's office is also located in the new part in the rear. Aside from the new addition connecting with the former business room, is a large new two-story brick building in the rear for warehouse and repair purposes.

Little Rock, Ark.—The W. W. Dickinson Hardware Co. has filed with the Secretary of State a certificate of increase of capital stock to \$150,000.

Los Angeles, Cal.—The California Hardware Co. has filed a certificate of an increase in its capital stock from \$100,000 to \$250,000. This action was taken at a meeting of the stockholders.

Louisville, Ky.—The building on Market Street between Third and Fourth, recently vacated by J. Dolfinger & Co., has been leased by Ben F. Vogt, who will remodel the building and move his Hardware store into it. Work will be begun on the remodeling at once.

McKeesport, Pa.—With the first day of July came the announcement of a change in two well-known Hardware firms. The firms of the Hartman Hardware and Supply Co. and the Hartman-Sword Co. have consolidated, and will continue in business under the firm name of the Hartman Hardware Co., George W. Hartman, Charles N. Hartman, J. A. C. Sword and W. E. Hartman, proprietors. Both stores will be continued at the present locations. The new company later expects to greatly enlarge both stores and branch out into wholesale business.

Nashville, Tenn.—An amendment to the charter of the Gray-Dudley Hardware Co. has been made, increasing its capital stock to \$500,000.

Peoria, Ill.—There has been filed with the county recorder a certificate of increase in the capital stock of Clark, Quien & Morse, the Hardware firm, to \$100,000. The former capital stock of the firm was \$75,000, and the increase in working capital is made necessary by the expanding business of the company.

Portland, Ore.—The well-known sign of Honeyman, De Hart & Co., which has been familiar to residents of Portland for many years, has disappeared, and in its place appears the sign of the "Honeyman Hardware Co." a joint stock company, incorporated here a few days ago by Mrs. T. D. Honeyman and her sons.

Statesville, N. C.—An amendment has been allowed by the Secretary of State to the charter of the Flanigan-Evans Hardware Co., of Statesville. The amendment changes the name of the company to The J. P. Flanigan's Sons Co.





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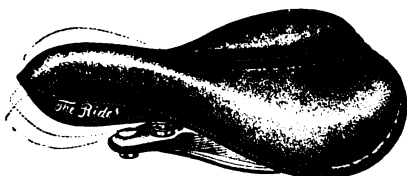
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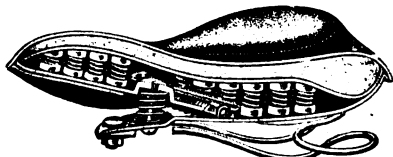


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No. 11 that does the work



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Is undoubtedly the New Process Sanitary  
**EAGLE WATER STILL.**

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They sell at sight. Big discounts to Hardware men.  
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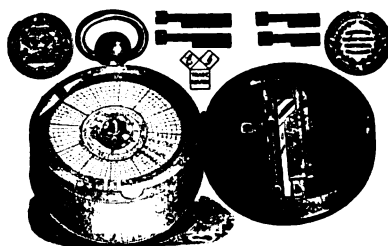
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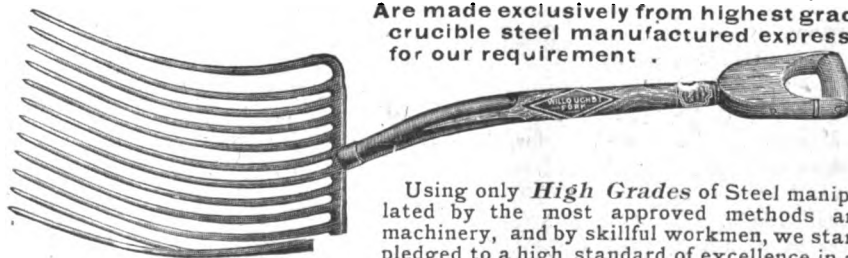
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**THE WILLOUGHBY FORK & MFG. CO.**

Willoughby, Ohio.

## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Incorporations, Etc.

Allegheny, Pa.—The Superior Mfg. Co., which will make asbestos fire logs and gas burners, has applied for a charter with a capital stock of \$25,000. The new plant will be located at Said and Magnolia Streets. Those interested in the new company are: W. T. Bradberry, formerly of the Anschutz-Bradberry Co., and later vice-president of the Pittsburgh Stove and Range Co.; Wm. H. Collingwood and Thomas M. Dudgeon, formerly with Bissell & Co., and Robert A. Bradford. The new plant will employ fifty men.

Bangor, Me.—The Penobscot Machinery Co. has been organized for the purpose of manufacturing and dealing in machinery of all kinds, tools, belting, mill and railway supplies with \$10,000 capital stock. The officers are: President, M. E. Farrington, of Brewer; treasurer, L. E. Levenseller, of Hampden.

Barnesville, O.—T. & A. Rogers have started a shovel factory in their building on South Chestnut Street.

Brooklyn, N. Y.—The S. Roebuck Co. has been incorporated with the Secretary of State to manufacture and sell window, door and porch screens. The capital stock is \$50,000 and the directors for the first year are Samuel Roebuck, Thomas W. Cusack and Samuel Henry Roebuck, of Brooklyn.

Brooklyn, N. Y.—Timmis Mfg. Co. has been incorporated to manufacture tools. Capital, \$5,000, and directors, W. S. Timmis, J. T. Russell and C. J. Dodd, of Brooklyn.

Buffalo, N. Y.—Union Mfg. and Specialty Co. has been incorporated to manufacture machine tools. Capital, \$15,000. Directors, W. H. Crosby and W. H. Hill, Buffalo; A. D. Dana, Springfield, Mass.

Chicago, Ill.—Quick Acting Wrench Co. has been incorporated. Capital stock, \$3,000. Incorporators, Charles D. Albert, J. E. Talfer and H. C. Shaw.

Cleveland, O.—The Gilt Edge Washing Machine Co. has been incorporated with a capital of \$25,000. Incorporators, T. C. Hartzough, A. M. Barnes, F. B. Wiggins, C. J. Brown and C. T. Hartzough, of Cleveland.

Columbus, O.—The Pioneer Stove Co. has been incorporated, with \$100,000 capital stock and the following incorporators: G. W. Latimer, R. R. Rickly, A. W. Williams, G. B. Kauffman and Henry C. Taylor. The company will manufacture stoves and ranges and other utensils.

Council Bluffs, Ia.—Bloomer Mfg. Co., has been incorporated. Capital stock, \$100,000. Iron, wire and nails. Incorporators, R. H., R. W. and A. L. Bloomer.

Fordyce, Ark.—The G. P. Latch Co. have filed articles of incorporation with the Sec-

retary of State. The incorporators are G. M. Hampton, president; J. E. Hampton, Jr., vice-president; W. B. Shumaker, secretary and manager; John R. Hampton, treasurer. The capital stock is \$50,000. They will manufacture and sell gate latches.

Gadsden, Ala.—The A. & J. Mfg. Co., which is the name of the new stove concern, has secured a lot for their foundry on the Louisville & Nashville Railroad. They expect to begin building next week. The lot is 105 x 550 feet. The main building will be 60 x 100 feet, with engine and boiler room 20 x 40 feet. Later a warehouse 50 x 100 feet will be erected. It is intended by the promoters to have the works turning out some goods in ninety days.

Lansing, Mich.—The Kalamazoo Stove Co., organized with a capital stock of \$65,000, has filed articles of incorporation with the Secretary of State.

Mendota, Ill.—J. D. Towers & Sons Co. has been incorporated. Capital, \$130,000. Manufacturing and deal in agricultural machinery. Incorporators, J. D. Tower, G. D. Tower, D. C. Tower.

Newark, N. J.—Articles of incorporation of the Toledo Scales and Cash Register Co. have been filed in the office of the Essex County Clerk, in Newark. The authorized capital is \$1,000,000. The incorporators are Lenox S. Rose, C. Edwin Young and Edward J. Whitney. The company's purpose is to manufacture scales and cash registers, and its principal office is given as 20 Bruen Street, Toledo, O.

New York, N. Y.—The Crowe Stoker Co. has been incorporated for the manufacture of "Crowe Stoker" grates, furnaces and other such goods. Capital stock, \$30,000.

Portland, Ore.—Oregon Hardware Mfg. Co. has been incorporated with a capital stock of \$10,000. Incorporators, W. E. Robertson, A. E. Costlow, W. B. Peacock.

New York, N. Y.—Euphrat Mfg. Co. has been incorporated to manufacture window guards. Capital, \$25,000, and directors, Theophile Euphrat, of Rowayton, Conn.; C. W. Mady, of Norwalk, Conn., and Edward Devoe, of New York City.

New York, N. Y.—Waterbury Rubber Mfg. Co. has been incorporated. Capital, 100,000. Directors, A. H. Howe, Jersey City; G. A. Howe, Vineland, N. J.; W. J. Beairsto, Yonkers.

Quincy, Ill.—The charter for the Quincy Pattern Co. has been filed for record. The capital stock of the new enterprise is \$1,200, which is equally divided between George Koehler, Max R. Lehmann, William J. Stafford, Henry C. Dietrich, H. Louis Kich and J. W. Vorndam. The purpose of the company, as stated in the articles of incorporation, is to make and sell stove and machine patterns and do a manufacturing business.

Shelton, Conn.—The O. K. Tool Holder Co., George W. Conklin, manager, has just received a patent upon its novel tool holder which is the invention of Mr. Charles W. Grant, of Derby. This tool is adapted for general use upon lathes, planing machines,

shaping machines, etc., and is especially adapted to hold a boring tool, thereby doing away with special tool holders heretofore necessary in using boring tools.

Washington, D. C.—Judge J. K. M. Norton, in the corporation court, has granted a charter to the National Roller and Ball Bearing Co., the object of which is to buy, own and control the inventions of W. J. Brewer, for anti-friction devices. The sum of \$200,000 was named as the capital stock. The following are the officers: Charles E. Wood, president; William S. Knox, vice-president and treasurer; William E. Leary, secretary and general manager, and William John Brewer, mechanic and contracting engineer, all of Washington.

Yonkers, N. Y.—D. Saunders' Sons Co. has been incorporated to manufacture pipe threading and cutting machinery. Capital, \$75,000. Directors, Alexander Saunders, L. M. Saunders and Ervin Saunders, Yonkers.

### Changes and Improvements.

Antrim, N. H.—The Goodell Cutlery Co. are making quite extensive repairs near shop No. 4, where they are repairing the flume and putting in a new steel penstock three feet in diameter.

Germantown, Pa.—Specifications issued by Architects Schermerhorn & Reinhold, asks for bids on a second-story addition to the plant of the Germantown Tool Co., Armat Street and Germantown Avenue. The roof of the new apartment will be galvanized iron and slag.

Hartford, Conn.—The National Machine Screw Co. has filed a certificate of increase of capital at the State Secretary's office. The number of additional shares is 440, making a total of 1,440. C. E. Billings, Silas Chapman, Jr., S. M. Bronson, Ernest Cady and Truman Cowles, a majority of the directors sign the certificate.

New Haven, Conn.—The National Wire Corporation are now at work on plans for rebuilding their plant which was destroyed by fire some time ago. The details in regard to construction have not all been fully decided upon as yet, but the plans will be hurried along as fast as possible. The specifications for the boilers and engines for the power plant have been completed and it is expected that the contracts for this part of the work will be given out in the near future.

# PATENTS

procured promptly and with care in all countries. Also trade marks and copyrights.

## DAVIS & DAVIS

ATTORNEYS-AT-LAW.

WASHINGTON, D. C.

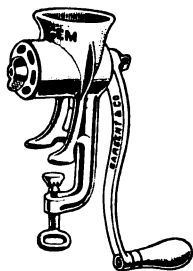
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QUALITY IN EVERY WAY THE BEST

DEWITT SOLVAY LA FRANCE ROSE

**M.S. BENEDICT MFG CO.**  
FACTORY EAST SYRACUSE, N. Y.  
109 WABASH AVE. CHICAGO ILL. 409 BROADWAY N. Y.  
**SILVER PLATED WARE.**

## Decidedly the best— the only kind for you to sell.



Sargent's Gem Food Chopper is the best made; actual use in many kitchens demonstrates that to be a fact and gives us grounds for so confidently advertising it and advising you to sell it to the housekeepers in your vicinity.

### A Meat Cutter, a Food Chopper, Convenient, Durable.

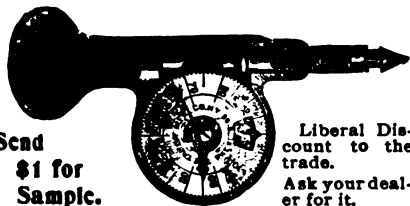
It is a first-class meat cutter that actually cuts raw meat and cooked meat, cuts it in pieces of uniform size as desired, cuts it quickly and easily. It is useful in the preparation of many different dishes, chops all kinds of vegetables, all kinds of fruit, bread, crackers, nuts, cheese and other things that a housekeeper has to chop. It is durable, easy to use, easy to adjust, easy to clean, and

**It has steel cutters that cannot break.**

**SARGENT & COMPANY, Manufacturers,**  
New Haven, Conn. New York. Philadelphia. Boston.

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You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . .



Send  
\$1 for  
Sample.

Liberal Dis-  
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Ask your deal-  
er for it.

**The Tabor Revolution Counter,**  
Elizabeth, N. J.

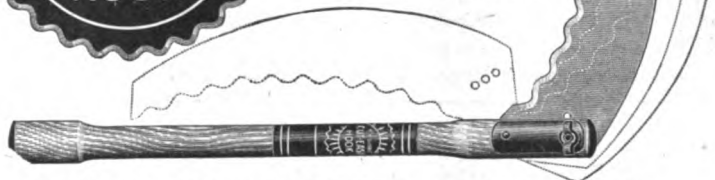
### SOMETHING NEW "STANDARD" BALL-BEARING PHILADELPHIA CASTERS.

Samples and Catalogue free.

**Standard Caster & Wheel Co.,**  
312-326 East 23d St., New York.



DO YOU SEE THAT EDGE?  
IT'S SINOUS.  
IT'S BEVELED.  
IT'S SHARP.



**FOR CORN, TOBACCO, HEDGES, Etc.**

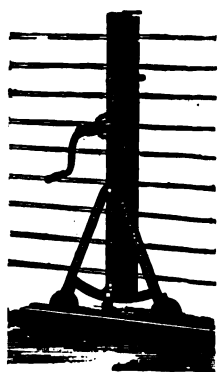
**The Iowa Farming Tool Co.,** ....MAKERS....  
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### EMERY-FLOUR.

500 tons to be disposed of at a low rate according to quantities. Send offers to F. A. E. 271 c/o  
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Every day adds to the value of newspaper advertising because every day shows more and more plainly the desire of newspaper publishers that advertisers shall have the best service in their power, and because the merchant more and more feels the necessity of getting out of the space used full value for what he paid for it.



## Build Your Own Fence!

With the

### Rogers Patent Fence Machine.

There's Money In It for live dealers and agents who will spread the news to the farmer. Unlimited field for the man who will push it. Exclusive territory for sale at reasonable prices. Write for catalogue—etc.

**The Torrent Pump & Fence Co., Cleveland, U. S. A.**

### THE WALLACE BARNES CO., BRISTOL, CONN., U. S. A.

Manufacturers of

**SMALL SPRINGS**

of every description;

ESTABLISHED 1857.

and dealers in

**WIRE and COLD ROLLED STEEL.**



## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Canton, N. Y.—A. A. North.  
 Groveland, N. Y.—George Van Housen & Son, Jameson Building.  
 Harrisville, R. I.—John Quinn, Main Street.  
 Poland, N. Y.—William Cave, Sr., repairing.  
 Preble, N. Y.—W. West, repairing.  
 Utica, N. Y.—Wm. Harrison, 41 Columbia Street.  
 West Union, O.—M. Tatman.  
 West Rutland, Vt.—Clarence Sargeant.  
 Westport, Conn.—Frederick Kemper.  
 Wheeling, W. Va.—Frank Hollenbeck, who was formerly connected with the Baker Gun & Forging Co., is now in Wheeling, W. Va., where he has organized a company for the manufacture of single and double barreled shot guns and a combined shot gun and rifle.

### Changes and Improvements.

Bellows Falls, Vt.—Lawrence Cannon, Atkinson Street; closed.  
 Brockton, Mass.—William Bonnick, removed to East Main Street.  
 Chillicothe, O.—Walter J. Kellhofer is moving his bicycle and plating establishment a few doors north into one of the large store

rooms in the Clinton House Building. The place has been fixed up in good order and will afford him plenty of room for his growing business.

Columbus, O.—Application has been made to the Court of Common Pleas for the dissolution of the corporation of the Columbus Bicycle Co. The application was made by the directors, George H. Kelly, Clayton K. Fauver, George Cook Ford, Francis G. Coates and Paul Walton, who recite that the Columbus Bicycle Co., which was organized for the manufacture of bicycles, is not now engaged in such business or any other business, and that the company has disposed of all its assets, and that the company owes no debts.

Conneaut, O.—John Hart, the bicycle repair man, whose shop at 662 Main Street, was burned out recently, has opened a shop on Harbor Street, near Park Avenue.

Danvers, Mass.—L. J. Ross, closing out bicycles.

Elmira, N. Y.—Manchester & Becker have purchased the bicycle business of Ralph M. Frisbie.

Fair Haven, Vt.—W. I. Smith succeeds Norton Hardware Co.

Haverhill, Mass.—F. H. Fernald, Washington Street; closed.

Ivoryton, Conn.—Clarence Bushnell succeeds Arthur Cheney.

Los Angeles, Cal.—Jay Bros., 756 South Spring Street, succeed Sunset Cycle Co.

Springfield, O.—Suit for the appointment

of a receiver and the dissolution of partnership has been filed by John G. LeFevre, William LeFevre and Ferdinand Starr, all members of the Starr Rubber Tire Co. The petition states that they were unable to agree upon the manner in which the business should be conducted and that it will be better for all concerned to dissolve the firm.

Springfield, O.—Ed. A. Neff, formerly of this city, is now running a bicycle store in Columbus.

Westfield, Mass.—The Board of Trade has received formal notice from the American Bicycle Co. that its new factory building, containing 30,000 square feet of floor space, is completed in accordance with the contract entered into between the company and the board last Spring, calling for its completion by July 15.

Wilmington, Del.—D. Ross & Son, closing out sale of bicycles advertised.

### Recent Embarrassments.

Boston, Mass.—J. J. Francis, a prominent dealer of Boston, has failed. He was formerly manager of the Liberty branch in that city, but purchased the business about two years ago and has since conducted it on his own account.

Milwaukee, Wis.—William A. Bremer, a bicycle manufacturer, has filed a petition in bankruptcy in the United States Court, scheduling his liabilities at \$3,761.89 and assets at \$2,253, of which he has a stock on hand valued at \$1,250.

## HARDWARE MANUFACTURERS RECORD. Continued.

Oakland, Me.—The American Axe and Tool Co. have sold their scythe shop to the Waterville & Fairfield Electric Light & Power Co.

Ottawa, Ill.—The American Hardware Mfg. Co. is building a large addition, which will treble the capacity of the present plant, in which \$5,000 worth of new machinery will be added.

Pittsburg, Pa.—The Independent Wire Co. has optioned 90 acres of property at Dravosburg on the Monongahela river, opposite McKeesport, for \$360,000.

Quincy, Ill.—Ohio Street, west of Front, has been ordered vacated by the council. This is done in order to give the Excelsior Stove Mfg. Co. sufficient room to erect a large addition to its plant.

Reading, Pa.—The Prizer-Painter Stove Co. will increase its capital stock from \$200,000 to \$350,000.

Richmond, Va.—The plans for the removal of the Southern Stove Works to new and more extensive quarters are rapidly maturing. The company will occupy the Pace Abattoir Building, in the West End, and the building will be remodeled to some extent, suitable for the Southern Co.'s business.

Springfield, O.—The Bettendorf Metal Wheel Co. is building a new \$3,000 pressed

brick office building, which will give it increased facilities for transacting its business and enable them to put more room in the shop.

Springfield, O.—Within a short time Mast, Foss & Co., making pumps, wind mills and lawn mowers, will be prepared to galvanize their own products. Heretofore this coating of zinc was put on in Cincinnati, the freight charges and delay incident to this feature of the work being quite a handicap. The big kettle for melting the zinc has arrived on the grounds, and the galvanizing plant will soon be in working order.

St. Louis, Mo.—Plans have been drawn up for a new factory for the Ludlow-Saylor Wire Co., to be located at Newstead Avenue and the Wabash Railroad tracks. Work on the structure will commence immediately.

Sycamore, O.—Holmes & Carr, of Delphos, have leased three acres of ground and will move their handle factory here as soon as buildings can be erected. Forty men are employed in the factory, some of which will come from Delphos. Contracts for two buildings 40 x 100 feet and 40 x 70 feet will be let within the next few days.

Taunton, Mass.—The Atlas Tack Co.

have signed a contract for the new mill to be built at Fairhaven. Work has been begun, the ground being broken for the foundation for the chimney and for grading of the mill itself. The new mill will be 620 feet long by 220 feet wide, and will be of one story with a saw-toothed roof to give the best possible light to every part of the mill. The front will be two stories, for the offices, and there will be a power house and chimney, the latter having a 7-foot flue and will be 180 feet high.

Toledo, O.—The company which a few days ago concluded the purchase of the plant of the De Vilbiss Scale Co., and which will also consolidate with it a cash register plant now located at Springfield, O., has just concluded the purchase of the lot at the corner of Monroe Street and Albion Avenue, and will erect thereon a four-story brick plant.

Vernon, Ind.—The Wagner Plow Co. make public the announcement that it will establish a factory in Indianapolis at the juncture of the Belt railroad and Churchman Avenue. Work on the buildings has been begun. Four brick buildings will be erected, the largest to be 50 x 350 feet, and sufficient room will be left for future additions if required.

Don't  
**MUTILATE**

your papers  
with pins  
or fasten-  
ers but use  
the . . .

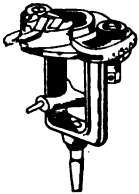


**"GEM"**  
PAPER CLIP.

Only satisfactory device for the temporary attachment of all kinds of papers. Quickly applied and removed. Adopted by leading corporations as being without an equal. Samples free.

Price, 15 cents per box of 100.

GUSHMAN & DENISON, Mfrs. 240-2 W. 23d St., N.Y.



Hibbard Improved Adjustable Hollow Auger, Riveted Steel Jaws, Cuts all sizes tenets from 1/4 to 1 1/4 inches. Made of best material. We also manufacture Spoke Pointers and Shaves. Write for Prices and Illustrated Catalogue. 25 years' experience in the business.

**C. B. Hibbard Mfg. Co.**

Sole Makers,  
GRAND RAPIDS, MICH.

## THE CHAMPION SASH LOCKS

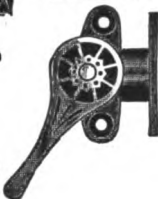


ARE  
UNEQUALLED  
IN  
MERIT,  
QUALITY OF

MATERIAL, AND FINISH.

Made in three sizes and  
all finishes. . . . .

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**The Champion Safety Lock Co.,**

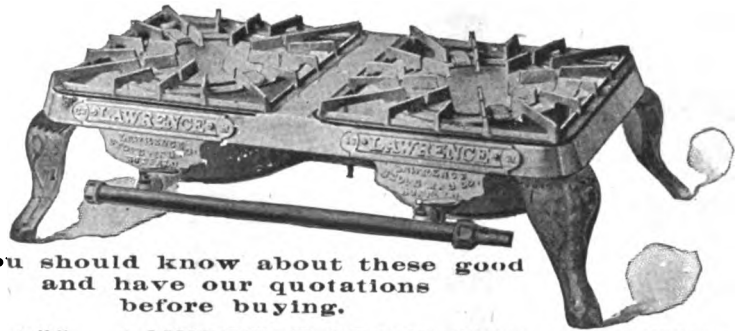
CLEVELAND, OHIO.



## RESULTS ARE SO SATISFACTORY.

Capewell Horse Nail Co. Hartford, Conn. [Horse Nails]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for years to come.

## "LAWRENCE" and "SENECA" FRAME STOVES and HOT PLATES



You should know about these good  
and have our quotations  
before buying.

Catalog "H."

**LAWRENCE STOVE MFG. CO., BUFFALO, N. Y.**

## Columbian 1000-Shot Air Rifle.

Patented  
Oct.  
24, 1893.

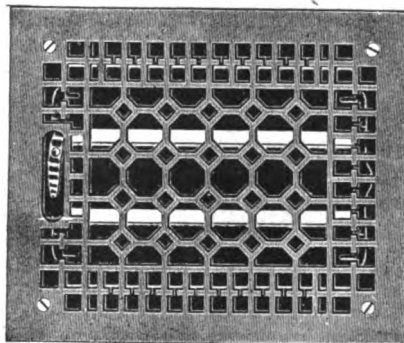
**CHAMPION  
MODEL.**

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Framed, \$20.00; Full Nickel, \$42.00.

Write for Discounts to Trade.

**WM. G. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.**

## THE FANNER MFG. CO., CLEVELAND, OHIO.



## SQUARE and CONVEX REGISTERS

JAPANNED, BLACK OR WHITE.

Ask for our Catalogue of  
Hardware Specialties, Arctic Stove  
Trimmings, &c.

## SOMETHING NEW IN KNIVES.

Smith's Pat Blade is made of german silver when  
plated wears indefinitely and the thin strip of

inserted **Steel** is ALWAYS SHARP.



Send 50 two-cent stamps to E. H. H. SMITH, 9, 11, 13, Maiden Lane, N. Y., for a Beautiful Sample Knife.

## JUST A LITTLE HIGHER

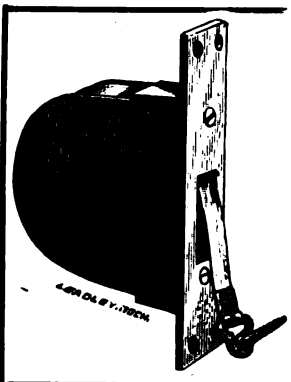
In price. but so much

## HIGHER IN QUALITY

that the great majority of dealers prefer to sell

## CALDWELL .. .. SASH BALANCES

They can recommend them with clear  
conscience. Write for catalog. . . . .



**Caldwell Mfg. Co.,**

4 JONES ST., ROCHESTER, N. Y.

GOOD AGENTS WANTED TO SELL



**IRON & WIRE FENCING**  
FOR ALL PURPOSES  
115 S. Senate Ave. Indianapolis, Ind.

ENTERPRISE FOUNDRY  
AND FENCE CO.

**ROBERT MURRAY.**  
24 Duane St.,  
New York City.

**General Hardware**

Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.



**The POSITIVE EXPANSION BOLT.**  
D. C. SEAMAN & CO.,  
1688 Hutchinson Street, Philadelphia, Pa.

For Sale by  
NEAL & BRINKER, 18 Warren St., N. Y.  
JOHN SIMMONS CO., 110 Centre St., N. Y.  
SOMERS, FITLER & CLARKE, 323 Water St., Pittsburgh, Pa.  
— SEND FOR PRICE LIST. —

**Prison, House and Stable Work;**



JOIST  
HANGERS;  
LAWN  
FURNITURE;  
FENCING, ETC.

**VAN DORN IRON WORKS CO.,**  
CLEVELAND, OHIO.

**RIVETS and WIRE NAILS.**

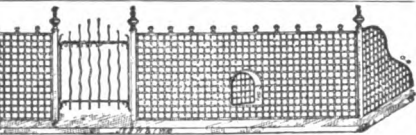


**C. C. & E. P. TOWNSEND,**  
New Brighton, Penna.

**S**HEARS, Steel Laid and Hard Cast, in great variety. Nail Pullers, Screw Drivers, Pliers, Wire Cutters, etc. Metal Goods of any kind to order on large contracts.



**The Bridgeport Mfg. Co.,**  
Admiral Street, Bridgeport, Conn.



**J. E. BOLLES IRON AND WIRE WORKS**  
DETROIT, MICH.

Bar Railings, Elevator Enclosures and Cars,  
Gills, Electro Bronze Work, Architectural  
and Builders' Iron Work, etc.

Send for Catalogue and mention this paper.

**HAYES FILE CO.** Established 1870,  
DETROIT, MICH.



Now in our new plant with greatly increased capacity.  
We manufacture everything in Files.

**AMERICAN CORN AND SHOCK COMPRESSOR**  
Best Pulley HOLDS WHILE YOU TIE.  
Write for Price List.



**DOES NOT CUT THE ROPE**  
On Earth.

**J. B. HUGHES, GREENSBURG, IND.**



**MRS. POTTS'S AD IRON HANDLE**

**J. A. COCHRANE, CLEVELAND, O.**

Write us for prices on —

**Roofing Cement,  
Roofing Paint, &c.**

**J. L. PERKINS & CO.,**  
239 Lake Street,  
CHICAGO.



**TRIMO PIPE CUTTER**

Decided improvement. Less friction. Can be changed from a roller to a three-wheel cutter. Extra wheels in the handle. Send for catalog.

**TRIMONT MFG. CO., Roxbury, Mass., U.S.A.**

### Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column free of charge. Should not exceed Four Lines.

**ALL OTHER NOTICES, twenty-five cents per line.**

#### Situations Wanted.

**A FIRST-CLASS ACCOUNTANT,** book-keeper and cashier, understanding matters of finance and office work in every particular, desires to connect himself with some prominent house, or corporation, where integrity and strict attention to business would meet with fair compensation. Address **R. D. FIELD**, care **HARDWARE**, 275 Broadway, New York. 142

**BLACKSMITHING.**—Young man, 19, would like to learn blacksmithing. Address **James White**, 159 Chrystie Street, New York. 217

**BOOKKEEPING AND GENERAL OFFICE WORK.**—Young man, with a thorough knowledge of French and German, and English as well, thoroughly acquainted with foreign trade, bookkeeping and general office work, six years' experience in machinery and Hardware business in France and Germany, desires position. Address **M. E. S.**, care **HARDWARE**, 275 Broadway, New York. 218

**BUYER, MANAGER OR SALESMAN.**—A gentleman of 38 with a creditable business career of 20 years in Hardware, House Furnishing, Paints, etc., seeks position. Address **S. F.**, care **HARDWARE**, 275 Broadway, New York. 165

#### Situations Wanted.

**BOOKKEEPER AND SIGN WRITER**—Man, 32 years of age, with nine years' practical experience in retail Hardware as clerk and buyer. As double entry bookkeeper and sign writer, wants like position. First class reference. Address **S.**, care **HARDWARE**, 275 Broadway, New York. 197

**ENGINEERING SALESMAN** wants to make connection with A1 house, and travel in New York City and State; has good circle of acquaintances and will work for reasonable terms while developing business; good references. Address **E. L. I.**, care **HARDWARE**, 275 Broadway, New York. 168

**EXPERIENCED BOOKKEEPER** is open for engagement. Has knowledge of general office work; also Hardware and Gas business. Address **BOOKKEEPER**, 55 Dupont Place, Johnstown, Pa. 190

**EXPERIENCED ENGINEER** and estimator in machinery, steam heating and general iron work, and having acquaintance with architects and builders of Greater New York, would like to take position with concern doing structural steel building work, doing outside work, soliciting, superintending, etc., to get more perfect knowledge of estimating, etc. Good references. Small salary only expected at start. Address **D. EDWARDS**, 441 W. 51st Street, New York. 189

**FOREMAN.**—Experienced in stock, packing and shipping departments of manufacturing concern. Can give good references. Address **F. P. R.**, care **HARDWARE**, 275 Broadway, N. Y. 235

**FOREMAN OR TIMEKEEPER**—Situation wanted by a man (32) as foreman or timekeeper. A hustler; can handle any kind of help; thoroughly posted on piece work system; 12 years' reference from last place. Address **J. H. L.**, care **HARDWARE**, 275 Broadway, New York. 200

**HARDWARE ASSISTANT.**—Young man, now as assistant buyer by well-known Hardware concern, desires position in same or similar capacity where there is room for advancement. Address **S. R. S.**, care **HARDWARE**, 275 Broadway, New York. 239



## Situations Wanted.

**HARDWARE CLERK OR SALESMAN.**—Situation wanted in retail Hardware store. An all-around man; ten years' experience. Address C. E. F., care HARDWARE, 275 Broadway, New York. 191

**HARDWARE SALESMAN OR BUYER.**—Young man desires position as salesman or buyer. Seven years' experience in importing and jobbing Hardware house. First class reference furnished. Address Y, care HARDWARE, 275 Broadway, New York. 211

**HARDWARE SALESMAN OR CLERK.**—Situation wanted in wholesale house. Have large experience and acquaintance. Would accept moderate salary. Address JOHN V. O. MILLER, care HARDWARE, 275 Broadway, New York. 229

**HARDWARE SALESMAN** of 14 years' successful experience, as direct representative for leading manufacturer to jobbers throughout the country, will be open for engagement after June 1. Highest references. Address SALARY, care HARDWARE, 275 Broadway, New York. 199

**HARDWARE SALESMAN.**—German, to visit the retail trade in city and nearby towns. Commission or salary and commission. Address George Burckner, 227 E. 87th Street, New York. 216

**MACHINERY SALESMAN.**—Experienced man wants to represent special or general machinery and supplies, to establish New York office, or travel and install. Address EDWARDS, care H. Mfg. Co., 121 Front Street, New York. 193

**MANAGER, BUYER OR ASSISTANT BUYER.**—Hardwareman experienced in Heavy and Shelf Hardware, desires position as manager, buyer or assistant buyer. Age 33. References. A Worker. Address M. M. JONES, 522 Roanoke Street, Roanoke, Va. 231

**MANAGER OR SALESMAN.**—Position as manager or salesman of Hardware store by man of 31 years, having had thorough experience. Address EXPERIENCE, care HARDWARE, 275 Broadway, New York. 202

**PAINT AND WALL PAPER SALESMAN.**—Situation wanted by a young married man, perfectly familiar with the details of the paint and wall paper trade. Address or call. CHARLES P. LUNDQUIST, 83 Third Street, Brooklyn, N. Y. 208

**PLUMBER, STEAM AND GAS FITTER.**—Plumber, steam and gas fitter desires work in city or country; first class in all its branches, estimating, etc. Neat mechanic; sober, honest; references. Twenty years' experience. Address JAMES E. USHER, 475 E. 115th Street, New York. 184

**SHIPPING CLERK.**—Assistant shipping and stock clerk desires position. Salary \$7 per week. Two years' experience with New York Hardware manufacturer. Honest and reliable. Age 20. Address TOWNE, care HARDWARE, 275 Broadway, New York. 185

**SHIPPING CLERK.**—Young man desires position as shipping and receiving clerk. Four years' experience in shipping general Hardware and machinery. Can furnish references. Address W. E. B., care HARDWARE, 275 Broadway, New York. 192

**TRAVELING SALESMAN.**—Experienced salesman, who has sold in Virginia, Maryland, and Washington, D. C., over 18 years. Is open for a good line on commission. Address BUCHTA, 1427 East Monument Street, Baltimore, Md. 164

**TRAVELING SALESMAN.**—Experienced traveling salesman, 30 years old, and not afraid to work, desires situation with some first class house with an opportunity for advancement. Salary not so much an object as a chance to show right party what he can do. Address F. A. S., care HARDWARE, 275 Broadway, New York. 226

**TRAVELING SALESMAN.**—A young man, hustler, sober and reliable, would like to represent some manufacturer or well known jobber of cutlery in the States of North and South Carolina and Georgia. Salary no object. Very best of references. Address ROBERT, P. O. Box 262, Raleigh, N. C. 206

## Side Line Offered.

**COMMISSION SALESMAN** thoroughly acquainted with Hardware and Tinware manufacturers in New York and New England. Address NATIONAL, care HARDWARE, 275 Broadway, New York. 238

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address ARGAND VAPOR LAMP Co., Detroit, Mich. 152

**HARDWARE SALESMEN.**—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C. BURR MFG. Co., Cleveland, Ohio. a

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

## Side Line Offered.

**TRAVELING SALESMEN.**—Traveling men to handle side line on commission. RAPID RIFLE CO., LTD., Grand Rapids, Mich. 222

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER MFG. Co., Davenport, Iowa. 145

**TRAVELING SALESMAN** representing prominent factory, and covering large territory, desires one good side line. Address ESPERANZA, care HARDWARE, 275 Broadway, New York. 234

## To Let.

**A FINE FIRST LOFT,** 50 x 50 feet, in centre wholesale Hardware district, New York City. Splendid light, freight and passenger elevator; all conveniences. Special terms to desirable tenant. Address STORE, care HARDWARE, 275 Broadway, New York City. 228

## For Sale.

**A STOCK OF HARDWARE.** Will average about \$5,000. Building, 50 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

**MANUFACTURING,** Small Hardware, one-half interest, and full management. Established 35 years. Net Assets \$50,000. No liabilities. Eastern city. Principals only. Manager out of health. For full particulars and interview, address Genuine, care HARDWARE, 275 Broadway, New York. 24

**STOCK OF HARDWARE, TINNERS' TOOLS, ETC.**—Inventory about \$2000. All in first-class condition, in one of the best dairy districts in Central New York. Nine miles from any other Hardware store. Best of places for a tinner. Reason for selling, other business. Address W. D. POST, Slateville Springs N. Y. 236

## Agency Offered.

**LIVE HARDWAREMEN**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men flow on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

**TO MANUFACTURERS.**—Wholesale house with foreign branches and connections is willing to undertake the selling agency of one or two good marketable lines. This is a favorable opportunity for manufacturers to secure reliable representation here in the East and abroad. Ample warehouse facilities. Address WM. SOMERVILLE'S SONS, 68 Pine Street, New York. 225

## Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT CO., Garden City Block, Chicago, Ill. 116

## Business Opportunity.

**EVEN ONE-HALF INTEREST,** and position of Secretary and Treasurer offered in paying manufacturing plant to some one with \$20,000. Must be willing to devote his time, and have executive ability to help build up big business. Advertiser controls thoroughly established business, of good-reputation for product; also several excellent and valuable specialties of unlimited scope. Investigations solicited. Address HALF INTEREST, care HARDWARE, 275 Broadway, New York. 237

**WANTED, HARDWARE JOBBER AND RETAILER.**—Perth Amboy, N. J., offers an exceptionally good opportunity for a live man to open a Hardware store for both jobbing and retail business. This town has already 19,000 inhabitants, an increase of 86 per cent. over census of 1890 and is still growing. Buildings are going up in every part of the city, and the demand for Builders' Hardware is very heavy. There is no store of this kind inside of 10 miles. A fine \$18,000 building is all ready for the right party. Large, well-lighted ground floor and basement. Can have second floor if it is needed. Address S. A. WILDER, 148 Smith Street, Perth Amboy, N. J. 232

WRITE FOR QUOTATIONS

**BOX ORNAMENTS AND CORNERS.**  
**BRASS GOODS MANFG. CO.**  
 102 Third St., BROOKLYN, N.Y.  
 MANUFACTURERS OF  
 METAL GOODS IN BRASS, BRONZE, AND TIN.  
 LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.  
**SPECIAL GOODS MADE TO ORDER.**  
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING

**TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852**  
**Tools, Cutlery and Springs.**



SCREWDRIVERS OF ALL KINDS

SEND FOR CATALOGUE.

**"USEFUL AS AN ADVERTISING MEDIUM."**

Smith & Egge Mtg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

**Polygon  
Conductor  
Pipes  
Won't Burst.**

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron. Catalogue and information free.

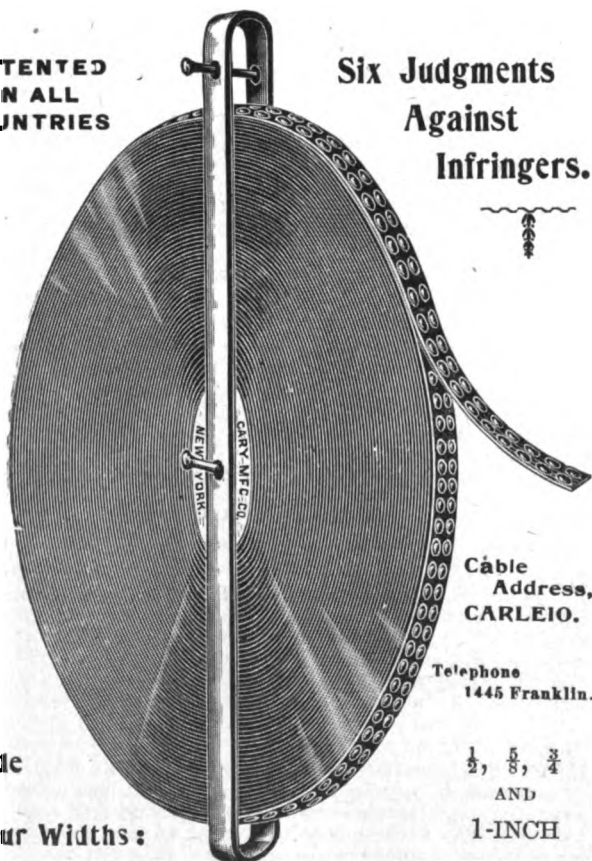
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THE  
**AMERICAN STEEL ROOFING CO.**  
 Middletown, O.

**CARY'S UNIVERSAL BOX STRAP.**

PATENTED  
 IN ALL  
 COUNTRIES

Six Judgments  
 Against  
 Infringers.



Made  
 in  
 Four Widths:

Cable  
 Address,  
 CARLEIO.

Telephone  
 1445 Franklin.

$\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
 AND  
 1-INCH

**CARY MANUFACTURING CO.,**

19 and 21 Roosevelt St., New York.

**Thousands Dead  
 and Dying.**

Thousands of once prominent brands of goods are dead or being killed by the great army of imitators.

Anyone simulating your label or package is robbing you, and can be stopped.

Don't be among those whose business is being ruined by Trade Mark Pirates.

The only organization that can help you, is

**THE INTERNATIONAL  
 TRADE MARK  
 PROTECTIVE COMPANY.**

320 Broadway, New York, N. Y.

## PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

## Adzes—

House Carpenters, Ogden's ..... 50%  
Ship Carpenters " ..... 50%  
Railroad " ..... 50%

## Ammunition—

CAPE, PERCUSSION—\$1000—  
U. M. C. Co., trimmed edge ..... 40c  
U. M. C. Co., ground edge, heavy ..... 50c  
Musket, Waterproof, 1-10's ..... 60c  
G. D. .... 35c

## CARTRIDGES—

Rim Fire Cartridges ..... 50%  
Rim Fire Military ..... 15%  
Cent. Fire, Pistol and Rifle ..... 25%  
Cent. Fire, Military and Sport-  
ing ..... 15%  
Blank Cartridges, 22 cal. .... 10%  
Blank Cartridges, 32 cal. .... 10%  
Primed Shells and Bullets ..... 15%  
B. B. Cape, Round Ball ..... 25%  
B. B. Cape, Con. Ball, Swgd ..... net

## PRIMERS—

Berdan Primers ..... 5%  
B. L. Cape (for Sturtevant Shells) ..... 5%  
All other Primers ..... 10%

## SHELLS—

First quality, 4, 8, 10 and 12 gauge ..... 25%  
First quality, 14, 16 and 20 gauge ..... 20%  
New Club, New Rival and Climax  
brands, 10 and 12 gauge ..... 35%  
Primrose Club ..... 15%  
Nitro ..... 15%  
High Ball ..... 15%  
Smokeless ..... 35%  
Acme ..... 35%  
Brass Shot Shells, 1st quality ..... 60%  
Brass Shot Shells, Club, Rival and  
Climax ..... 65%

## SHELLS, LOADED—

"New Club," Black Powder ..... 40%  
"New Rival," Black Powder ..... 40%  
"Smokeless," Nitro Powder, ..... 40%  
"Acme," Dense Nitro Powder, ..... 40%  
"Trap," Nitro Powder ..... 40%

## GUN WADS—\$1000—

B. E., 11 up ..... \$ .60  
B. E., 9 & 10 ..... .70  
B. E., 8 ..... .80  
B. E., 7 ..... .80  
P. E., 11 up ..... 1.00  
P. E., 9 & 10 ..... 1.25  
P. E., 8 ..... 1.50  
P. E., 7 ..... 1.50

## SHOT—

Tatham Bros., List June 11, 1900: \$ bag  
Drop Shot, sizes smaller than B,  
25-b bags ..... \$1.35  
Drop Shot, sizes smaller than B,  
5-b bags ..... .35  
Drop Shot, B and larger sizes,  
25-b bags ..... 1.60  
Drop Shot, B and larger sizes,  
5-b bags ..... .40  
Back Shot, 25-b bags ..... 1.60  
Back Shot, 5-b bags ..... .40  
Chilled Shot, 5-b bags ..... 1.60  
Dust Shot, 25-b bags ..... 2.10  
Dust Shot, 5-b bags ..... .50

## CANISTER POWDER—

E. I. Du Pont De Nemours & Co.:  
In cases of 25 each. Each  
Crystal Grain, Nos. 1, 2, 3 and  
4, in canisters of 1 lb. ..... \$ .75  
Eagle Duck Shooting, Nos. 1, 2  
and 3, in canisters of 1 lb. .... .45  
Eagle Duck Shooting, Nos. 1, 2  
and 3, in canisters of 1/2 lb. .... .30  
Eagle Rifle and Superfine Sport-  
ing, in canisters of 1 lb. .... .45  
Du Pont Rifle, Fg, FFFg and  
FFFFg, in canisters of 1 lb. .... .25  
Du Pont Rifle, Fg, FFFg and  
FFFFg, in canisters of 1/2 lb. .... .15  
Du Pont Rifle, Fg, FFFg and  
FFFFg, in canisters of 1/4 lb. .... .12

## KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2  
and 3, in kegs, 25 lb. .... \$8.00  
Eagle Duck Shooting, Nos. 1,  
2 and 3, in kegs, 12 1/2 lb. .... 4.25  
Eagle Duck Shooting, Nos. 1, 2  
and 3, in kegs, 6 1/4 lb. .... 2.25  
Du Pont Rifle, FFFg, FFFg, and  
"Sea Shooting" Fg, in kegs,  
25 lb. .... \$4.00

Du Pont Rifle, FFFg, FFFg and  
"Sea Shooting" Fg, in kegs,  
12 1/2 lb. .... 2.25  
Du Pont Rifle, FFFg, FFFg, and  
"Sea Shooting" Fg, in kegs,  
6 1/4 lb. .... 1.25  
"V. G. P." for Trap Shooting,  
in kegs, 25 lb. .... 4.00  
"V. G. P." for Trap Shooting  
in kegs, 12 1/2 lb. .... 2.25  
"V. G. P." for Trap Shooting,  
in kegs, 6 1/4 lb. .... 1.25  
Choke Bore, Nos. 5 and 7, in  
kegs, 25 lb. .... 5.00  
Choke Bore, Nos. 5 and 7, in  
kegs, 12 1/2 lb. .... 2.75  
Choke Bore, Nos. 5 and 7, in  
kegs, 6 1/4 lb. .... 1.50  
Mealed Powder, in kegs, 25 lb. .... 4.00  
Shipping Powder, F, FF, FFF,  
FFFF and FFFFF, in kegs,  
25 lb. .... 2.25  
Mining and Blasting Powder,  
(A), C, F, FF, FFF, FFFF,  
in kegs, 25 lb. .... 2.25  
Mining and Blasting Powder,  
(B), C, F, FF, FFF, FFFF,  
in kegs, 25 lb. .... 1.50  
Du Pont Sporting Powder, for lots  
1000 lb. 10% discount.  
Du Pont Smokeless Shotgun  
Powder:  
Kegs, equal in bulk to 25 lb  
Black Powder ..... 22.00  
Half kegs, equal in bulk to  
12 1/2 lb Black Powder ..... 11.25  
Quarter kegs, equal in bulk to  
6 1/4 lb Black Powder ..... 5.75  
Canisters, equal in bulk to  
1 lb Black Powder ..... 1.00  
Du Pont Smokeless Rifle  
Powder No. 1, equal in bulk  
to 1 lb Black Powder ..... 1.00  
Du Pont Smokeless Rifle  
Powder No. 2, equal in bulk  
to 1 lb Black Powder ..... 1.00  
Du Pont U. S. 80 Calibre  
Smokeless Rifle Powder,  
per lb ..... 1.25  
Discounts on application.

## PETERS PRIMERS—

All Primers ..... \$1.10-1.12 1/2

## CARTRIDGES—

Peters Blank Cartridges:  
.32 C. F., \$5.50 ..... 10%  
.38 C. F., \$7.00 ..... 10%  
.22 cal. Rim, \$1.50 ..... 10%  
.32 cal. Rim, \$2.75 ..... 10%  
B. B. Cape, Con. Ball, Swgd. \$1.85-1.90  
B. B. Cape, Round Ball ..... 1.12-1.18  
Central Fire ..... 15%  
Pistol and Rifle ..... 15%  
Primed Shells and Bullets ..... 15%  
Rim Fire Sporting ..... 50%  
Rim Fire Military ..... 15%

## PETERS SHELLS—EMPTY—

Peters Ideal, 10 and 12 gauge. 35%  
"New Victor, 10, 12 and 16 gauge. 15%  
"Quick Shot, 10, 12 and 16 gauge 25%  
"League, 10, 12 and 16 gauge. 25%

## PETERS SHELLS—LOADED (BLACK

## POWDER)—

Peters League, 10 and 12 gauge. 40%  
"Quick Shot, 10, 12 and 16 gauge 40%  
Loaded with (Semi-Smokeless  
Powder).  
Peters Referee, 10, 12 and 16 gauge 40%  
Loaded with (Smokeless Powder).  
Peters New Victor, 10, 12 and 16  
gauge. 40%  
"Ideal, 12 gauge ..... 40%

## GUN WADS—

Peters B. E., 9 to 10 ..... 70c  
"10 to 20 ..... 60c  
"Victor, 8 ..... 80c  
9 & 10 ..... 70c  
11 to 20 ..... 60c  
"P. E., 9 in. 8 ..... \$1.50  
9 & 10 ..... 1.25  
11 to 20 ..... 1.00  
"White Elastic, 9 in., 125 in a box.  
8 ..... \$4.00  
9 & 10 ..... 3.00  
11 to 20 ..... 2.75  
"Damp Proof, per 1,000:  
8 ..... \$1.50  
9 & 10 ..... 1.25  
11 to 20 ..... 1.00  
"Card Board, per 1,000:  
8 ..... 26c  
9 & 10 ..... 22c  
11 to 20 ..... 18c

## Nitro card:

8 ..... 26c  
9 & 10 ..... 22c  
11 to 20 ..... 18c

## POWDER—

King's Smokeless (Shot-gun),  
Kegs (25 lbs bulk) ..... \$22.00  
Half Kegs (12 1/2 lbs bulk) ..... 11.25  
Quarter Kegs (6 1/4 lbs bulk) ..... 5.75  
Canister (1 lb bulk) ..... 1.00  
King's Smokeless (Rifle),  
Half Kegs (12 1/2 lbs bulk) ..... 11.25  
Quarter Kegs (6 1/4 lbs bulk) ..... 5.75  
Canister (1 lb bulk) ..... 1.00  
King's Semi-Smokeless,  
Keg, 25 lbs bulk ..... 10.00  
Half Keg, 12 1/2 lbs bulk ..... 5.25  
Quarter Keg, 6 1/4 lbs bulk ..... 2.75  
1 lb Can, bulk ..... .50  
King's Quick Shot (Black),  
Kegs, 25 lbs ..... 4.00  
Half K keg, 12 1/2 lbs ..... 2.25  
Quarter Kegs, 6 1/4 lbs ..... 1.25  
1 lb Can (24 in case) ..... .25  
1/2 lb Can (24 in case) ..... .15  
Discounts on application.

## Animal Pokes—

Iowa Farming Tool Co.: \$ doz.  
Hawkeye ..... \$3.25  
Western ..... 3.75

## Anti-Battlers—

Fernald, Wire ..... 50%  
Burton's ..... 50%  
Gem ..... 60%  
Steel Drive ..... 40%  
Kohler's ..... \$ gro.  
Invisible, No. 3 ..... \$6.00  
Perfect, No. 2 ..... 7.00  
Bolt Holder, No. 1 ..... 9.00

## Anvils—

American "Horse-Shoe" ..... 9%  
Armitage's Mouse Hole ..... 9%  
Cincinnati ..... 25%  
Eagle Anvils, 1/2 lb ..... 15%  
Hay Budden, Wrought ..... 35%  
Peter Wright's ..... 9%  
Samson ..... 40%  
Trenton ..... 15%

## ANVIL AND VISE COMBINED—

Cheney Anvil and Vise ..... 40%  
Holt's ..... 40%  
Millers Falls (with drill), \$18.00 ..... 15%

## Augers and Bits—

Boring Machine ..... 70%  
Com. Anger Bits ..... 60%  
Forstner Pat. Bits ..... 25%  
C. E. Jennings & Co.:  
Double Spur pattern car, No. 30 ..... 50%  
Nobles Double Spnr, No. 32 ..... 50%  
No. 10 Extension Lip ..... 40%  
No. 10 Extension Lip Car Bit ..... 40%  
Car Bits, No. 10 ..... 40%  
Car Bits, No. 30 ..... 50%  
Ring Augers ..... 70%  
Jennings' Pattern ..... 50%  
Snell's Auger and Car Bits ..... 60%  
Swan's:  
Jennings' Pattern Auger Bits ..... 50%  
Jennings' Pattern Car ..... 4%  
Jennings' Pattern Machine ..... 25%  
Russell Jennings' Augers and Bits ..... 25%  
50%  
50%

## HOLLOW AUGERS—

Ames ..... 25%  
Bonney's Adjustable, No. 4, \$24.00, ..... 25%  
Cincinnati Nos. 1, 2 and 3 ..... 25%  
Douglass' ..... 25%  
Hibbard's Adjustable ..... Net price  
Ives ..... 25%  
Millers Falls, Goodell ..... 15%  
Swan's ..... 10%  
Universal, each \$4.50 ..... 20%

## EXPANSIVE BITS—

C. E. Jennings & Co. .... 25%  
Clark's small, \$18 ..... 50%  
Clark's large, \$25 ..... 50%  
Ives' Model, \$ doz. \$60 ..... 50%  
Swan's ..... 50%

## DOUBLE CUT GIMLET BITS—

Common ..... 40%  
Mayhew's Diamond \$ doz. \$1.25 ..... 40%  
Swan's ..... 40%  
C. E. Jennings & Co. .... 45%  
Ladd's ..... 60%  
Mayhew's ..... 40%  
Snell's ..... 40%  
Snell's Bell Hangers ..... 50%

## BIT STOCK DRILLS—

Cincinnati Tool Co., for wood, 40 & 10%  
for metal, 60%  
Cleveland Wood Bits for Brace. 50%  
Detroit ..... 60%  
K. & F. .... 60%  
Morse ..... 50%  
Swan's, for wood ..... 40%  
Syracuse, for wood ..... 40%

## TWIST DRILLS—

Cleveland ..... 60%  
K. & F. Straight Shank ..... 60%  
Morse Straight Shank ..... 50%  
New Process ..... 60%  
Standard ..... 60%

Standard Oil Tube Drills ..... 15%  
Syracuse ..... 60%  
W. & B. Diamond ..... 60%  
W. & B. Universal Self-Oiling ..... 10%

## SHIP AUGERS AND BITS—

L'Hommiedien's ..... 15%  
Snell's ..... 60%  
Watrous' ..... 35%

## Awl and Auger Handles—

## See Handles

## Awls—

Handled Brad ..... 40%  
Handled Scratch ..... 40%  
Patent Peg ..... 50%  
Sewing, Com. .... 35%  
Shouldered Peg ..... 50%  
Shouldered Brad ..... 50%  
Socket Scratch & d z ..... \$1.00  
Stanley Rule & Level  
Handled Brad ..... 80%  
Patent Pegging ..... 50%

## Awl and Tool Sets—

Aiken's Awls and Tools:  
No. 10, \$ doz. \$7.50; No. 20, \$ doz.  
\$10 ..... 60%  
Brad Sets:  
No. 42, \$10.50; No. 45, \$12.50 ..... 70%  
Fray's Adj. Tool Hds., Nos. 1, \$19;  
2, \$18; 3, \$12; 4, \$9; 5, \$7 ..... 50%  
Ice Awls ..... 55%  
Millers Falls Adj. Tool Holders:  
Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18.  
15%  
C. E. Jennings & Co.'s Adjustable  
Tool Handles ..... 35%  
Stanley's Excelsior, No. 1, \$7.50;  
No. 2, \$4.00; No. 3, \$5.50 ..... 80%

## Axes—

First quality, best brands ..... \$6.50@7.00  
First quality, other brands ..... 6.00@6.50  
Beveled, add 25c. \$ doz.

## HATCHETS—

Hunt's Underhill's or Blood's ..... 40%  
Peck's:  
Champion Blade ..... 45%  
Empire Brand ..... 50%  
D. Simmons & Co.:  
Broad ..... 50%  
Shingling and Claw ..... 50%  
Lath, Hunters', etc. .... 50%  
M. C. Ogden's:  
Broad ..... 40%  
Shingling, Claw, etc. .... 40%  
Handled Axes ..... 40%  
Boys ..... 50%

## Axle Grease—

Dixons' "Everlasting":  
1-b box ..... 15  
2-b box ..... 25  
10-b pail ..... \$1.30  
25-b keg ..... 2.75  
50-b keg ..... 5.00

## Balances—

Chatillon's:  
Light, Class A ..... 40%  
Circular Balances, Class C ..... 50%  
Ice Balances, Class B ..... 50%  
Straight Balances, Class A1 and A2.40%  
Large Dial, Class D ..... 80%

## Balances, Sash—

Pullman's ..... 50%

## Barn Door Hangers—

## See Hangers.

## Barrel Drainers—

National ..... 80%

## Beef Shavers—

Enterprise:  
Japanned, each, \$7.50 ..... 25%  
Tinned, each, \$9.00 ..... 25%

## Bells—

Extra Heavy Brass ..... 60%  
Light Brass ..... 60%  
Pure Bell Metal ..... 55%  
Globe (Cone's Patent) ..... 35%  
Silver Chime ..... 35%  
White Metal ..... 55%

## DOOR—

Trip, Gem ..... 40%  
Alarm, Abbe's ..... 40%  
Alarm, Yankee ..... 50%  
Gong, Abbe's ..... 40%  
Gong, Yankee ..... 50%  
Lever, R. & E. Mfg. Co.'s ..... 50%  
Multi-Stroke ..... 40%  
New Departure ..... 45%

## COW—

Common Wrought ..... 75%  
Kentucky ..... 70%  
Kentucky, Sargent's List ..... 70%  
Texas Star ..... 50%  
Western, Sargent's List ..... 70%

## Bellows—

Blacksmiths' ..... 60%  
Hand ..... 25%  
Moulders' ..... 25%

## Belting, Rubber—

Boston Belting Co.:  
"Boston" ..... 50%  
"Imperial," seamless, stitched ..... 40%



<b>Cleveland Rubber Co.:</b>	<b>Price Each.</b>
Buckeye.....	60&10%
Shield High Grade.....	50&10%
War 2 XL.....	4%
Common Standard.....	75&10%
Extra.....	60&10&5%
<b>N. J. Car Spring &amp; Rubber Co.:</b>	
Extra Para.....	40&10%
Reliable.....	50&10%
Staple.....	60&10%
Standard.....	70&10%

<b>Belting, Stitched Cotton—</b>	
Sphinx Brand.....	60%
Competition Brand.....	70%

<b>Belts—</b>	
<b>ENDLESS THRESHER—</b>	
Four Ply, 6-in. net.....	foot 12c
Four Ply, 7 in. net.....	foot 14c
Four Ply, 8 in. net.....	foot 16c

<b>Bench Stops—</b>	
Cincinnati.....	25&10%
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....	40&10%
Seymour Smith & Sons.....	25&10%
Terrell's Nos. 1 and 2, \$3.00; No. 3, \$3.00 per doz.....	25%
Miller's Falls.....	15&10%
Weston's.....	40%

<b>Bicycle Material—</b>	
<b>BELLS—</b>	<b>Price per Doz.</b>
The Electro, 1 1/4 inch, Electric Stroke.....	\$1.25
The Allen Rotary Tire.....	3.75
The Mossberg No. 1 Chime-Tire Bell.....	6.00
The Mossberg No. 2 Chime-Tire Bell.....	4.00
The Mossberg No. 10 Cuckoo Bell, 2 1/4 inch.....	3.25
The Mossberg No. 12 Electric Stroke, 2 1/4 inch.....	5.25
No. 211, Bristol, 1 1/4 inch.....	1.50
No. 212, Bristol, 2 inch.....	1.75
No. 111, Bristol, 1 1/4 inch.....	1.35
No. 112, Bristol, 2 inch.....	1.60
No. E 3, New Departure, 2 1/4 inch, Electric Stroke.....	5.00
No. E 5, New Departure, 2 1/4 inch, Electric Stroke.....	4.50
No. E 7, New Departure, 2 inch, Electric Stroke.....	3.00
No. E 9, New Departure, 1 1/4 inch, Electric Stroke.....	2.50
No. 1017, New Departure, Flag Top, 2 inch, Electric Stroke.....	3.75
No. E 7 1/4, New Departure, 2 inch, Electric Stroke.....	2.65
No. E 9 1/4, New Departure, 1 1/4 inch, Electric Stroke.....	2.75
No. 1015, New Departure, Flag Top, 2 inch, Electric Stroke.....	5.00
No. R 5, New Departure, 2 1/4 inch, Electric Stroke.....	5.25
No. T 9, New Departure Chime-Tire Bell.....	4.30
No. 415, New Departure Push Button Bell, 2 inch.....	4.00
No. 811 P, New Departure Push Bell, 1 1/4 inch.....	2.00
No. 1046, New Departure, 2 inch, Electric Stroke.....	3.75
Handsome Emerald Jewel in Center, No. 1076, New Departure, 2 inch, Electric Stroke. Ruby Jeweled Turtle and Embossed Serpent design.....	3.75
No. 1136, New Departure, 2 inch, Electric Stroke. Golf and Thistle design, embossed and enameled.....	3.50
Blow Torches. The Imperial Gasoline.....	\$2.25
Blow Torches. The Queen Gasoline.....	2.25
Brazing Brushes; best steel wire.....	35
Brazing Compound—Superior.....	28
Brazing Compound—Fluxine.....	28

<b>BICYCLE STANDS AND HOLDERS—</b>	
<b>Diamond Folding.....</b>	<b>Price per Doz.</b>
Haube Wire.....	\$2.75
Haube Wire.....	2.50
<b>Eurekas for 5 machines with out signboard.....</b>	<b>Price Each.</b>
Eurekas for 7 machines, with out signboard.....	\$1.25
Extra for signboard.....	1.50
<b>No. 5, Extension, with casters.....</b>	<b>Price Each.</b>
No. 5, Extension, with casters.....	\$ .50
<b>Model D Wall Rack, japanned.....</b>	<b>Price per doz.</b>
Model B Wall Rack, japanned.....	\$1.60

<b>BUFFERS—HANDLE BAR—</b>	
<b>No. 1, Style M. &amp; W.....</b>	<b>Price per Doz.</b>
No. 2, Style M. & W.....	\$ .50
Breast Drills, Goodell's, No. 6.....	2.75

<b>CALIPERS—</b>	
Stevens', inside or outside:	
3 inch length.....	Price Each.
4 inch length.....	.55
5 inch length.....	.45
6 inch length.....	.50

<b>CARRIAGE—</b>	
For all Gas Lamps; best quality only, in 2 lb cans.....	Price per Can.
only, in 2 lb cans.....	\$ .17

<b>CEMENT—</b>	
Eclipse, hard, 1 lb cakes.....	Price per Doz.
Eclipse, 1/2 x 2 1/2 tubes, rim or rub.....	\$ .15
Eclipse, 1/2 x 3 1/2 tubes, rim or rub.....	.20
Eclipse, 1/2 x 4 tubes, rim or rub.....	.25
Eclipse, 1 x 4 tubes, rim or rub.....	.35
Eclipse, 1 x 6 tubes, rim or rub.....	.45
Eclipse, 1 pt. cans, rim or rub.....	1.90

<b>Eclipse, 1 qt. cans, rim or rub.....</b>	<b>Each.</b>
Eclipse, 1 gal. cans, rim or rub.....	\$ .35
<b>Morgan &amp; Wright small tubes.....</b>	<b>Price per Doz.</b>
Wood rim or rubber.....	\$ .30

<b>CARRIERS—</b>	
<b>Lamson No. 1.....</b>	<b>Price per Doz.</b>
Lamson No. 4 S.....	\$4.50
Lamson No. 4 D.....	7.75
Kalamazoo No. 10.....	9.50
Dexter No. 1.....	4.75

<b>CHAINS—</b>	
<b>Baldwin, Pattern A, 3-16 or 1/4 inch, 5 ft. long.....</b>	<b>Price Each.</b>
Baldwin, Pattern P, 3-16 or 1/4 inch, 5 ft. long.....	\$ .60
Morse Roller, 3-16 or 1/4 inch, 5 ft. long.....	1.25
Crown Regular, No. 7, 3-16 or 1/4 inch, 5 ft. long.....	2.00
Watch Fobs, made of Bicycle Chain.....	.40

<b>CHAIN LUBRICANT—</b>	
<b>Holdfast in tin cans.....</b>	<b>Price per Doz.</b>
Facemaker, brush top.....	\$ .30
Dixon's No. 691.....	.80
M. & W. Slippery Stuff.....	.25

<b>CONES—</b>	
<b>Hub Cones, ass'd sizes &amp; threads.....</b>	<b>Price per Doz.</b>
B. & R. Adjustable Cones, all threads in stock.....	\$ .75
Nelson Adjustable Cones, all threads in stock.....	1.00

<b>CRANKS—</b>	
<b>Round, Nickel Plated, 6, 6 1/2, 7 in.....</b>	<b>Price per Pair.</b>
For Hangers.....	2.40

<b>CUPS FOR BEARINGS—</b>	
<b>For Hangers.....</b>	<b>Price each.</b>
For Hubs.....	\$ .10

<b>CYCLOMETERS—</b>	
<b>Veeder, 26 in. regular.....</b>	<b>Price per Doz.</b>
New Departure, for front hub.....	\$6.75
20th Century, regulars.....	5.75

<b>CRANK KEYS—</b>	
<b>5-16, 11-32 and 3/8 in. sizes, slotted.....</b>	<b>Price per Pair.</b>
1/4 pt. cans, air drying, all colors.....	\$ .50

<b>ENAMEL—</b>	
<b>1/4 pt. cans, air drying, all colors.....</b>	<b>Price per Doz.</b>
ENAMEL BRUSHES FLAT.....	75c

<b>CAMELS HAIR—</b>	
<b>3/4 inch wide.....</b>	<b>Price per Doz.</b>
1 inch wide.....	\$ .85
1 1/2 inch wide.....	1.00
2 inch wide.....	1.15
2 1/2 inch wide.....	1.35

<b>FRAME CLAMPS—</b>	
<b>For attaching saddle to top bar of frame.....</b>	<b>Price Each.</b>
Slidway, 1 1/2 and 1 1/4 inch.....	\$ .25
Chalfont, 1, 1 1/2 and 1 1/4 inch.....	.30

<b>GRIPS—</b>	
<b>Nickel-Tip Corkaline, 3/8, 1/2, 3/4 and 1 inch.....</b>	<b>Price per Pair.</b>
Composition-Tip Corkaline, all sizes and colors.....	\$ .06
Wood-Tip Leather, all regular sizes.....	.07
Nickel-Tip Leather, all regular sizes.....	.08

<b>GUARDS &amp; GUARD FITTINGS—</b>	
<b>Regular 36 inch rear wheel guard, natural or stained, drilled and eyeleted.....</b>	<b>Price Each.</b>
Regular chain guards to match above.....	\$ .15
Complete sets of fittings for attaching above.....	.10
Price per set.....	.20

<b>Blinder Twine—</b>	
White Sisal, 500 ft. to lb.....	8c
Standard, 500 ft. to lb.....	8c
Manila, 600 ft. to lb.....	10c
Pure Manila, 650 ft. to lb.....	11c

<b>Bit Holders—</b>	
<b>Angular.....</b>	<b>Price per Doz.</b>
Extension.....	45%
Barber's.....	\$15.00
Ives.....	\$20.00

<b>Bit Stock Drills—</b>	
<b>See Augers and Bits.</b>	

<b>Blind Adjusters—</b>	
<b>Domestic.....</b>	<b>Price per Doz.</b>
Excelsior.....	\$3.00
North's.....	\$10.00
Zimmerman's.....	50%

<b>Blind Fastenings and Tenons—</b>	
<b>Austin &amp; Eddy.....</b>	<b>Price per Doz.</b>
Forhan's Improved Star Tenon.....	\$5.50
Holt's.....	\$1.00
Merriman's Brass Lever.....	.25
Merriman's Iron Lever.....	.15
Millers Falls.....	.10
Security Gravity.....	.09
Washburne's Plate.....	.09
Zimmerman's.....	.50%

<b>Blind Hinges—</b>	
<b>See Hinges.</b>	

<b>Blocks—</b>	
<b>Chisholm &amp; Moore Crane Load Blocks.....</b>	<b>Price per Doz.</b>
Cleveland Block Co. Steel.....	60&10&70%
Eddy's.....	60&10&70%
Haritz Steel.....	50&60&10%
Iron Strapped, Japanned Sheaves.....	.70%
Iron Strapped, Lig Vitae Sheaves.....	.60%
Rope Strapped, Japan'd Sheaves.....	60&10%
L. V. Sheaves.....	.40%

<b>Lanes:</b>	
Junior, Self Sustaining.....	30%
Pat. Automatic.....	30%
Perfect Safety.....	30%
Stowell, Novelty Block.....	50&10%
Regular Iron Strapped Blocks.....	60&10&10&70%

<b>Bolts—</b>	
<b>DOOR AND SHUTTER—</b>	
Cast Iron Barrel, Square, &c.....	50&10%
Cast Iron Chain.....	50&10%
Cast Iron Shutter Bolts.....	45&10%
Ives' Patent Door Bolts.....	60%
Wrought Barrel.....	66%&66%&15%
Wrought Square.....	60&60&15%
Wrought Shutter, Standard list.....	40&10%
Wrt Sunk Flush, Sargent's list.....	50&60&10%
Wrt Sunk Flush, Stanley's list.....	45&45&10%
Wrt B. K. Flush, Com'n, Stanley's list.....	5&50&15%
Wrought Spring, Sargent's.....	75%

<b>CARRIAGE MACHINE, &amp;c.—</b>	
<b>Bolt Ends.....</b>	<b>Price per Doz.</b>
Machine.....	70&70&71%
Carriage, Common.....	70&70&71%
Norway Iron, list Oct. '84.....	85&10%
Phila., Eagle, list June 1, '99.....	80%
Sleigh Shoe.....	85%

<b>TIRE—</b>	
<b>American Screw Co.:</b>	
Bay State, Plain, list Dec. 28, '99.....	77%&4%
Bay State, Fitted.....	77%&4%
Eagle Phila., list Feb. 26, '96.....	85%
Norway, Phila., list Feb. 26, '96.....	82%&4%
Common, list Dec. 28, '99.....	75%
Norway, Phila.....	82%&4%
Portchester, Norway.....	75%

<b>STOVE AND FLOW—</b>	
<b>Plow.....</b>	<b>Price per Doz.</b>
Stove, list Dec. 28, '99.....	60&10%

<b>MISCELLANEOUS—</b>	
<b>Sink.....</b>	<b>Price per Doz.</b>
.....	75%

<b>Bone Mills.</b>	
<b>Enterprise.....</b>	<b>Price per Doz.</b>
Stearns.....	25&30%
.....	40%

<b>Borers, Bung.</b>	
<b>Enterprise.....</b>	<b>Price per Doz.</b>
Each.....	\$1.25, \$1.65, \$2.50
No.....	1 2 3

<b>C. E. Jennings &amp; Co.:</b>	
No. 6.....	40%
No. 10.....	25%

<b>Borers, Tap—</b>	
<b>Common Ring.....</b>	<b>Price per Doz.</b>
Enterprise.....	20&10%
Ives.....	25&30%

<b>Boring Machines—</b>	
<b>WITHOUT AUGERS—</b>	
<b>Douglass'.....</b>	<b>Price per Doz.</b>
Jennings'.....	\$3.75
Millers Falls.....	8.00
Snell's, Rice's Pat.....	2.75

<b>Bow Pins—</b>	
<b>Hotchkiss.....</b>	<b>Price per Doz.</b>
Heller's.....	60&10%

<b>Boxes, Mail.</b>	
<b>Heller's.....</b>	<b>Price per Doz.</b>
.....	40&5%

<b>Box Strapping—</b>	
<b>Cary's "Universal," in case lots.....</b>	<b>Price per Doz.</b>
.....	20&10&20&10&10%

<b>Braces—</b>	
<b>Barbers'.....</b>	<b>Price per Doz.</b>
Barbers' Ratchet.....	50&10&60&10%
Common Ball American.....	60&60&10%

<b>Brackets—</b>	
<b>Door Screen.....</b>	<b>Price per Doz.</b>
Shelf, Bradley's Patent.....	60&10%
Shelf, Plain, Regular list.....	75%
Shelf, Fancy, Sargent's list.....	66%&1%
Window Screen Corner.....	40&10%
Reading, Kowette.....	@50&5%

<b>Bracket Saw Frames—</b>	
<b>Millers Falls Co.....</b>	<b>Price per Doz.</b>
.....	25%

<b>Bracket Sets—</b>	
<b>Millers Falls Co.....</b>	<b>Price per Doz.</b>
.....	83%&4%

<b>Box Hooks, Openers and Scrapers—</b>	
<b>Humason &amp; Beckley's.....</b>	<b>Price per Doz.</b>
.....	60&60&10%

<b>Bright Wire Goods—</b>	
<b>Standard, New list.....</b>	<b>Price per Doz.</b>
.....	80%

<b>Bull Rings—</b>	
<b>Humason, Beckley &amp; Co.'s.....</b>	<b>Price per Doz.</b>
Peck, Stow & Wilcox Co.'s.....	50%
Sargent's.....	80%
Seymour Smith & Sons.....	60%

<b>Bull Punches—</b>	
<b>Humason &amp; Beckley's.....</b>	<b>Price per Doz.</b>
.....	25%

<b>Bush Hooks—</b>	
<b>See Hooks.</b>	

<b>Butchers' Cleavers—</b>	
<b>Bradley's.....</b>	<b>Price per Doz.</b>
Beatty's.....	25&30%
Foster Bros. Flat.....	40%
Foster Bros. Round Hds.....	30%
Lancaster Mach. & Knife Wks.....	38%&40%
& J. J. White.....	25%
New Haven Edge Tool Co.'s.....	40%
P. S. & W.....	33%&35%

<b>Butcher Knives—</b>	
<b>See Knives.</b>	

<b>Butchers' Saw Blades—</b>	
<b>Millers Falls Co. Star.....</b>	<b>Price per Doz.</b>
C. E. Jennings & Co.....	15&15&10%
.....	25&10%

<b>Butter and Cheese Triers—</b>	
<b>Ordinary Black Handle.....</b>	<b>Price per Doz.</b>
Humason & Beckley's.....	25&10%

<b>Butt and Rabbit Gauges—</b>	
<b>Stanley's.....</b>	<b>Price per Doz.</b>
.....	25&10%

<b>Butts—</b>	
<b>BRASS—</b>	
Cast Brass, Fast Joint.....	40&10&50%
Cast Brass, Ice House.....	40%
Cast Brass, Loose Joint.....	40&10&50%
Wrought Brass, list Sept. '96.....	40&40&25%

<b>CAST IRON—</b>	
<b>Loose Joint.....</b>	<b>Price per Doz.</b>
Loose Joint, Japanned.....	60&10&5&70%
Loose Joint, Jap. with Acorns.....	60&10&5&70%

<b>Loose Pin.....</b>	<b>Price per Doz.</b>
Mayer's Hinges.....	60&10&5&70%
Parliament Butts.....	60&10&5&70%
Fast Joint, Broad.....	50&50&10%
Fast Joint, Narrow.....	50&50&10%

<b>WROUGHT STEEL—</b>	
<b>List April 1, 1895.</b>	
Bronzed Inside Bilged Butts.....	50&50&10%
Bronzed, Narrow.....	50&50&10%
Fast Joint, Narrow.....	50&50&10%
Fast Joint, Light Narrow.....	50&50&10%
Fast Joint, Broad.....	50&50&10%
Loose Joint.....	50&50&10%
Loose Pin.....	70&10&50%
Table Butts, Back Flaps, etc.....	70&10&50%

**Cattle Leaders—**

Hamason, Beckley & Co.'s.....	70&10%
Pock, Stow & W. Co.....	66%
Sargent's.....	70&10%
Welton's.....	70&10%

**Chain—**

Aluminum Coil and Halter.....	50&5%
American Halter Chain.....	50&50&5%
American Proof Coil, Cask lots, Inch.....	Per lb. \$7.45
3-16.....	5.55
1/2.....	4.55
5-16.....	3.70
3/4.....	3.55
7-16.....	3.45
1.....	3.40
1 1/2.....	3.40
2.....	3.35
2 1/2.....	3.35
3.....	3.35
Less than 1000 lb of each size, add 25c. per 100 lbs.	

**Bridgeport Chain Co.:**

Brown, Coll.....	60%
Brown, Halter.....	60%
Competition Sash.....	50&10%
Monarch, Sash.....	40&10%
Triumph, Coll.....	55%
Triumph, Halter.....	55%

Covert Mfg. Co., Breast Chain.....	
Covert Mfg. Co., Halter Chain.....	
Covert Mfg. Co., Heel Chain.....	35%
Covert Mfg. Co., Rein Chain.....	
Covert Mfg. Co., Stallion Chain.....	
Galvanized Pump Chain.....	5&5 1/2 c
German Coll, list July 24, '97.....	60&80&10%
German Halter Chain, list July 24, '97.....	60&80&10%

Jack Chain, Iron.....	60&60&10%
Jack Chain, Brass.....	60&60&10%
Oneida:	
Niagara.....	60%
Eureka.....	60%
Trace, Wagon and Fancy Chains, New List.....	50&10&60%

**COW TIES—**

American.....	50&50&10%
Niagara.....	45&60%
Covert Mfg. Co.:	
Cotton.....	45%
Hemp.....	45%
Jute.....	35%
Sisal.....	20%

**Chain Guards—**

Aluminum S. & N. Co.....	50
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**Chain Hoists—**

Moore's "Anti-Friction".....	30%
Moore's "Direct".....	50%

**Cherry Stoners—**

Enterprise.....	25&30%
Family.....	net per doz. \$4.00

**Chisel and File Handles—**

See Handles.

**Chisels—****SOCKET FRAMING AND FIRMER—**

Buck Bros.....	30%
Charles Buck.....	30%
Dougllass.....	
Mix.....	
Ohio Tool Co.....	70%
P. S. & W.....	
Swan.....	
Witherby.....	
C. E. Jennings & Co, No. 70.....	20%
Jennings & Griffin Mfg. Co.....	70%

**TANGED AND MISCELLANEOUS—**

Box.....	60&10%
Buck Bros.....	20&10%
Butchers'.....	\$4.75 to \$5.00 to 2
C. E. Jennings & Co.....	20%
Jennings & Griffin Mfg. Co. Tanged.....	
Chisels and Gouges.....	40%
Spear & Jackson's.....	\$5.00 to 4
Tanged Firmers'.....	40&40&10%

**COLD CHISELS—**

Good quality, per lb.....	18c to 20c
Snell's Best C. S.....	50%

**Chucks—**

Beach Patent, each, \$3.00.....	20%
Cushman's:	
Combination.....	4%
Independent.....	50%
Morse's Adjustable, each, \$7.00.....	25%
Syracuse, Balz Patent.....	30%
Union Mfg. Co.:	
Combination.....	40%
Independent.....	40%
Universal.....	40%
Victor, No. 1, \$3.50; No. 2, \$12.50.....	25%

**Clamps—**

Adjustable, Cincinnati.....	25&10%
Adjustable, Hammers.....	20%
Adjustable, Stearns'.....	30%
Malleable, Stearns'.....	75%
Cabinet Makers or Quilt Frame, Sargent's.....	50%
Carpenter's, Cincinnati.....	25&10%
Carriage Makers', Sargent's.....	50&50&10%
Carriage Makers', Stearns'.....	50&50&10%
Carriage Makers', P. S. & W. Co.....	40&10%
Smith's:	
Eccentric.....	25%
Splicing.....	25%
Splicing Tools.....	25%
Warner's.....	40&10%

**Cleaners, Sidewalk—**

Challenge Shank.....	per doz \$3.25
Star Shank.....	4.00
Star Socket.....	4.25

**Clippers—****HORSE—**

Chicago Flexible Shaft Co.'s:	
Chicago Belt Clipping Machine, Each.....	\$5.00 net
New '98, Chicago.....	Each 8.75 net

**TOILET**

Chicago Flexible Shaft Co.'s:	per doz.
Mascot.....	\$8.40 net
Monitor.....	9.00 net
Stewart Pat.....	10.00 net

**Clips—**

Norway Axle.....	60&10&10%
Norway Spring Bar Clips.....	60&10&10%
Superior Axle Clips.....	60&10&10%

**Coffee Mills—**

Box and Side.....	50&10&60%
Enterprise Mfg. Co.....	25&30
Logan & Strobridge Co.....	net prices
National Specialty Mfg. Co.....	30%
The Swift, Lane Bros. Co.....	30%
Waddell's New Box Mills.....	10%
Ideal Brand, New List.....	60&60&10%

**Coil Chain—**

See Chain.

**Compasses, Dividers, &c.—**

Athol Callipers and Dividers.....	40%
Bemis & Call Co.'s:	
Compasses.....	50&5%
Dividers.....	65%
Compasses, Callipers, Dividers.....	70&70&10%
Copeland's Extension.....	40%
Stevens' "Ideal".....	25&10%
Stevens' "Leader".....	25&10%
Starrett's Fay's Patent.....	25&10%
Spring Callipers and Div.....	25&10%
Wright's.....	33 1/2%

**Coopers' Tools—**

Bradley's.....	20%
Barton's.....	20&20&5%
Beatty's.....	33 1/2%
L. & I. J. White.....	20&20&5%
Sandusky Tool Co.....	25&10&30&10%
Shaves, Cincinnati Tool Co.....	15&15&10%

**Corkscrews—**

Detroit Cork-Screw Co.....	33 1/2%
Howe Bros. & Hulbert.....	40%
Hamason & Beckley Mfg. Co.....	40&10%
Samson.....	per doz \$10.00
Williamson's.....	40%

**Corn and Fodder Compressor—**

J. B. Hughes', per dozen net.....	\$2.00
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**Corn Hooks—**

Kretzinger Cut-Easy.....	per doz \$3.00 net
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**Corn Knives and Cutters—**

Bradley's.....	net
Wadsworth's.....	net

**Countersinks—**

Mayhew's Diamond.....	40%
Smith's.....	25%
Snell's.....	50%
Wheeler's Patent.....	50&10%

**Crayons—**

Sargent's List.....	20%
Dixons:	per gro.
Eclipse.....	\$3.75
Emerald.....	5.00
Orlole.....	5.00
Rainbow.....	2.81
Solid.....	7.50

**Curry Combs—**

Fitch's List.....	net prices
Kohler's.....	20&35%
New York Stamping Co. List, Sept. 17, '97.....	40%
Perfect.....	40%
Rubber, per doz.....	\$7.50
Southington Cutlery Co.'s.....	25&10%

**Cycle Hangers—**

Lane's.....	33 1/2&5%
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**Diggers—**

See Post Hole, etc.

**Dividers—**

See Compasses, Dividers, etc.

**Dog Collars—**

Chapman Mfg. Co.'s New List:	
Chain (full assortment).....	40%
Leather (full assortment).....	40&10%
Pope & Stevens:	
Brass.....	40%
Embossed.....	30&10%
Leather.....	40%
Union Hardware Co. New List.....	50&50&10%

**Door Bolts—**

See Bolts, Door.

**Door Checks—**

Bardsley's.....	33 1/2&40%
Columbia.....	50&10%
Eclipse.....	50&10%
Home.....	45&10&45&10&10%
Norton's.....	50&50&10%
Ogden's.....	33 1/2&40%

**Door Holders—**

Empire.....	50%
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**Door Springs—**

Champion (Coil).....	50%
Gem (Coil), list Oct. '95.....	30%
Rubber, complete, per doz.....	\$5.50 to \$5.00
Star (Coil), list Oct. '95.....	30%
Torrey's Rod, 29 in., per gro.....	\$15.00
Torrey's Rod, 43 in., per gro.....	42.00
Victor, Coil.....	50&10&10%

**Drain Cleaners—**

Iwan's Adjustable.....	55%
Iwan's Stationary.....	45%

**Drawer Pulls—**

Sargent's List.....	60%
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**Drawing Knives—**

Adjustable Handle.....	25&25&10%
Bradley's.....	35%
Dougllass.....	70&10%
Jennings & Griffin.....	66 2/3%
Mix.....	70&10%
Ohio Tool Co.....	70&10%
P. S. & W.....	70&10%
Witherby.....	70&10%
Watrous.....	30&10%
L. & I. J. White.....	20&5&25%

**Drills and Drill Stocks—**

Automatic Boring Tools.....	50%
Bench, Mannere.....	66 2/3%
Blacksmiths'.....	60%
Breast, Bartholomew's.....	25&10%
Breast, Goodell's.....	25&80%
Breast, Millers Falls, each \$3.00.....	15&10%
Clamp.....	20%
Ratchet, Billings' Double Acting.....	33 1/2%
Ratchet, Ingersoll's.....	25%
Ratchet, Merrill's.....	20&20&5%
Ratchet, Moore's Triple Act.....	25&30%
Ratchet, Fletcher's.....	40%
Ratchet, Whitney's.....	50%
Ratchet, Weston's.....	20&25%
Stearns' Bench.....	30%
Upright, B. & P.....	50%
Hand, Goodell's.....	30&10%
Whitney's Hand Drill, No. 1, \$10.00.....	
Adjustable No. 10, \$12.00.....	33 1/2%
Wilson's Drill Stocks.....	10%

**Twist Drills—**

See Augers and Bits.	
BLACKSMITHS'	
Coe's.....	60%
Prentice.....	60%

**Drug Mills—**

National Specialty Mfg. Co.....	30%
Enterprise Mfg. Co.....	25&30%

**Easy Lawn Swings—**

Ulrich Mfg. Co.....	per doz. \$35.00
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**Egg Beaters—**

Dover Stamping Co.:	
New Dover, per doz. 75 cts., per gro.....	\$7.50
Extra Family Size.....	per doz. 2.00
Keystone.....	33 1/2%
Spiral.....	per gro. \$4.25 to \$4.50
Standard Co.:	
Dover, No. 8.....	\$5.50
Dover, No. 10.....	7.00
Dover, Steel Handle, No. 10.....	7.00
Dover, Extra Heavy, No. 15.....	12.00
Rival.....	9.00

**Emery—**

Genuine Turkish Walpole Mills:	
No. 6 to 46, per lb.....	10c
No. 54 to 150, per lb.....	10c
No. 6 to 46, per lb.....	8c

**Enameline—**

No. 4.....	per gro. \$4.50
No. 6.....	7.2c

**Escutecheons—**

Wood.....	25%
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**Expansive Bits—**

See Augers and Bits.

**Farmers' Knives—**

"Challenge".....	per doz. \$3.00
Popes.....	8.00
Wilkinson's.....	\$3.10 net
Wootenholm's.....	\$3.25. 10%

**Faucets—**

Brass Globe Cocks.....	65&65&5%
Brass Racking.....	65&65&5%
Compression Bibbs.....	65&65&10%
Compression Bibbs with flange.....	65&10&70%

**Lever Handle Bibbs, Gr. Ky.**

Rgh.....	65&65&10%
Fin.....	60&5&60&10%
Red Cedar.....	40&40&10%
Red Cedar, bbl. lots.....	50%
Frary's Iron Petroleum.....	65&65&5%
John Sommer's "Peerless," Tin Key.....	40%
John Sommer's "Boss," Tin Key.....	50%
John Sommer's "Victor," Metal Key.....	50&10%
John Sommer's "Duplex," Metal Key.....	60%
John Sommer's "Buckeye," Metal Key.....	40%
John Sommer's "Rochester," Metal Key.....	50%
John Sommer's "Rival," Metal Key.....	50%
John Sommer's "Crescent," Metal Key.....	50&10%

John Sommer's "Diamond," Lock.....	40%
John Sommer's "Eclipse," Lock.....	40&10%
John Sommer's "Union," Lock.....	50%
John Sommer's "I. X. L.," Cork Lined.....	30%
John Sommer's "Reliable," Cork Lined.....	50&10%
John Sommer's "Common," Cork Lined.....	70%
John Sommer's "O. K.," Cork Lined.....	50%
John Sommer's "Chicago," Cork Lined.....	60%
John Sommer's "Perfection," Cedar.....	40%
John Sommer's "No Brand," Cedar.....	50&10%
Star.....	60&60&5%

**SELF MEASURING—**

Enterprise per doz.....	\$36.00..... 40%
Lane's per doz.....	\$36.00..... 40&5&40&10%
National Specialty Mfg. Co.....	33 1/2%

**Files—****DOMESTIC—**

New List, Nov. 1, 1899:	
American.....	75&5%
Arcade.....	75&5%
Diaston's.....	75&5%
Diaston's Superfine.....	25&30%
Eagle.....	70&10&5%
Great Western.....	75&5%
Kearney & Foot.....	75&5%
Keystone.....	80&80&10
Nicholson.....	70&10%
Nicholson's X. F. Files.....	80&25&10%
Royal.....	80&80&10%
Second Quality Files.....	80&10%

**IMPORTED—**

Stubs.....	Stubs' list, 30&33 1/2%
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**Filters—**

Acorn.....	50%
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**Fish Hooks—**

**Gauges—**

Bemis & Call's Steel.....	50%
Boose, Screw Pitch.....	33 1/3%
Clapboard.....	25% to 10%
Marking, Mortise, etc.....	55% to 10%
Stanley's.....	60% to 10%
Stanley's Chisel.....	20% to 10%
Starrett's Surface, Center and Scratch.....	25% to 10%
Copeland Champion Bit, $\frac{3}{4}$ doz.....	\$2.00 net.
Stubs' Wire and Drill.....	20%
Wire, Morse's.....	25%
Wire, P. S. & W., low list.....	10% to 10%
Wire, Wheeler, Madden & Co.....	10%

**Gimlets—**

"Diamond" Gimlets, $\frac{3}{4}$ gr. \$4.00 @ \$4.25	
Double Cut.....	40% to 10%
Metal Head.....	50% to 10%
Wood Head.....	60%
Swan's, German Pattern.....	40% to 10%

**Gimlet Bits—**

See Augers and Bits.

**Glass Cutters—**

"Woodward".....	net prices
"Red Devil".....	net prices

**Globe and Racking Cocks—**

See Faucets.

**Glue—**

Dodd's Liquid Glue.....	25% to 25% to 10%
Le Pages Liquid.....	25% to 25% to 10%
Mystic.....	40%
Martins.....	40%

**Glue Pots—**

Enameled.....	40% to 10% to 60%
Tinned.....	40% to 40% to 5%

**Graters—**

Enterprise.....	25% to 30%
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**Griddles—**

Cronk's.....	70%
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**Grindstone Fixtures—**

P. S. & W. Co.....	50% to 50% to 10%
Sargent's Patent.....	60% to 10% to 10%
Stowell.....	50%

**Gunpowder—**

See Ammunition.

**Gun Wads—**

See Ammunition.

**Hafts—**

Britton's.....	$\frac{3}{4}$ doz. \$3.50
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**Halters—**

Covert Mfg. Co.: Jute Rope Halters.....	35%
Sisal Rope.....	30%
Web Halters.....	45%

**Halter Chain—**

See Chain.

**Hammers—****HANDLED HAMMERS—**

Humason & Beckley.....	40% to 10%
Magnetic Tack, Nos. 1, 2, 3 \$1.25, \$1.50 & \$1.75.....	40% to 10%
H. & B. Tack.....	50% to 10%
Maydole's.....	33 1/3% to 40% to 10%
Peck, Stow & Wilcox.....	40% to 10% to 10%
A. E. Nail.....	40% to 10%
Engineers and B. S. Hand.....	45% to 45% to 10%
Sargent's New List.....	50% to 10%
Verree.....	50% to 10%
Warner & Noble's New List.....	25%

**HEAVY HAMMERS AND SLEDGERS—**

Under 3 lb.....	$\frac{3}{4}$ lb 40c
3 to 5 lb.....	$\frac{3}{4}$ lb 36c
Over 5 lb.....	$\frac{3}{4}$ lb 30c
Wilkinson's Smiths.....	9 1/4c @ 10c $\frac{3}{4}$ lb

**Hammock Ropes—**

Covert Mfg. Co.: Jute.....	35%
Sisal.....	30%

**Hand Cultivators—**

Ulrich Mfg. Co.: Osborne's.....	$\frac{3}{4}$ doz., \$15.00
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**Handles—****IRON, WROUGHT OR CAST—**

Chest Handles, Sargent's.....	50% to 10%
Chest Handles, Stearns' No. 1, Door or Thumb.....	80c. 70%
Nos. 0 1 2 3 4 $\frac{3}{4}$ doz.....	\$ .90 \$1.00 \$1.08 \$1.35 \$1.50
Drawer Handles.....	60%
Ring Handles.....	70%
Roggin's Latches.....	35% to 35% to 10%
Shelf Box Handles.....	60%
Trunk Handles.....	60%
Tub Handles.....	60% to 10%

**STORE DOOR HANDLES—**

Bronzed, with Cylinder Lock.....	50%
Bronzed.....	50% to 50% to 10%
Japanned, with Nuts.....	45% to 10%
Japanned, with Plate.....	45% to 10%
Japanned, without Plate.....	45% to 10%

**DOOR PULL—**

Bar.....	60% to 60% to 10%
Barn Door.....	50% to 10%
Chest and Lifting.....	60% to 60% to 10%
Drawer Pulls.....	50% to 10% to 60%
Plain B. M.....	60% to 60% to 10%
Push Plates, Sargent's List.....	60% to 60% to 10%
Sash Pull Plates.....	70% to 10%
Sash Pulls.....	60% to 10% to 10%
Window Pulls.....	60% to 10%

**WOOD—**

Auger, assorted.....	$\frac{3}{4}$ gr. \$2.25 @ 2.50
Auger, large.....	$\frac{3}{4}$ gr. 8.00 @ 3.25
Auger, Douglass' Pat., $\frac{3}{4}$ set, No. 1, \$1.0 ; No. 2, \$1.40.....	60% to 10%
Auger, Ives' Pat., No. 1.....	60% to 10%
No. 2 to 32 1/4.....	40%
Auger, Swan's Pat., $\frac{3}{4}$ set, No. 3, \$1.00; No. 4, \$1.25.....	25% to 10%
Bradawl.....	$\frac{3}{4}$ gr. \$1.75 @ \$2.00
Chisel, Worcester, Leather Cap'd.....	1.50
Diston's Croscut.....	50%
File, assorted.....	$\frac{3}{4}$ gr. \$1.25 @ 1.40
Firmer Chisel, Apple, assorted, $\frac{3}{4}$ gr. \$2.25 @ 2.50.....	50% to 10%
Hammer, Hatchet, Axe, Sledge, etc.....	50% to 2%
Hoe, Rake and Fork.....	60% to 10% to 60% to 10%
Saw and Plane.....	40% to 10% to 60%
Shovel and Spade, Wood D. Handle, 50% to 50% to 10%	

**CROSS-CUT SAW HANDLES—**

Atkins.....	40%
Champion.....	45% to 45% to 10%

**Hangers—**

American Trackless.....	33 1/3% to 20%
Barn Door, old pattern.....	60% to 10%
Barn Door, New England.....	60% to 70%
Barry, \$5.00.....	50% to 10%
Best Anti-Friction.....	60% to 10%
Challenge Barn Door.....	50%
Cronk's Roller Bearing.....	50%
No. 0.....	\$4.50 net per dozen.
No. 4.....	5.50
No. 5.....	6.50

Cronk's Steel, cov'd, Loose Axle.....	60% to 5%
Coburn.....	40%
Davis Parlor Door.....	50% to 50% to 5%
Duplex (Wood Track).....	60% to 10% to 5%
Kidder's Lane's Barn Door.....	50% to 50% to 10%
Barn Door, Standard.....	60% to 10%
Covered.....	50% to 10% to 5%
Special.....	60% to 10%
No. 50.....	50% to 10%

Parlor: Standard.....	$\frac{3}{4}$ set, net, \$3.25 @ —
Ball Bearing.....	4.00 @ —
New Model.....	2.75 @ —
New Champion.....	2.40 @ —
Manhattan.....	60%
McKinney's "None Better," No. 2, \$18.00; No. 1 Special, \$15.00.....	60% to 10%
dosen pairs.....	60% to 10%
Richards' Single Track, Steel.....	40% to 10%
Richards' Anti-Friction.....	50%
Victor, No. 1, \$15.00; No. 2, \$20.00.....	60% to 10%
No. 3, \$25.00; No. 4, \$35.00.....	60% to 10% to 10%
Warner's Patent.....	20% to 10% to 10%
Wilcox's New Century.....	50% to 10% to 10%

**Harness Snaps—**

See Snaps.

**Hooks and Staples—**

McKinney's "Perfect," \$1.10 $\frac{3}{4}$ doz. 50%	
Wrought.....	85% to 85% to 10%
Wrought, Stanley.....	80%

**Hatchets—**

See Axes.

**Hay Hooks—**

Humason & Beckley.....	60% to 10%
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**Hay Racks—**

Baxter Wrought Iron, No. 1, \$1.00, net; No. 2, \$1.50, net.....	
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**Hay and Straw Knives—**

Auburn Hay, Com. and Spear Point.....	50%
Iwan's Hay, Sickle Edge, $\frac{3}{4}$ doz. net \$10	
Iwan's Hay, Imp. Serrated $\frac{3}{4}$ doz. net.....	\$10.50
Auburn Straw.....	40%
Lightning, from jobbers.....	60% to 5%
Wadsworth's.....	40%

**Hinges—****WROUGHT IRON HINGES—**

Rolled Blind Hinges, Nos. 32 and 34.....	50% to 10%
Rolled Plate.....	70%
Rolled Raised.....	70%
Screw Hook.....	6 to 12 in., $\frac{3}{4}$ lb.
and Strap.....	14 to 20 in., $\frac{3}{4}$ lb.
	22 to 36 in., $\frac{3}{4}$ lb.

**STRAP AND T HINGES.**

New List, March 15, 1901.....	75%
Light Strap.....	75%
Heavy Strap.....	80%
Light T.....	70%
Heavy T.....	60% to 10%
Extra Heavy T.....	75% to 10%
Long Chest.....	60%
Hinge Haps and Staples.....	60%
Crate Hinges.....	75%
Crate Haps.....	60%
Corrugated Heavy Strap.....	80%
Corrugated Extra Heavy T.....	75% to 10%

Japanned Light Strap.....	60%
Japanned Heavy Strap.....	50% to 10% to 5%
Japanned Light T.....	60%
Japanned Heavy T.....	50% to 10% to 5%
Japanned Extra Heavy T.....	55%
Japanned Hinge Haps.....	50%
Japanned Long Chest.....	60%
Japanned Crate Hinges.....	60%
Galvanized Hinges with Iron Pins.....	65% to 10%
Galvanized Hinges with Brass Pins.....	60% to 10%

**SPRING HINGES—**

Bommer's Brothers.....	
Bommer Spring Hinges.....	40%
Bommer B. B. Floor Hinges.....	40%
Bardeley's Patent Checking.....	15%
Chicago.....	20%
Sargent's List, 1894: Bronze Metal.....	70% to 10% to 10%
Japanned Surface, Single.....	70% to 10%
Japanned Surface, Double.....	60% to 10%
Mortise.....	70% to 10%
Model.....	70% to 70% to 10% to 10%
Tuscan Surface, Single.....	70%
Tuscan Surface, Double.....	60% to 10%
Vigilant.....	60%
Union Spring Hinge Co.'s List, March, 1894.....	30%
Union Mfg. Co.....	25%
Wiles', No. 1, $\frac{3}{4}$ gr., \$16.00; No. 2, \$18.00.....	

**GATE HINGES—**

Clark's, Nos. 1, 2, 3.....	50% to 10% to 60% to 10%
N. E., $\frac{3}{4}$ doz. \$7.50.....	60%
N. E. Reversible, $\frac{3}{4}$ doz. \$5.60.....	60%
N. Y. State, $\frac{3}{4}$ doz. \$4.90.....	60%
Shepard's, Nos. 1, 2, 3.....	60% to 10%
Western, $\frac{3}{4}$ doz. \$4.30.....	60%

**BLIND HINGES—**

Clark's: Lull & Porter, Nos. 0, 1, 1 1/2, 2, 2 1/2, 3.....	70% to 10%
Mortise Gravity.....	50%
Nos. 1, 3, 5.....	70% to 10%
Nos. 40 and 50.....	70%
Parker.....	70% to 10%
Sargent's, Nos. 1, 3, 5, 11, 13.....	70% to 10%
W. H. Co.'s No. 2 Mortise Gravity.....	60%
Stanley's Steel Gravity Blind Hinges, with Screws, \$1.30 $\frac{3}{4}$ doz. sets.....	50% to 10%

**Hitching Cords—**

Covert Mfg. Co.....	45%
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**Hoes—**

Steel Goods Association List, Aug. 1, 1899.....	
Asphalt Hoes.....	65%
Cotton Hoes.....	70% to 10% to 10% to 5%
Cotton Chopper Hoes.....	75% to 10% to 7 1/2%
Garden Hoes.....	75% to 10%
Harper's No. 7 Mortar Hoes.....	65%
Jersey Hoes.....	65%
Kretzinger Cut-Easy.....	65%
Ladies' Cotton Hoes.....	75% to 10% to 7 1/2%
Laid Steel Edge Hoes.....	25% to 5%
Meadow and Rhode Island Hoes.....	75%
Mortar and Street Hoes.....	75% to 7 1/2%
Planter Hoes, Regular Pattern.....	70% to 5%
Rough Finish Shank Cotton Hoes.....	75% to 12 1/2%
Special Hoes.....	75% to 10%
Special Mortar Hoes.....	40% to 10% to 3%
Sunhem Meadow Hoes.....	75% to 5%
Tobacco Hoes.....	75% to 3%
Toy Ladies' and Boys' Hoes.....	70% to 10% to 10%
Truck Hoes.....	50% to 10% to 5%
Warren Hoes.....	60%
Wedding Hoes and Rakes.....	75%

**Hollow Augers—**

See Augers and Bits.

**Hollow Ware—****ENAMELED—**

Agate Nickel Steel Ware, list July, 1899.....	35%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....	40% to 10%
Second Quality, Agate Nickel Steel.....	65%
Second Quality, Granite.....	70% to 10% to 10% to 10%
Iron Clad: Peppered Ware, high list.....	70%
Mottled Ware, high list.....	75%
Never Break Enameled.....	50% to 5% to 10%

**STOVE HOLLOW-WARE—**

Ground.....	60% to 10%
Unground.....	70%

**WHITE ENAMELED-WARE—**

Boilers and Saucepans.....	50% to 50% to 10%
Maslin Kettles.....	70% to 10% to 75% to 5%
Tinned Boilers and Saucepans.....	50% to 50% to 10%

**SILVER PLATED—**

4 mo. or 5 1/2 cash in 30 days.....	
Hartford Silver-Plate Co.....	40% to 5%
Holmes & Edwards Silver Co.....	40% to 15% to 5%
Meriden Britannia Co.....	40% to 5%
Reed & Barton.....	40% to 5%
Rogers & Brother.....	40% to 5%
Simpeon, Hall, Miller & Co.....	40% to 5%
William Rogers Mfg. Co.....	40% to 10%

**Hooks—****AGRICULTURAL—**

Potato, all kinds.....	70%
Manure.....	70%
Iowa F. T. Co.'s Clam.....	60% to 10% to 2 1/2%

**RUSH—**

Jennings & Griffin's.....	33 1/3% to 5%
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**CORN—**

Kretzinger Cut-Easy.....	$\frac{3}{4}$ doz. \$3 net
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**CAST IRON—**

Bird Cage, Sargent's list.....	60% to 10% to 10%
Bird Cage, Reading.....	60% to 60% to 10%
Bird Cage, Williamson.....	50%
Ceiling, Sargent's list.....	50% to 10%
Chandelier.....	70%
Clothes Line, Sargent's list.....	50% to 10%
Coat and Hat, Sargent's list.....	50% to 10%
Coat and Hat, Reading.....	60% to 10%
Coat and Hat, Stowell's.....	70%
Harness, Sargent's list.....	50% to 50% to 10%
Lamp.....	55%
Picture.....	75%
Screw Hat.....	70%
Wardrobe.....	55%

**WROUGHT IRON AND STEEL—**

Cotton.....	$\frac{3}{4}$ doz. \$1.25
Cotton Pat. (N. Y. Mallet & Handle Works).....	30%
Hammock Hooks, E. C. Stearns, $\frac{3}{4}$ doz.....	50%
Picture, T. & S. Mfg. Co.....	75%
Tassel, T. & S. Mfg. Co.....	50% to 10%
Wrought Staples, Hooks, &c.....	See Wrought Goods.

**MEAT—**

Enterprise.....	40%
Humason & Beckley.....	80% to 10%

**WIRE—**

Atlas Coat and Hat.....	45%
Belt.....	75% to 75% to 10%
Creosote, Coat and Hat.....	50% to 10% to 60%
Wire Coat and Hat, Acme.....	50% to 10% to 50%
Wire Coat and Hat, Gem.....	50% to 10% to 50%
Wire Ceiling, Gem.....	50% to 10% to 60% to 10%



**Jack Screws—**

See Screws.

**Kettles—**

Spun Brass, Plain.....15@20%  
Spun Brass, plated inside with White Metal.....10@15%

**Knives—**

Ames':  
Bread Knives,  $\frac{1}{2}$  doz \$1.50.....20%  
Butcher Knives.....25%  
Shoe Knives.....25%  
Cronk's Chopping.....33%  
Dunlap Kitchen and Bread Knives.....25%  
Foster Bros.' Butcher, &c.....30%  
Goodell's:  
Bread Knives Ass'n list.....net  
Butcher.....net  
Shoe Knives.....40%  
Hay and Straw, see Hay Knives.  
Table and Pocket, see Cutlery.  
Wilson's Butcher Knives.....net

**Knives, Hay and Straw—**  
See Hay Knives.

**Knobs—**

Bardley's Wood Door, Shutter and Base.....10%  
Base, Rubber Tip,  $\frac{1}{2}$  in. Bead,  $\frac{1}{2}$  gr. \$1.50  
Carriage, Jap..... $\frac{1}{2}$  gr. 80c. 60%  
Door Mineral, R. & E. list.....50%  
Door Por. Jap'd.....50%  
Door Por. Nickel, ".....50%  
Picture, Judd's.....50@10%  
Picture, Sargent's.....60@10%  
Yale & Towne Wood.....net

**Latches—**

Cronk's Barn Door..... $\frac{1}{2}$  doz. Net, \$2.25  
Lane's Barn Door.....40@40@10%

**Lawn Mowers—**

Champion.....75@10%  
Clipper Improved.....50@10@10%  
Continental.....60@10%  
Enterprise.....40@10%  
Genuine Philadelphia Mowers:  
Styles M., S., C., K., T.....70@10%  
Style A. (all steel).....60@10%  
Style E., Low Wheel.....70@10%  
Style E., High Wheel.....70@10%  
Drexel, low list.....60%  
Gold Coins, low list.....60%  
Great American.....70@10%  
Imperial.....60@10@10%  
New Departure, High Wheel.....70@10%  
New Departure, Low Wheel.....75%  
New Easy.....60@10@60@10@10%  
New York.....60@5%  
Pastime:  
12 in. 14 in. 16 in.  
\$6.00 \$6.25 \$6.50 each net  
Pennsylvania.....60@10%  
Racine.....60%  
Rapid Transit.....70@10%  
Standard.....60@5%  
Sunbeam.....60@10%

**Lawn Sprinklers—**

Enterprise.....25@30%  
Gibbs' Arc..... $\frac{1}{2}$  doz. \$10.00  
Gibbs' Hustler..... $\frac{1}{2}$  doz. 5.00  
Philadelphia Lawn Mower Co.:  
Philadelphia Lawn Sprinkler:  
No. 1. No. 2. No. 3.  
 $\frac{1}{2}$  doz. \$12.00 \$15.00 \$24.00.....30%

**Leaders—**

Covert Mfg. Co. Cattle.....45%

**Lead Pipe, Etc.**

Lead Pipe, full lengths.....6c  
Lead Pipe, cut lengths.....6 1/2c  
Lead Pipe, Tin Lined.....12 1/2c  
Block Tin Pipe.....87 1/2c  
Sheet Lead, full rolls.....7c  
Sheet Lead, cut rolls.....8c  
Quantity discount, 20%

**Lemon Squeezers—**

Berger Bros.  $\frac{1}{2}$  doz. 8-in. \$1.00; 10-in. \$1.40.....20%  
Dean's, Nos. 1,  $\frac{1}{2}$  doz. \$3.50; 2, \$3.35; 3, \$1.65; Queen, \$2.50, net  
Hotchkiss, Straight Flush,  $\frac{1}{2}$  doz. \$9.60  
Jennings' Star..... $\frac{1}{2}$  doz. \$1.90@2.00  
Little Giant.....60@50@5%  
Porc. Lined, Iron.....\$3.25@3.50  
Porc. Lined, Wood..... $\frac{1}{2}$  doz. \$5.00  
80@10@40%  
Wood, Common,  $\frac{1}{2}$  gross, No. 0, \$5.00;  
No. 1, \$4.50; No. 2, \$10.00

**Letter Box Plates—**

Name Door Plate.....50@50@10%  
Name Plate.....70%  
Number Door Plate.....60@60@10%  
Sargent's.....60@10@70%

**Levels—**

C. E. Jennings & Co.'s:  
Hexagon.....3 1/2@10%  
Iron Bench, new design.....25@10%

**Lifters—**

See Transom Lifters.

**Lines—**

Cotton and Linen Fish, Draper's.....50%  
Cotton Chalk, 20 feet.....60@10%  
Cotton Trot.....33 1/2%  
Masons':  
Colored Cotton.....40@10%  
Flax.....40@10%  
No. 0 to 5.....2

Samson Cotton, No. 4, \$2.00; No. 4 1/2 \$2.50.....10%  
Silver Lake, Braided, No. 0, \$6.00  
No. 1, \$6.50; No. 2, \$7.00; No. 3, \$7.50  $\frac{1}{2}$  gross.....25@30%  
Ventilator Cord, Samson Braided,  
White or Drab Cot.  $\frac{1}{2}$  doz. \$7.50.....20%  
Wire Clothes, 100 feet, No. 18, \$2.25;  
No. 19, \$2.00; No. 20, \$1.75.

**Loaded Shells—**

See Ammunition.

**Locks—**

DOOR LOCKS, LATCHES, &c.  
Branford Lock Co.....net prices  
Champion Night Latches.....40%  
Lockwood Mfg. Co.....50%  
Moore's Elevator Door.....40%  
Norwalk Lock Co.....40%  
Plate.....33 1/2%  
R. & E. Mfg. Co.....45@10%  
Reading Hardware Co.....40%  
Sargent & Co.....40@40@10%  
Yale.....net prices

**CABINET—**

Eagle Lock Co.....33 1/2%  
Corbin.....33 1/2%  
Yale.....33 1/2%

**PADLOCKS—**

Acme Bicycle and Satchel,  $\frac{1}{2}$  doz., \$9.00.....40%  
Acme Sward Co.....40%  
Brown's Brass.....25%  
Brown's Chain.....25%  
Champion.....40%  
Eagle.....40%  
Scandinavian.....90@25%  
McWilliams.....25%  
Smith & Egge Bicycle.....50%  
Wrought Iron.....75@10%  
Yale Lock Co.....net prices

**TRUNK—**

Corbin's.....25@10%  
Eagle.....25@10%

**Machine Bolts—**

See Bolts.

**Mail Boxes—**

See Boxes, Mail.

**Mallets—**

Sargent's List:  
Hickory.....50@50@10%  
Lignumvita.....50@50@10%

**Mattocks—**

Cronk's Garden.....25%  
Regular Goods.....60@10%

**Meat Cutters—**

American.....30%  
Nos. 1 2 3 4 B 5  
Each \$5 \$7 \$10 \$35 \$50 \$60  
Dixon's..... $\frac{1}{2}$  doz. 33 1/2%  
Nos. 1 2 3 4  
\$14 \$17 \$19 \$30  
Enterprise.....25@25@7 1/2%  
Nos. 5 10 12 30 23 32  
Each \$2 \$3 \$3.50 \$5 \$4 \$6  
Hales Pattern,  $\frac{1}{2}$  doz.....70@70@5%  
Nos. 11 12 13  
\$37 \$38 \$45  
Home No. 1,  $\frac{1}{2}$  doz. \$38.....60%  
Little Giant.....50@10%  
Nos. 305 310 312 320 322  
\$35 \$48 \$44 \$72 \$68  
Miles Challenge,  $\frac{1}{2}$  doz.....45@45@10%  
Nos. 1 2 3  
\$32 \$30 \$40  
Woodruff's,  $\frac{1}{2}$  doz.....33 1/2%  
Nos. 100 150  
\$15 \$18  
Beef Shavers (Enterprise).....25@30%  
Chadborn's Smoked Beef Cutter..... $\frac{1}{2}$  doz. \$60.00

**Meat Juice Extractors—**

Enterprise.....25@30%

**Metals, Anti-Friction—**

Magnolia Metal Co.:  
Magnolia, Anti-Friction.....25c  
No Name.....15c  
Mystic.....10c  
f. o. b. New York or Chicago.

**Melting Lades—**

Monroe's Patent..... $\frac{1}{2}$  doz. \$4.00, 40%  
P. S. & W.....35@10@40%  
Reading.....50@10%  
Sargent's.....60@60@10%  
Warner's.....30%

**Mitre Boxes—**

C. E. Jennings & Co.....40%  
Seavey's,  $\frac{1}{2}$  doz. \$30.....40%

**Mop Wringers—**Matchless (Canton, O.),  $\frac{1}{2}$  doz.....\$12.00**Motors—**

COFFEE MILL—  
Specialty Novelty Co.....each \$5.00

**Nails—**

WIRE AND CUT NAILS—  
See Review of the Markets for quotations.  
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85@5@10%

**PICTURE—**

Brass Head, Combination list.....50%  
Brass Head, Sargent's list.....70@70@5%  
Niles' Patent.....40%  
Porcelain Head, Comb'n list.....40%  
Porcelain Head, Sargent's list.....50%

**FURNITURE—**

Antique Bronze.....10%  
China.....25%  
Fire Gilt.....10%  
Plain.....40%

**Nail Pullers—**

Ajax, 5 lbs..... $\frac{1}{2}$  doz. net \$7.50  
Black Hawk,  $\frac{1}{2}$  doz.....\$9.00  
Cyclops.....35%  
Eclipse..... $\frac{1}{2}$  doz. 18.00, 25@10@10%  
Eureka, No. 74..... $\frac{1}{2}$  doz. net \$8.50  
Eureka, No. 75..... $\frac{1}{2}$  doz. net 8.00  
Giant, No. 1,  $\frac{1}{2}$  doz. \$18.00; No. 1 1/2, \$18.00; No. 2, \$15.00.....30@5%  
Lightning..... $\frac{1}{2}$  doz. \$18.00, 20%  
National..... $\frac{1}{2}$  doz. 24.00, 40%  
Pelican..... $\frac{1}{2}$  doz. \$9.00, 40@40@10%  
Scranton, No. 2..... $\frac{1}{2}$  doz. \$10.00  
Scranton, No. 8..... $\frac{1}{2}$  doz. 9.00

**Nail Sets—**

Buck Bros.....27 1/2%  
Cannon's Diam'd Point,  $\frac{1}{2}$  gro. \$12.35  
Humason's.....50@10%  
Hunters' Cup Point, Knurled.....\$10.00  
Hunters' Cup Point, Plain.....9.00  
Octagon.....4.00@4.75  
Round, assorted.....3.00@3.25  
Square.....4.00@4.25  
Snell's:  
Octagon.....\$4.75  
Corrugated.....6.50  
Knurled.....9.00

**Nippers—**

Acme.....50%  
Smith's Cutting.....50%  
Todd's Cutting.....50%  
Nut Crackers—  
Acme, Japanned.....\$30.00, 40%  
Acme, Nickel Plated.....30.00, 30%  
Turner & Seymour Mfg. Co.....50%

**Nuts—**

Off list.  
Hot pressed, square, blank.....\$5.60  
Hot pressed, hexagon, blank.....6.80  
Hot pressed, square, tapped.....5.80  
Hot pressed, hexagon, tapped.....6.80  
Cold punched, plain, square, blank 5.20  
Cold punched, hexagon, square, blank 5.60  
Cold punched, plain, square, tapped 5.20  
Cold punched, plain, hexagon, tapped 5.60

**Oilers—**

Brass and Copper.....40@10@50%  
Cushman & Denison's:  
Gem.....\$ .50  
Leader......60  
Perfect Oiler.....1.50  
Star Pocket Oiler......75  
Draper's:  
Brass.....70@10%  
Steel.....70@10%  
Malleable, Hammers, New Style, 10@5@20%  
Malleable, Hammers, Old Pattern, same list.....50@10%  
"Paragon," Brass.....50@10@60%  
"Paragon," Zinc.....70@70@10%  
Tower & Lyon Bicycle.....25%  
Wilnot & Hobbs Mfg. Co.'s Steel  
Anti Rust.....70@10@75%  
Zinc and Tin.....60@10@65%

**Oil Stones, etc.—**

OIL STONES—  
Pike's Washita:  
Lily White,  $\frac{1}{2}$  lb.....\$ .60  
Pike's Washita Mounted No. 1:  $\frac{1}{2}$  doz. 8x2.....\$18.00  
7x2.....11.00  
6x2.....10.00  
5x2.....9.00  
4x1 1/2.....7.00  
3 1/2x1.....5.50  
Discount, 33 1/2@10%.

Pike's Washita Axe Stones:  
About 2 1/2x3 1/2 to 1 1/2,  $\frac{1}{2}$  lb.....\$ .34  
About 2 1/2x1 1/2, extra selected......40  
Discount, 33 1/2%.

India Oil Stones.....25@33 1/2%

**Packing, Steam—**

RUBBER—  
Boston Belting Co.:  
"Boston".....60%  
"Excelsior" Plumbago, Pure,  $\frac{1}{2}$  lb \$1.00.....50@10%  
Extra.....60%  
Standard, Fair Quality.....70@10@75%

**MISCELLANEOUS—**

American Packing.....9c@10c  
Cotton Packing.....18c@14c  
Italian Packing.....10 1/2c@12c  
Jute.....5c@6 1/2c  
Russian Packing.....12c@13 1/2c

**Padlocks—**

See Locks.

**Parsers—**

APPLE—  
Advance..... $\frac{1}{2}$  doz. \$4.50  
Baldwin.....5.00  
Bonanza.....each 5.00  
Dundy.....each 7.50  
Eureka, 1898.....each 16.00  
Family Bay State.....12.0  
Improved Bay State.....\$27@30.0  
Little Star.....4.0  
New Lightning.....5.5

Penn.....8.75  
Perfection.....4.00  
Reading, 73.....4.00  
Reading, 78.....7.00  
Scott's Pat. Rotary.....\$15.00, 30%  
Turntable, Old Style.....4.50  
Turntable, 1898.....5.50  
White Mountain.....4.00

**POTATO—**

Saratoga.....\$5.50

White Mountain.....4.50

**Pencils—**

Dixon's:  
Carpenter's..... $\frac{1}{2}$  gro. \$3.67@6.75  
Carpenter's, Blue or Red  
Lead.....4.00@7.50  
Lead.....2.18@4.38  
Lumber.....6.87  
Masco, Hexagon.....3.75  
Masco, Round.....3.10

**Percussion Caps—**

See Ammunition

**Picks—**

Railroad or Adze Eye, 5 to 6, \$12.00.  
6 to 7, \$13.00.....60@10@60@10@10

**Planes and Plane Irons—****WOOD PLANES—**

Bailey's (Stanley R. & L. Co.)  
Bench, First Quality.....50@10@60%  
Bench, Second Quality.....50@50@10%  
C. E. Jennings & Co.....50@10%  
Molding.....40@5%

**IRON PLANES—**

Chaplin's Iron Planes.....50@10@60%  
C. E. Jennings & Co., Iron.....50@10%  
Sargent's.....60%  
Standard Tool Co.....50@50@5%  
Stanley Rule & Level Co.:  
Bailey's.....50@100  
Miscellaneous.....25@10%  
Steer's Iron Planes.....50@1%

**PLANE IRONS—**

Auburn "Thistle".....30@10@40%  
Ohio.....30%  
Sandsky.....30%  
Buck Bros.....\$5.00@5.25 to 2  
Butcher's & Co.....25@10%  
C. E. Jennings & Co.....50@10%  
Stanley Rule & Level Co.....20@5@25%

**Pliers and Nippers—**

Button's.....70%  
Carew's Pat. Wire Cutters.....25%  
Cronk's:  
Button Pattern.....70%  
Fencing Pliers,  $\frac{1}{2}$  doz. \$12.00.....25%  
Flat and Round Nose.....40%  
Gas Pliers, No. 100.....40%  
Stubbs' Pat. Pliers  
Wire Cutter and Bender.....60%  
Hall's Nippers,  $\frac{1}{2}$  doz. No. 2, 5 in. \$18.50; No. 4, 7 in., \$21.00.....40@10  
Hall's Pliers.....70%  
Humason & Beckley Mfg. Co. 50@50@10%  
Wm. Johnson's Gas Pliers.....60%  
Morrell's Parallel,  $\frac{1}{2}$  doz. \$12.00.....30@5%  
Smith's Side Cutting.....25%  
P. S. & W. Cast Steel.....50@50@5%  
P. S. & W. Tinner's Cutting Nippers.....add  $\frac{1}{2}$  dia. 10%

**Plow Bolts—**

See Bolts.

**Plumb and Levels—**

Cook's.....40@10@10  
Davis':  
Inclinometers.....30%  
Iron Levels.....25@10%  
Diston's.....70%  
Machinist's.....25%  
Pocket Levels.....70@10@75%  
Stanley's.....70@10@70@10@10%  
Stanley's Duplex.....25@10@10%  
Stratton's Pat.....25%  
Wood's Extension Sight.....25%

**Poachers—**

See Egg Poachers.

**Police Goods—**

Tower &amp; Lyon's.....35%

**Polish Metal—**

Prestoline Liquid, New List.....40%  
Prestoline Paste.....33 1/2@40%  
U. S. Metal Polish Paste, 3-oz. boxes,  $\frac{1}{2}$  doz.....\$ .50  
 $\frac{1}{2}$  gross.....4.50  
1 1/2 lb. boxes,  $\frac{1}{2}$  doz.....1.35  
1 lb. boxes,  $\frac{1}{2}$  doz.....2.25  
U. S. Liquid, 8-oz. cans,  $\frac{1}{2}$  doz.....1.35  
 $\frac{1}{2}$  gross.....12.00  
Barkeeper's Friend Metal Polish,  $\frac{1}{2}$  doz.....1.75  
 $\frac{1}{2}$  gross.....18.00

**Polish, Stove—**

Dixon's Plumbago..... $\frac{1}{2}$  lb  
Joseph Dixon's..... $\frac{1}{2}$  gro. \$5.75, 10%  
Gem..... $\frac{1}{2}$  gro. 4.50, 10%

**Poppers, Corn—**

Round or square,  $\frac{1}{2}$  doz.  $\frac{1}{2}$  gro.  
1 qt.....\$ .75 \$ 7.00  
1 1/2 qt......85 9.50  
2 qt.....1.15 10.50  
Quincy Corn Popper, 1 qt.,  $\frac{1}{2}$  doz. \$3.00; 2 qt., \$4.00.....33 1/2%

**Post Hole Diggers—**

$\frac{1}{2}$  doz.  
Diston's Samson Digger.....\$34.00, 25%  
Iwan's Split Handle,  $\frac{1}{2}$  doz net.....\$8.50  
Iwan's Perfection,  $\frac{1}{2}$  doz. net.....\$9.00  
Ryan's..... $\frac{1}{2}$  doz. \$20.00, 25%

**Post Hole Augers—**

Iwan's Patent Improved.....40%  
 Vaughan's, 6 to 9 in., ½ doz. net.....\$5.00

**Potato Hooks, etc.—**

Hoe Down Hooks.....75%&10%  
 Hop Hooks.....60%&10%  
 Potato Hooks.....70%

**Powder—**

See Ammunition.

**Presses—**

See Fruit and Jelly Presses.

**Primers—**

See Ammunition.

**Pruning Hooks and Shears—**

Cronk's Pruning Shears.....33%  
 Cronk's Heavy Pattern, ½ doz., \$2.50 net  
 Diston's Combined Pruning Hook  
 and Saw.....½ doz., \$18.00, 25¢&25¢10%  
 Diston's Pruning Hook, ½ doz.,  
 \$12.00, 25¢&25¢10%

**Henry's:**

Pruning Shears.....5%  
 Orange.....50%&30%  
 Grape.....50%&10%  
 Tree Pruners.....75%  
 E. S. Lee & Co.'s Pruning Tools.....40%  
 P. S. & W. Co.'s Shears.....60%  
 Waters' Tree Pruners.....75%&10%  
 Wheeler, M. & C. Co.'s Combina-  
 tion.....½ doz., \$12.00, 25¢&10%

**Pulleys—**

Awning.....60%&60%&10%  
 Axle.....50%&10%&60%  
 Brass Screw.....45%&10%  
 Ceiling.....50%&10%&60%  
 Clothes Line, Japanned.....60%  
 Common Sense.....60%  
 Dumb Waiter.....60%&60%&10%  
 Empire Sash Pulley.....60%  
 Fox-all-steel:  
 Nos. 8 & 7, 2½-inch wheel, ½ doz., 25¢  
 No. 9, 1¾-inch wheel, ½ doz., 20¢  
 No. 10, 2-inch wheel, ½ doz., 25¢  
 Extra for plated finish, ½ doz., 20¢  
 Extra for antique bronze bushing,  
 ½ doz., 10¢

**Hay Fork:**

Swivel Eye, ½ doz., 10¢  
 4-inch, \$3.75; 6-inch, \$5.00.....55%  
 Hay Fork, Hartz, 4¼-inch, ½ doz.,  
 \$6.00.....50%&10%  
 Hay Fork, 5-inch, Solid, \$5.70.....50%  
 Hot House.....50%&10%  
 Stowell's Anti-Friction, 5-in. Wheel,  
 ½ doz., \$12.00.....40%  
 Side, Anti Friction.....50%  
 Shade Rack.....45%  
 Upright.....50%&10%&50%&10%&10%

**Pumps—**

Clatton, Best Grades.....50%&10%&60%  
 Pitcher Spout, Best Grades.....70%&10%  
 F. E. Myers & Bro.:  
 No. 1, Fig. 823, 8 in. Shallow  
 Well Pump.....\$13.00  
 No. 8, Fig. 823, 3¼ in. Shallow  
 Well Pump.....15.00  
 No. 5, Fig. 807, 8 in. Deep Well  
 Pump.....15.00  
 No. 6½, Fig. 807, 8½ in. Deep  
 Well Pump.....17.00  
 No. 14, Fig. 521, 8 inch Deep or  
 Shallow Well Pump.....15.00  
 No. 32, Fig. 523, 8 in. Deep Well  
 Pump.....17.00  
 No. 50, Fig. 831, 8 in. Shallow  
 Well Pump.....14.00  
 No. 59, Fig. 833, 3¼ in. Shallow  
 Well Pump.....17.00  
 No. 70, Fig. 833, 2¼ in. Deep  
 Well Pump.....15.00  
 No. 72, Fig. 833, 3 in. Deep Well  
 Pump.....15.00  
 No. 78, Fig. 833, 3¼ in. Deep  
 Well Pump.....16.00  
 No. 102, Fig. 448, 8 inch Lift  
 Pump.....9.00  
 No. 108, Fig. 448, 9½ in. Lift  
 Pump.....11.00  
 No. 128, Fig. 510, 8 in. Lift  
 Pump.....7.00  
 No. 131, Fig. 510, 8½ in. Lift  
 Pump.....8.50  
 No. 225, Fig. 889, Windmill  
 Pump.....12.50  
 No. 235, Fig. 408, Windmill  
 Pump.....16.00  
 No. 240, Fig. 406, Regulator  
 Pump.....28.00  
 No. 263, Fig. 572, Cyclone Tank  
 Force Pump.....16.00  
 No. 267, Fig. 483, Geyser Tank  
 Force Pump.....16.00  
 No. 268, Fig. 518, Low Down  
 Tank Force Pump.....16.00  
 No. 302, Fig. 477, Spray Pump,  
 complete.....11.50  
 No. 320, Fig. 492, Bucket Spray  
 Pump.....5.00  
 No. 330, Fig. 547, Knapsack  
 Spray Pump.....10.00  
 Discount, 50% f. o. b. Ashland.

**Punches—**

Bemis & Call Co.'s:  
 Cast Steel Drive.....50%&5%  
 Check.....55%  
 Spring.....50%&5%  
 Springfield Socket.....65%  
 Morrill's Universal.....35%  
 Niagara Hollow.....45%  
 Niagara Solid.....55%  
 Saddlers' or Drive, good.....60%&5%  
 Snell's Tinnings.....60%

Spring, good quality, ½ doz., \$1.70@1.80  
 Spring, Leach's Pat.....15%  
 Tinnings' Solid, P. S. & W. Co.,  
 ½ doz., \$1.44, 55%  
 Tinnings' Hollow, P. S. & W. Co.,  
 20¢&2%

**Rail—**

Barn Door, Light, In. ¼ 5% ¼  
 ½ 100 feet.....\$1.40 1.95 2.80  
 Barn Door, "None Better" No. 1,  
 ½ foot.....39¢  
 Barn Door, "None Better" No. 2,  
 ½ foot.....4c  
 B. D. for N. E. Hangers:  
 Angular, ½ foot, 6c.....70%  
 Double Flange, ½ foot, 8c.....70%  
 Carrier Steel Rail, ½ foot.....44¢  
 Cronk's:  
 O. N. T. Style, No. 18.....3 c  
 Double Braced.....34¢  
 Lane's:  
 O. N. T., 1 in.....\$2.65  
 O. N. T., 1¼ in.....3.50  
 Standard, 1¼ in.....3.75  
 Stowell's Wrought Steel.....30%  
 Sliding Door, Bronzed Wrought  
 Iron, ½ foot.....64¢  
 Sliding Door, Steel, Brass Plated,  
 ½ foot.....64¢  
 Sliding Door, Wrought Brass, 1¼ in.,  
 ½ lb, 35c.....10¢&20%  
 Victor Track Rail, 7c ½ ft., 60¢&10¢&24¢

**Rakes, Etc.—**

Cronk's:  
 Wrought Steel Garden.....60%&20%  
 Queen City Lawn.....40%  
 Steel Garden Rakes.....70%&5%&2%  
 Steel Garden Rakes Stamped Blank, 7%  
 Steel Road Rakes.....65%  
 Steel Tar or Asphalt Rakes.....6%  
 Turf Edger.....60%&5%  
 Prize Bow Braced Steel.....70%&5%&2%  
 Peerless Shank.....70%&5%&2%  
 Peerless Socket.....70%&5%&2%  
 Level Head Shank.....70%&5%&2%

**Rasps, Horse—**

Disston's.....70%  
 New Nicholson Horse Rasp.....70%  
 See also Files.

**Razors—**

Electric.....List net  
 "John Engstrom".....net prices  
 J. R. Torrey Razor Co.....20%  
 Wostenholm and Butcher, \$10.00 to  
 2.....10%

**Registers—**

**HOT AIR—**  
 New List, Feb. 1, 1899:  
 Black Japanned.....50%&10%  
 White Japanned.....40%&10%  
 Bronzed Finishes.....40%  
 Electro-Plated.....40%  
 Nickel Plated.....50%&10%  
 White Porcelain.....20%&10%  
 Solid Brass and Bronze Metal, 20%&10%

**Rings—**

See Bull and Hog Rings.

**Rivets and Burrs—**

Belt with Burrs.....40%&5%&40%&10%  
 Hose with Burrs.....40%&5%&40%&10%

**IRON—**

List, Nov. 1, 1894.  
 Ordinary, in bulk.....70%  
 Thousand, in bulk.....70%  
 Thousand in papers.....70%  
 Coopers', in bulk.....70%  
 Block and Carriage, in papers.....70%  
 Hame.....70%  
 Belt with Burrs, Tinned or Cop-  
 pered.....70%

**Rivet Sets—**

Regular List.....70%

**Rollers—**

Lane's, Stay.....89%&5%

**Rope—**

Cotton Rope, Best, ½ lb  
 ¼ inch and larger.....15c  
 Medium, ¼ in. and larger.....12c  
 Common, ¼ in. and larger.....10½¢  
 Jute Rope:  
 A grade.....64¢  
 C grade.....54¢  
 Manila:  
 7-16 in. and larger.....104¢  
 ¾ in.....11 c  
 1½ and 5-16 in.....114¢  
 Hay Rope, Medium.....11 c  
 Sisal:  
 7-16 in. and larger.....8 c  
 ¾ in.....8½¢  
 1½ and 5-16 in.....9 c

**Rules—**

Athol, Steel.....39%  
 Boxwood.....75%&10%&10%&10%  
 Ivory.....35%&10%&35%&10%&10%  
 Lufkin's:  
 Steel.....55%  
 Lumber.....50%&10%  
 Miscellaneous, Stanley's.....55%&10%  
 Starrett's Rules and Straight Edges.....25%&10%

**Sad Irons—**

Chinese Laundry.....½ lb 44¢  
 Chinese Sad.....34¢  
 Crown, Polished.....½ doz. \$6.50  
 Crown, Nickel.....½ doz. 7.00  
 Common 4 to 10.....½ lb 34¢&34¢

**COLD HANDLED—**

Enterprise Mfg. Co. of Pa.....30%&5%  
 Self-heating.....½ doz. \$10.00, 24%  
 Self-heating, Tailors'.....½ doz. 22¢, 0.25%  
 Sensible Nickel.....½ doz. \$7.00  
 Sensible Polished.....½ doz. 6.50  
 Sensible, Tailors'.....½ lb 44¢

**Safety Fuse—**

See Fuse.

**Safety Lifts—**

Burr Mfg. Co., Steel.....50¢&60%

**Sand and Emery Paper and Cloth—**

Baeder, Adamson & Co.'s:  
 Emery Cloth.....50%&10%  
 Garnet Paper.....80%&80%&5%  
 Sand and Emery Paper.....50%&10%

**Sash Balances—**

Caldwell Mfg. Co.....50%

**Sash Chain—**

Competition.....50%&10%  
 Giant.....40%  
 Monarch.....40%&10%  
 Red Metal.....40%&10%  
 Steel.....40%&10%

**Sash Cord—**

Cable Laid Italian.....½ lb 16¢@18¢  
 Cable Laid Russia.....½ lb 18¢@14¢  
 Common India.....½ lb 9¢@10¢  
 Patent Russia.....½ lb 12¢@13¢  
 Patent India.....½ lb 10½¢@12¢  
 Samson:  
 "Mass." White, Cotton.....22½¢@24¢  
 "Samson" Braided White, Cotton.....½ lb 28½¢@30¢  
 "Samson" Braided Drab, Cotton.....½ lb 32½¢@35¢  
 "Samson" Braided Italian Hemp.....½ lb 32½¢@35¢  
 "Samson" Braided Linen.....½ lb 50¢@55¢  
 Silver Lake:  
 Sash Lifts, Drab.....½ lb 40¢, 5¢  
 A Quality, White.....½ lb 35¢, 5¢  
 B Quality, Drab.....½ lb 35¢, 5¢  
 B Quality, White.....½ lb 30¢, 5¢  
 United States:  
 B Quality.....½ lb 18½¢  
 C Quality.....½ lb 17½¢  
 White Cotton, Hard Braided.....½ lb 18¢

**Sash Fasteners, Holders, &c.**

Sash Lifts.....60%&10%&10%  
 Sash Lifts, Finish.....50%  
 Sash Lifts With Lock.....60%&10%&10%  
 Sash Rollers.....70%  
 Shutter Bars.....60%&10%  
 Shutter Sheaves.....60%  
 Window Screen Sash Lifts.....10%&5%

**Sash Locks—**

Champion Meeting Rail.....70%  
 Champion Side.....60%  
 Davis, Bronze, Barnes Mfg. Co.....50%  
 Elting's Ventilating.....44%  
 Fitch's:  
 Iron.....70%  
 Bronze and Brass.....60%&5%  
 Gale's Automatic, List Nov., 1897.....65%  
 Ives' Patent:  
 Wrought Steel.....60%  
 Bronze M. Knob.....60%  
 Wrought Bronze and Brass.....55%&5%  
 Cast Iron.....65%  
 Cast Bronze and Brass.....62½¢  
 Payson's Perfect.....10%  
 Reading.....60%&10%

**Sash Weights—**

Small lots.....½ ton \$25.00  
 Ton lots at factory.....\$20.00@22.50

**Sausage Stuffers or Fillers—**

Draw Cut, No. 4.....each \$30.00, 20%  
 Enterprise Mfg. Co.....25¢@25¢&74¢  
 National Specialty Mfg. Co.....25%

**Saws—**

Atkins:  
 Band 7 to 14 in. Wide.....60%&10%  
 Band 2 to 6 in. Wide.....60%  
 Band 1½ to 2 in. Wide.....60%  
 Butcher, Pruning and Compass, 40%&5%  
 Circular.....50%&10%  
 Cross Cut.....35%&5%  
 Gang.....50%  
 Hand, Panel and Rip.....40%  
 Wood.....40%  
 Disston's:  
 Circular, Solid and Inserted Tooth, 50%  
 Band 3 in. to 14 in. Wide.....60%  
 Band 1½ in. to 2½ in.....70%  
 Cross Cuts.....45%  
 Narrow Cross Cuts.....55%  
 Mulay, Mill and Drag.....50%  
 Framed Wood Saws.....35%  
 Wood Saw Blades.....40%  
 Wood Saw Rods.....30%  
 Hand Saws, Nos. 12, 99, 9, 18, D100,  
 D8, 120, 76, 7, 8.....25%  
 Hand Saws, Nos. 7, 107, 107½, 8, 1,  
 0, 00, Combination.....30%

Compass, Keyhole, Pruning, Dove-  
 tail, &c.....25%  
 Butcher Saws and Blades.....35%  
 Haines' Needle Point.....40%  
 C. E. Jennings & Co.'s:  
 Butcher.....25%&10%  
 Hand Panel, Rip and other Saws.....25%&30%

**Peace:**

Cross Cuts.....45%&10%  
 Hand Panel and Rip.....25%&10%  
 Richardson:  
 Circular and Mill.....50%&50%&10%  
 X Cuts.....45%&10%  
 Hand Saws.....25%&10%  
 Star, Butcher.....25%  
 Woodrough & McParlin Cross Cuts.....45%&10%

**HACK SAWS AND FRAMES—**

Chatillon.....30%  
 Disston's:  
 Concave Blades.....25%  
 Keystone Flexible Back and Ma-  
 chine Blades.....30%  
 Hack Saw Frames.....30%  
 Griffin's:  
 Complete.....40%&45%  
 Saw Blades.....4%  
 Star, Saws and Blades.....25%

**Saw Filer—**

Disston's D3 Clamp and Guide, \$30.00  
 ½ doz.....25%

**Saw Frames—**

C. E. Jennings & Co.....30%  
 Richardson's Wood.....net

**Saw Sets—**

Atkins:  
 Criterion Saw Sets.....½ doz. \$4.00  
 Excelsior Saw Tools.....½ doz. 6.00  
 Bemis & Call Co.'s:  
 Cross Cut.....30%&5%  
 Hammer, New Pat.....45%  
 Plate.....30%  
 Spring Hammer.....30%&5%  
 Disston's Monarch, Nos. 1 & 10 and  
 Star.....35%  
 Hart's Pat. Lever.....30%  
 Kohler's:  
 "Giant Royal".....½ doz. \$2.00  
 "Royal".....½ doz. 6.00  
 Leach's.....35%  
 Morrill's:  
 No. 1, \$15.00; No. 10, \$15.50; No. 11,  
 \$16.00.....40%&30%  
 Cross Cuts Nos. 3 and 4, \$23.00; No.  
 5, \$31.00.....40%&30%  
 Richardson's.....25%  
 Seymour Smith & Son, Hammer  
 ½ doz.....\$4.75  
 Stillmans.....½ doz. 1.00  
 Tailors Positive.....\$18.00 ½ doz. 60%

**Scales—**

Chatillon's:  
 Eureka.....25%  
 Favorite.....40%  
 Grocers' Trip Scales.....50%  
 Family, Turnbull's.....30%&30%&10%  
 Hatch:  
 Counter, No. 171, ½ doz. \$17.00@18.00  
 Tea, No. 161.....½ doz. 5.75@ 6.00  
 Union Platform Plain.....2.00@ 2.10  
 Striped.....2.15@ 2.25

**Scale Beams—**

Chatillon's No. 1.....30%  
 Chatillon's No. 2.....30%

**Scrapers, &c.—**

Adjustable Box Scraper (S. R. & L.  
 Co.) \$6.00.....40%&10%  
 Box, 1 Handle.....½ doz. \$2.00  
 Box, 2 Handle.....½ doz. \$3.00@4.00  
 Foot.....55%&5%&60%&5%  
 Ship Common.....½ doz. \$2.40 net  
 Ship, R. I. Tool Co.....10%

**SEWALK—**

Kohler's, Steel No. 7.....½ doz. \$3.00

**Screens—**

**DOOR—**  
 Phillips:  
 ¾ in., Style E, Fancy Screen.....½ doz.  
 Doors.....\$10.00  
 ¾ in., Style G, Common Screen.....6 50  
 Doors.....8.00  
 ¾ in., Style K, Fancy Screen.....8.00  
 Doors.....8 50

**WINDOW—**

Porter Screen Mfg. Co.....60%&60%&5%  
 Phillips:  
 Bonanza Screens.....60%&60%&5%  
 Express.....60%&60%&5%  
 Flyer.....60%&60%&5%  
 Perfection Screens.....60%&60%&5%  
 Northwest.....60%&10%  
 Window Screen Frames.....60%&10%

<p><b>Screw Drivers—</b></p> <p>Brace Screw Drivers.....25&amp;10&amp;5%</p> <p>Buck Bros.....30%</p> <p>Screw-Driver Bits.....27½%</p> <p>Champion.....40%</p> <p>Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%</p> <p>Electric Spiral No. 01...½ doz. \$6.00 net</p> <p>Electric Spiral No. 02...½ doz. 5.00 net</p> <p>Ellrich's Socket and Ratchet.....40&amp;10%</p> <p>Fray's Hol. Hdle. Sets, No. 3...\$12.50 net</p> <p>Howard-Allard...A1 ½ doz., 8.00 net</p> <p>C. E. Jennings &amp; Co.....40&amp;10%</p> <p>Jennings &amp; Griffin.....66½%</p> <p>Jones Reversible Spiral No. 1, ½ doz. \$13.50 net; No. 2 ½ doz.....\$12.00</p> <p>Sargent &amp; Co.'s:</p> <p>No. 1 Forg. Blade.....50&amp;10@50&amp;10&amp;5%</p> <p>Nos. 20 and 40.....66½%</p> <p>Screw-Driver Bits (Snell's) ½ doz.....60c</p> <p>Stanley R. &amp; L. Co.'s:</p> <p>No. 64, Varnished Handles.....60&amp;10%</p> <p>No. 86.....70&amp;10%</p> <p>Snell's Nos. 5 and 10.....75%</p> <p>Tower &amp; Lyon:</p> <p>Champion.....40%</p> <p>Magazine.....25%</p> <p>Machinists'.....40%</p> <p>Balsley's Patent.....38½%</p> <p>Williamson's:</p> <p>Beauty, ½ doz.....\$1.00 40%</p> <p>Gem, ½ doz.....90c 40%</p> <p>C. T. Williamson Wire Novelty Co. 40%</p> <p><b>Screws—</b></p> <p><b>WOOD SCREWS—</b></p> <p>List, January 1, 1900.</p> <p>Brass, Flat Head.....85@87½%</p> <p>Brass, Round Head.....82½@85%</p> <p>Bronze, Flat Head.....75@80%</p> <p>Bronze, Round Head.....72½@77½%</p> <p>Drive Screws, Diamond Point. 87½@90%</p> <p>Iron, Bright Flat Head.....87½@90%</p> <p>Iron, Bright Round and Oval Head.....85@87½%</p> <p>Nickel Plated, Iron Flat Head.....75@80%</p> <p>Nickel Plated, Iron Round Head. 75@80%</p> <p><b>MACHINE—</b></p> <p>List, January 1, 1898.</p> <p>Brass, Flat Head.....50%</p> <p>Brass, Round Head.....50%</p> <p>Iron, Flat Head.....50%</p> <p>Iron, Round Head.....50%</p> <p><b>COACH, LAG AND HAND RAIL—</b></p> <p>G. P. Coach. List, Feb. 14, 1895.</p> <p>75&amp;10%</p> <p>Hand Rail.....60&amp;10%</p> <p>Lag Screws. List, January 30, 1895.</p> <p>Cone Point.....75&amp;15%</p> <p><b>BENCH, HAND, ETC.—</b></p> <p>Bench, Iron, ½ doz., 1 in., \$3.25.</p> <p>1½, \$3.50; 1¼, \$4.25</p> <p>Bench, Wood, Beech.....½ doz. 2.40</p> <p>Chair.....60&amp;10%</p> <p>Hand, Wood.....40%</p> <p>Jack Screws, Millers Falls, Roller Bearing.....50%</p> <p>Jack Screws, Millers Falls, without Roller Bearing.....50&amp;10%</p> <p>Jack Screws, P. S. &amp; W.....40&amp;40&amp;10%</p> <p>Jack Screws, Sargent's.....60%</p> <p>Piano Stool.....50&amp;10%</p> <p><b>Scroll Saws—</b></p> <p>Barnes' No. 1, \$8; No. 6, \$10; No. 7, \$15</p> <p>Barnes' Scroll Saw Blades.....25%</p> <p>Cricket.....10&amp;10%</p> <p>C. E. Jennings &amp; Co.....25%</p> <p>Lester, complete, \$10.00.....15&amp;10%</p> <p>Rogers, complete, \$4.00.....15&amp;10%</p> <p><b>Scythes, Grass—</b> ½ doz.</p> <p>Natural Finish.....\$7.50@7.75</p> <p>Polished Blade.....8.00@8.15</p> <p>Painted or Bronzed.....8.00</p> <p>Weed and Bush.....7.25@7.50</p> <p><b>Seeders—</b></p> <p>Raisin, Enterprise.....25@30%</p> <p><b>Shears—</b></p> <p>Acme (Cast).....40&amp;40&amp;5%</p> <p>Atina, Steel Japanned.....80&amp;30%</p> <p>Atina, Steel Nickleed.....70&amp;10%</p> <p>Barnard Lamp Trimmers.....net</p> <p>Carrier Cutlery Co.:</p> <p>N. P. Straight Trimmers.....66½%</p> <p>N. P. Bent Trimmers.....66½%</p> <p>Japanned Straight.....70&amp;10%</p> <p>Japanned Bent.....70&amp;10%</p> <p>Heinrich's:</p> <p>St. Trimmers, etc. 60&amp;10@60&amp;10&amp;10%</p> <p>Tailors' Shears.....40%</p> <p>Tinners' Snips.....40%</p> <p>Pruning. See Pruning Hooks &amp; Shears.</p> <p>Seymour's Standard List:</p> <p>Japanned.....70%</p> <p>Nickleed.....60%</p> <p>Standard Cutlery Co.:</p> <p>Japanned.....70&amp;10%</p> <p>Nickleed.....60&amp;10%</p> <p>Star Brand:</p> <p>Nickel Scissors.....60%</p> <p>Nickel Shears.....60%</p> <p>Japan Shears.....70%</p> <p>Tailors' Shears.....40&amp;10%</p> <p>Pruners.....70%</p> <p>Tinners' Snips.....40&amp;10%</p>	<p>Wm. Wilkinson &amp; Sons.....50%</p> <p><b>Sheaves—</b></p> <p><b>SLIDING DOOR—</b></p> <p>Corbin's list.....60&amp;10&amp;2%</p> <p>Hatfield's Pattern.....70&amp;10@80%</p> <p>M. W. Co., list July, 1888...50&amp;10@60&amp;5%</p> <p>Stowell's Anti-Friction.....50%</p> <p>Patent Roller.....60&amp;10@60&amp;10&amp;5%</p> <p>R. &amp; E., list August 15, 1895...60&amp;10@60&amp;10&amp;5%</p> <p>Russell's Anti-Friction, list December 18, 1895.....60&amp;2%</p> <p><b>SLIDING SHUTTER—</b></p> <p>Reading list.....60%</p> <p>R. &amp; E. Mfg. Co.'s.....60@60&amp;10%</p> <p>Sargent's list.....70%</p> <p><b>Shells—</b></p> <p>See Ammunition.</p> <p><b>Shot—</b></p> <p>See Ammunition.</p> <p><b>Shovels and Spades—</b></p> <p>Association prices to small trade.</p> <p>No. 2, Polished, Square or Round Point, D or L Handle:</p> <table> <tr> <td></td><td>A1,</td><td>B2,</td></tr> <tr> <td></td><td>1st Grade.</td><td>2d Grade</td></tr> <tr> <td>Plain Back.....</td><td>\$10.50</td><td>\$9.60</td></tr> <tr> <td>Strap Back.....</td><td>9.90</td><td>9.00</td></tr> <tr> <td>Cleveland Pattern. 10.30</td><td>9.80</td><td></td></tr> <tr> <td></td><td>C3,</td><td>D1,</td></tr> <tr> <td></td><td>3d Grade.</td><td>4th Grade</td></tr> <tr> <td>Plain Back.....</td><td>\$8.70</td><td>\$8.10</td></tr> <tr> <td>Strap Back.....</td><td>8.10</td><td>7.50</td></tr> <tr> <td>Cleveland Pattern. 8.40</td><td>7.80</td><td></td></tr> </table> <p>All other sizes, add 30c. doz.</p> <p>Black, deduct 30c. doz.</p> <p><b>Shovels and Tong—</b></p> <p>Brass Head.....60&amp;10@60&amp;10&amp;10%</p> <p>Iron Head.....60&amp;10@60&amp;10&amp;5%</p> <p><b>Shutter Bars—</b></p> <p>Ives'.....45%</p> <p><b>Shutter Bolts—</b></p> <p>See Bolts, Shutter.</p> <p><b>Sifters, Flour—</b></p> <p>Hunter's Genuine. ½ gross, \$10@11.50</p> <p><b>Skate Sharpeners—</b></p> <p>Eureka.....½ doz. \$1.75; ¾ gro. \$18.00</p> <p><b>Slaw and Kraut Cutters—</b></p> <p>Disston's:</p> <p>Slaw, Vegetable, Corn Grater, Turbul Shredder.....40%</p> <p>Kraut Cutters, 24x7, 26x8, 30x9.....55%</p> <p>Kraut Cutters, 38x12, 40x12.....40%</p> <p>Enterprise.....25@30%</p> <p>Enterprise Mfg. Co.....25%</p> <p>Tucker &amp; Dorsey:</p> <p>1 Knife.....½ gro. \$16.50@20.00</p> <p>2 Knives.....½ gro. 22.50@30.00</p> <p>Kraut Cutters.....50%</p> <p>Woodrough &amp; McParlin.....40%</p> <p><b>Sledges and Heavy Hammers—</b></p> <p>See Hammers.</p> <p><b>Slicers—</b></p> <p>Vegetable, Enterprise.....25%</p> <p><b>Smiths' Bellows—</b></p> <p>See Bellows.</p> <p><b>Snaps, Harness, &amp;c.—</b></p> <p>Anchor (T. &amp; S. Mfg. Co.).....55%</p> <p>Cockeyes.....66½%</p> <p>Fitch's:</p> <p>Bolt.....45%</p> <p>Bristol.....40&amp;10</p> <p>Champion.....50&amp;5%</p> <p>Clipper.....50&amp;10&amp;5%</p> <p>Empire.....50&amp;5%</p> <p>National.....50&amp;5%</p> <p>Security.....40%</p> <p>Victor.....60&amp;2%</p> <p>German, new list.....40%</p> <p>Sargent's:</p> <p>Patent Guarded.....66½%</p> <p>Covered Spring.....50@55%</p> <p>Covert Mfg. Co.:</p> <p>Breast Strap Buckle Snaps.....45%</p> <p>Breast Strap Protector.....45%</p> <p>Double for Bits or Trace Carrier.....45%</p> <p>Trojan Snaps.....45%</p> <p>High Grade Snaps.....45%</p> <p>Jockey Snaps.....40%</p> <p>Derby Snaps.....35%</p> <p>Rope Snaps.....40%</p>		A1,	B2,		1st Grade.	2d Grade	Plain Back.....	\$10.50	\$9.60	Strap Back.....	9.90	9.00	Cleveland Pattern. 10.30	9.80			C3,	D1,		3d Grade.	4th Grade	Plain Back.....	\$8.70	\$8.10	Strap Back.....	8.10	7.50	Cleveland Pattern. 8.40	7.80		<p>Scythe.....40@45%</p> <p><b>Soldering Irons—</b></p> <p>Covert Mfg. Co.....20%</p> <p><b>Spoke Shaves—</b></p> <p>Bailey's (Stanley R. &amp; L. Co.)...50&amp;10%</p> <p>Iron.....50&amp;10%</p> <p>Millers Falls.....15&amp;10%</p> <p>Seymour Smith &amp; Sons, Iron.....20%</p> <p>Wm. Johnson's:</p> <p>Wood, Best.....30%</p> <p>Wood, 2d quality.....33½%</p> <p><b>Spoons and Forks—</b></p> <p>Boardman's:</p> <p>Britannia Spoons, Catalogue "C" net, List</p> <p>Nickel Silver, Catalogue "C" net, List</p> <p><b>SILVER PLATED FLAT WARE—</b></p> <p>L. Boardman &amp; Son, Catalogue "C" net List</p> <p>"1847".....40&amp;10%</p> <p>"Anchor".....50&amp;10%</p> <p>"Eagle".....50&amp;10%</p> <p>"Star".....50&amp;10%</p> <p>Rogers, Smith &amp; Co.....50&amp;10%</p> <p>Rogers &amp; Hamilton.....50&amp;10%</p> <p>Holmes &amp; Edwards.....50&amp;10&amp;10%</p> <p>German Silver, unplated.....50%</p> <p><b>KNIVES AND FORKS NO. 12—</b></p> <p>½ doz. net.</p> <p>"1847".....\$3.50</p> <p>"Anchor".....3.25</p> <p>"Eagle".....3.25</p> <p>"Star".....3.25</p> <p>Rogers, Smith &amp; Co.....3.25</p> <p>Rogers &amp; Hamilton.....3.25</p> <p>Holmes &amp; Edwards.....3.00</p> <p><b>Springs—</b></p> <p>See Door Springs.</p> <p><b>Spring Balances—</b></p> <p>See Balances.</p> <p><b>Spring Hinges—</b></p> <p>See Hinges.</p> <p><b>Squares—</b></p> <p>Disston's Try Square and T Bevels, 60&amp;10%</p> <p>Starrett's Micrometer Caliper Squares, 25%</p> <p>Try Square and T Bevel.....60&amp;10</p> <p>@60&amp;10&amp;10%</p> <p>Winterbottom's Try and Mitre.....40&amp;10%</p> <p>Nickel-Plated. New List Jan. 5, 1900.....65&amp;10@70%</p> <p>Steel and Iron.....65&amp;10@70%</p> <p><b>Staples—</b></p> <p>Barbed Blind—½, ¾, and ¾ inch, ½ lb.....8½c@9c.</p> <p><b>FENCE—</b></p> <p>Same price as Barb Wire. See Trade Report.</p> <p><b>Stay Rollers—</b></p> <p>Cronk's, No. 50.....66½%</p> <p>" Nos. 55 and 56.....70&amp;10%</p> <p>" No. 60.....60%</p> <p>" No. 65.....60&amp;10%</p> <p><b>Steels—</b></p> <p>Chatillon's.....30%</p> <p><b>Stocks and Dies.</b></p> <p><b>BICYCLE—</b></p> <p>Holroyd &amp; Co.....35%</p> <p><b>BLACKSMITHS—</b></p> <p>Butterfield's.....35@40%</p> <p>Gardner.....38½@10%</p> <p>Holroyd &amp; Co.....40@50%</p> <p>Lightning Screw Plate.....25%</p> <p>Reece's New Screw Plates.....25@30%</p> <p><b>PIPE MAKERS—</b></p> <p>Holroyd &amp; Co.....75&amp;10@80%</p> <p><b>Stones—</b></p> <p>See Oilstones.</p> <p><b>Stops—</b></p> <p>See Bench Stops.</p> <p><b>Store Door Handles—</b></p> <p>See Handles.</p>	<p>See Bolts.</p> <p><b>Stove Polish—</b></p> <p>See Polish, Stove.</p> <p><b>Sweepers—</b></p> <p>See Carpet Sweepers.</p> <p><b>Tackle Blocks—</b></p> <p>See Blocks.</p> <p><b>Tacks, Brads, &amp;c.</b></p> <p>List Jan. 15, 1899.</p> <p>American Cut Tacks.....90&amp;25%</p> <p>S. S. Cut Tacks.....90&amp;30%</p> <p>Carpet Tacks:</p> <p>American, Blued.....90&amp;10&amp;10&amp;10%</p> <p>American, Tinned.....90&amp;10&amp;10&amp;10%</p> <p>Swedes Iron Tacks:</p> <p>S. S.....90&amp;10&amp;10%</p> <p>Bill Posters' and Railroad Tacks:</p> <p>S. S.....90&amp;40%</p> <p>Common and Patent Brads.....70&amp;10%</p> <p>Finishing Nails.....70&amp;10%</p> <p>Gimp Tacks:</p> <p>S. S.....90&amp;40%</p> <p>Hungarian Nails, Steel.....80&amp;15%</p> <p>Lace Tacks:</p> <p>S. S.....90&amp;40%</p> <p>Looking Glass Tacks.....70&amp;10%</p> <p>Trimmers' Tacks:</p> <p>S. S.....90&amp;30%</p> <p>Trunk and Clout Nails:</p> <p>Steel, Black.....80&amp;5%</p> <p>Steel, Tinned.....80&amp;5%</p> <p>Upholsterers' Tacks:</p> <p>S. S.....90&amp;40%</p> <p><b>MISCELLANEOUS—</b></p> <p>Double Point, in dozens, 90&amp;10&amp;10&amp;10&amp;10%</p> <p>Double Point, in bulk.....80%</p> <p>Matting.....80%</p> <p>Shade, in dozens.....90&amp;10&amp;10%</p> <p>Shade, in bulk.....80%</p> <p><b>Tack Pullers -</b></p> <p>Columbia, No. 1, ½ doz., net.....\$1.00</p> <p>Columbia, No. 2, ½ doz., net.....1.50</p> <p>Little Jack.....½ doz.....1.00</p> <p><b>Tapes, Measuring—</b></p> <p>American Asses' Skin.....40&amp;10@50%</p> <p>Leather Case.....25@25&amp;10%</p> <p>Steel.....33½@40%</p> <p>Chestermans.....25@25&amp;5%</p> <p>Keuffel &amp; Esser Co., New List, 1898: Steel and Metallic.....95%</p> <p>Lufkin's Steel and Metallic.....80@33½%</p> <p><b>Tap Borers—</b></p> <p>See Borers, Tap.</p> <p><b>Taps—</b></p> <p>American Screw Co.: Machine Screw.....70%</p> <p>Holroyd &amp; Co.'s:</p> <p>Blacksmiths.....60@65&amp;5%</p> <p>Machine Screw.....70&amp;10@75%</p> <p>Machinists' Hand.....60@60&amp;10&amp;10%</p> <p>Pipe, ½ to 1¼.....80@80&amp;10%</p> <p>Pipe, 2 to 4.....70@70&amp;10%</p> <p><b>Thumb Latches—</b></p> <p>See Handles.</p> <p><b>Tinware—</b></p> <p>Stamped, Japanned and Pieced, Net Prices.</p> <p><b>Tire Bolts—</b></p> <p>See Bolts.</p> <p><b>Tobacco Cutters -</b></p> <p>National Specialty Co.....40%</p> <p>Enterprise Mfg. Co.....25@30%</p> <p><b>Toilet Clippers—</b></p> <p>See Clippers.</p> <p><b>Trammel Points—</b></p> <p>Bachus and Union.....40%</p> <p>C. E. Jennings &amp; Co., "Eureka".....25%</p> <p>Cook's.....25%</p> <p>Sargent's.....40&amp;10%</p> <p>Stanley's.....80&amp;10%</p> <p>Tower &amp; Lyon.....83½%</p> <p>Prentiss'.....80@25%</p> <p><b>Tracks, &amp;c.—</b></p> <p>F. E. Myers &amp; Bro.:</p> <p>Comb. Car, Double Steel T.....\$3.50</p> <p>Comb. Car, Wood Track.....8.25</p> <p>Common 6 in. Wood Sheave Pulley, Fig. 438.....½ doz. 1.75</p> <p>D. H. Fork Steel Regular.....each, .85</p> <p>Double Grapple Fork.....each, 8.50</p> <p>Double Rail Steel Track, complete with clamps.....ft. 1.10</p> <p>Faultless Steel Frame K. P. Pulley, Fig. 435.....doz. 2.15</p> <p>Faultless Steel Frame 6 in. Plain Pulley, Fig. 435.....½ doz. 1.90</p> <p>Floor Hooks ¾ in.....doz. .70</p>
	A1,	B2,																															
	1st Grade.	2d Grade																															
Plain Back.....	\$10.50	\$9.60																															
Strap Back.....	9.90	9.00																															
Cleveland Pattern. 10.30	9.80																																
	C3,	D1,																															
	3d Grade.	4th Grade																															
Plain Back.....	\$8.70	\$8.10																															
Strap Back.....	8.10	7.50																															
Cleveland Pattern. 8.40	7.80																																



Floor Pulley, Wood Sheave, Fig. 486. . . . . 2 doz. 2.25  
 Hanging Hooks for Double Steel Track. . . . . 2 doz. .65  
 Hanging Hooks for Single Steel Track. . . . . 2 doz. .65  
 Hanging Hooks for Wood Track. 10 in. . . . . 2 doz. .55  
 Hanging Hooks for Wood Track. 14 in. . . . . 2 doz. .65  
 Malleable Frame K. P. Pulleys, Fig. 676. . . . . 2 doz. 2.40  
 Malleable Rafter Brackets, 2 doz. .40  
 Nellis Fork. . . . . each. 1.60  
 New Myers Iron Rod Car. . . . . 3.25  
 Reed Wood Frame Pulley with Hook, Fig. 484. . . . . 2 doz. 2.00  
 Rev. Car., Double Steel Track. . . . . 3.50  
 Rev. Car., Wood Track. . . . . 3.25  
 Rope Hitch. . . . . 2 doz. 1.75  
 Single Rail Car, Single Steel T. . . . . 3.50  
 Single Rail Steel Track with clamps. . . . . 2 doz. .00  
 Sprout's Shear Fork, each. . . . . \$1.60  
 Steel Frame Pulley with Iron Sheave, Fig. 565, 2 doz. . . . . 1.85  
 Sure Grip Sling Car, Steel or Wood Track. . . . . 6.00  
 Walker Fork, each. . . . . 1.25  
 Wrought Rafter Brackets, 2 doz. . . . . .40

#### Transom Lifters—

Ajax. . . . . 50&10&50&10&5  
 Bronze Metal, with Safety Spring. . . . . 50&50&10  
 Crescent. . . . . 70&70&10  
 Dickson's. . . . . 60  
 Nickel Plated. . . . . 50&10  
 Payson's Solid Grip, Nos. 308 and 304, 2 doz. . . . . \$12.00  
 Shaw's: Copper Finished. . . . . 80&10  
 Lever. . . . . 70&70&10

#### Traps—

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##### GAME—

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 Victor. . . . . 75

##### MOUSE AND R

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 New Rat. . . . . 50  
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 Mouse, Delusion. . . . . 40c  
 Mouse, Ideal, 2 gro. . . . . \$9.00  
 Mouse, Round Wire, 2 doz. \$1.00, 10c  
 Mouse, Wood, Choker, 2 doz. holes, 9@10c  
 Marty French Rat and Mouse Traps (Genuine): No. 1, Rat, each \$1.13, 2 doz. \$12.00  
 No. 3, Rat, 2 doz., \$6.00; case of 50. . . . . 5.25  
 No. 3 1/2, Rat, 2 doz., \$4.75; case of 72. . . . . 4.25  
 No. 4, Mouse, 2 doz., \$3.50; case of 72. . . . . 2.75  
 No. 5, Mouse, 2 doz., \$2.75; case of 150. . . . . 2.25  
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 Mouse, No. 3. . . . . 9.00  
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 Yankee Rat Trap. . . . . 11.00

#### Trowels—

Brade's Brick. . . . . 30%  
 Diston's: Brick and Pointing. . . . . 30%  
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 C. E. Jennings & Co.: Brick. . . . . 30%  
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 Pointing. . . . . 30%  
 W. & McP. Plastering. . . . . 25%  
 Peace's Plastering. . . . . 25&25&5  
 "Rose" Brick, Plastering and Moulders. . . . . 25&5

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 Ball Clamp. . . . . 45%  
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 Phenix. . . . . 33 1/2%  
 Prentiss. . . . . 20&25%  
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 Stephens. . . . . 35&33 1/2%  
 Trenton. . . . . 40&40&5  
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 Out of Town on Spot. . . . . 2 gal. 83c  
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 Extra, No. 1. . . . . 47c@49c  
 No. 1. . . . . 41c@43c

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Barytes, Foreign Floated, 2 ton, \$30.00@31.00  
 Barytes, American Floated, 2 ton, \$19.00@20.00  
 Barytes, Crude. . . . . 2 ton 9.00@ 10.00  
 White Lead, American, Dry, in bbls. 2 doz. 6c@14c  
 White Lead, American, in Oil, in lots of less than 500 lbs. . . . . 2 doz. net 7c  
 In lots of 500 lbs. and over. . . . . 2 doz. 6 1/2c  
 White Lead, Foreign, in Oil. 2 doz. 8c@9 1/2c  
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#### Putty—

In bulk. . . . . \$1.90  
 In bladders. . . . . 2.40  
 In cans, 50 lb. . . . . 2.00  
 In cans, 35 lb. . . . . 2.25  
 In cans, 12 1/2 lb. . . . . 2.50

#### Wire Rope—

New List July 1, 1899. . . . .  
 Cast Steel. . . . . 30%  
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#### Wire Rope Clips—

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 Patent Combination Bright. . . . . 40%  
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 Protection. . . . . 40%  
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 Hercules. . . . . 70%  
 J. H. Williams & Co. . . . . 25%

#### Spirits Turpentine—

In regular bbls. . . . . 40 c  
 In machine bbls. . . . . 41 c

#### Dry Colors—

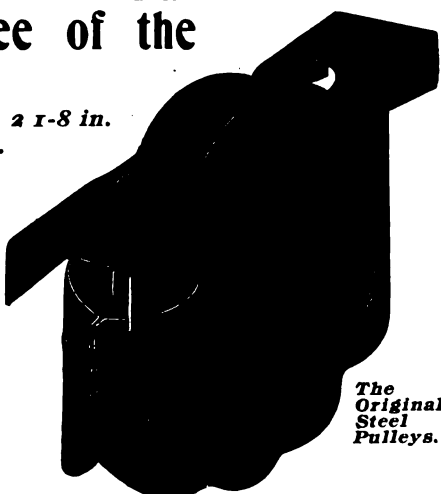
Blue, Chinese. . . . . 35 @40 c  
 Blue, Prussian. . . . . 33 @38 c  
 Blue, Ultramarine. . . . . 6 @30 c  
 Sienna, Italian, burnt & powdered. . . . . 4 1/2@10 c  
 Sienna, Italian, raw & powdered. . . . . 8 @ 7 c  
 Umber, Turkey, burnt. . . . . 3 1/2@ 3 1/2 c  
 Umber, Turkey, raw. . . . . 3 1/2@ 3 1/2 c  
 Green, Chrome, Ordinary. . . . . 5 @ 7 c  
 Green, Paris, in bulk. . . . . 15 @16 c  
 Indian Red, American. . . . . 2 1/2@ 3 c  
 Indian Red, English. . . . . 4 1/2@ 8 1/2 c

#### Colors in Oil—

Black Lampblack, best. . . . . 13 @15 c  
 Black Lampblack, com. on. . . . . 8 @10 c  
 Blue, Chinese. . . . . 35 @35 c  
 Blue, Prussian. . . . . 32 @35 c  
 Blue, Ultramarine. . . . . 14 @18 c  
 Sienna, burnt. . . . . 11 @13 c  
 Sienna, raw. . . . . 11 @13 c  
 Umber, burnt. . . . . 11 @13 c  
 Umber, raw. . . . . 11 @13 c  
 Brown, Vandyke. . . . . 11 @13 c

Three of the

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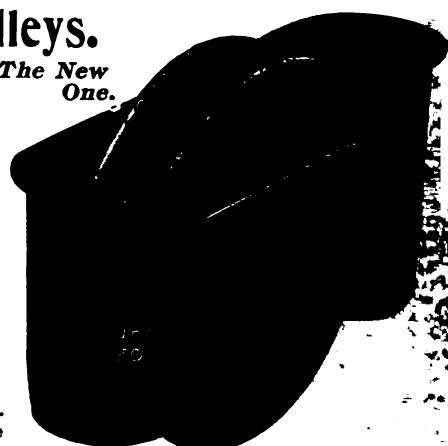
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C. E. Jennings & Co., New York.  
Keuffel & Esser Co., New York.  
Sargent & Co., New York.

**Drawing Knives.**

Tower & Lyon, New York.

**Drills, Bench.**

Geo. Burnham Co., Worcester, Mass.  
Chandler & Farquhar, Boston, Mass.  
Silver Mfg. Co., Salem, Ohio.  
(See Twist Drills.)

**Drills, Hand.**

Duff Machine Co., Lowell, Mass.

**Drilling Attachments.**

Silver Mfg. Co., Salem, Ohio.

**Drills, Blacksmiths', Etc.**

Sargent & Co., New York.  
Silver Mfg. Co., Salem, Ohio.

**Drill Presses.**

Silver Mfg. Co., Salem, Ohio.

**Dripping Pans.**

Fillgrove Bros. & Co., Ironton, Ohio.

**Dumb Waiters.**

Kimball Bros., Council Bluffs, Iowa.

**Duplicators.**

Felix F. Daus Duplicator Co., New York.

**Electric Bells and Supplies.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Elevator Enclosures and Cars.**

J. E. Bolles Iron and Wire Works, Detroit, Mich.

**Elevators.**

Kimball Bros., Council Bluffs, Iowa.

**Emery and Garnet Paper.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Engravers.**

Standard Engraving Co., New York.

**Ensilage Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Envelope and Stamp Lubricators.**

Pelonze Scale & Mfg. Co., Chicago.

**Escutcheons and Push Plates.**

Brass Goods Mfg. Co., Brooklyn, N. Y.  
Sargent & Co., New York.

**Expansion Bolts.**

D. C. Seaman & Co., Philadelphia.

**Export Agents.**

John H. Graham & Co., New York.

**Eyelets and Eyelet Sets.**

Eyelet Tool Co., Boston, Mass.

**Farming Tools.**

Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Faucets, Metal.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Faucets, Wood.**

John Sommer's Son, Newark, N. J.

**Fence Machines.**

Torment Pump & Fence Co., Cleveland, O.

**Fences, Wire and Iron.**

W. J. Adam, Joliet, Ill.  
J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland Ohio.

**Field Hoes.**

Geneva Tool Co., Geneva, O.

**Files.**

G. & H. Barnett Co., Philadelphia.  
Alfred Field & Co., New York.  
Hayes File Co., Detroit, Mich.  
Nicholson File Co., Providence, R. I.

**Filters.**

A. L. Baron Mfg. Co., New York.  
Champion Safety Lock Co., Cleveland, O.  
Globe Filter Co., New York.

**Fire Arms.**

Alfred Field & Co., New York.  
Harrington & Richardson Arms Co., Worcester, Mass.  
Remington Arms Co., New York.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Flat Ware.**

See Plated Ware.

**Floor Plates.**

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Flower Pot Stands.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Flue Stopper.**

Stuber & Kuck, Peoria, Ill.

**Fly Killers.**

J. F. Bigelow, Worcester, Mass.

**Fodder Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Food Choppers.**

Enterprise Mfg. Co. of Pa., Phila., Pa.  
Sargent & Co., New York, and New Haven, Conn.

**Forgings, Carriage.**

Columbus Bolt Works, Columbus, O.

**Foundry Riddles.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Frame Pulleys.**

Fox Machine Co., Grand Rapids, Mich.  
Sargent & Co., New York.

**Fruit Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Furnace Shovels.**

Geneva Tool Co., Geneva, O.

**Galvanizing, Electro.**

U. S. Electro-Galvanizing Co., New York.

**Garden Hoes.**

Geneva Tool Co., Geneva, O.

**Garden Tools.**

Alfred Field & Co., New York.  
Geneva Tool Co., Geneva, O.  
Underhill, Clinch & Co., New York.

**Gasoline Cans.**

J. H. Eller & Co., Canton, O.

**Gasoline Lamps.**

Argand Vapor Lamp Co., Detroit, Mich.  
Chicago Solar Light Co., Chicago, Ill.  
H. Merkel, St. Louis, Mo.

**Gas Pliers.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Gauges, Butt.**

Stanley Rule and Level Co., New York.

**Glass Cutters.**

John Byrnes, New York.  
Smith & Hemenway Co., New York.

**Glue.**

Allerton-Clarke Co., New York.  
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.  
N. Y. Cabinet Glue Works, New York.  
Tower & Lyon, New York.

**Graphite.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Grass Hooks.**

Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.

**Grindstones.**

Cleveland Stone Co., Cleveland.

**Gummers, Saw.**

E. C. Atkins & Co., Indianapolis, Ind.

**Gunpowder.**

Tower & Lyon, New York.

**Gun Implements.**

Remington Arms Co., New York.  
Union Hardware Co., Torrington, Conn.

**Hair Felting.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Halter Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Halters, Web and Rope.**

Covert Mfg. Co., West Troy, N. Y.

**Hammers.**

John H. Graham & Co., New York.  
Magazine Hammer Co., Utica, N. Y.  
Arthur R. Robertson, Boston, Mass.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Stanley Rule and Level Co., New York.  
The Scranton & Co., New Haven, Conn.

**Handles, Tool.**

Berger Bros. Co., Philadelphia.  
Geneva Tool Co., Geneva, O.  
N. Y. Mallet & Handle Works, New York, N. Y.

**Hangers, Coat and Hat.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.

**Hangers, Pipe.**

Berger Bros. Co., Philadelphia.

**Hangers, Barn Door.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Hangers, Joist and Wall.**

National Iron & Wire Co., Cleveland, Ohio.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Hangers, Parlor Door.**

John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Sargent & Co., New York.

**Hardware Mfrs' Agents, Etc.**

John H. Graham & Co., New York.  
Robert Murray, New York.  
Underhill, Clinch & Co., New York.

**Hardware Specialties.**

Clark & Cowles, Plainville, Conn.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Robert Murray, New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.

**Harness Dressing.**

Frank Miller Co., New York, N. Y.

**Harness Snaps.**

Covert Mfg. Co., West Troy, N. Y.  
W. & E. T. Fitch Co., New Haven, Conn.  
Sargent & Co., New York.

**Hasps and Staples.**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools.**

F. R. Myers & Bro., Ashland, Ohio.

**Hay Forks.**

Ashtabula Tool Co., Ashtabula, O.  
Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.  
Willoughby Fork & Mfg. Co., Willoughby, O.



**Hay Knives.**

Iwan Bros., Streator, Ill.

**Heaters, Gas.**

Lawrence Stove Mfg. Co., Buffalo, N. Y.

**Heaters, Oil.**

Plume &amp; Atwood Mfg. Co., New York, Boston and Chicago.

**Hinges.**Clark Mfg. Co., Buffalo, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.**Hinges, Shutters.**

Clark Mfg. Co., Buffalo, N. Y.

**Hinges, Spring.**Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.**Hinges, Trunk, Box and Door.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Holisting Machinery.**Burr Mfg. Co., Cleveland, Ohio.  
Kimball Bros., Council Bluffs, Ia.**Hones, Razor.**Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.**Hooks.**Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.**Horse and Cattle Ties.**

Covert Mfg. Co., West Troy, N. Y.

**Horse Nails.**Ausable Horse Nail Co., New York.  
Capwell Horse Nail Co., Hartford, Conn.**Horse Rasps.**G. & H. Barnett Co., Phila. Pa.  
Nicholson File Co., Providence, R. I.**Hose, Fire, Linen.**

Rosendale-Reddaway B. &amp; H. Co., Newark, N. J.

**Hose Menders.**

John H. Graham &amp; Co., New York.

**Hose Pipe.**

F. E. Myers &amp; Bro., Ashland, Ohio.

**Hose, Rubber.**

F. E. Myers &amp; Bro., Ashland, Ohio.

**Hot Plates.**

Lawrence Stove Mfg. Co., Buffalo, N. Y.

**Ice Balances.**John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.**Ice Cream Freezers.**John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.**Ice Chisels.**John Chatillon & Sons, New York.  
Iowa Farming Tool Co., Ft. Madison, Iowa.**Ice Creepers.**Edwin B. Stimpson & Son, New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.**Ice Picks.**John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
C. E. Jennings & Co., New York.**Ice Tools.**John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.**Iron, Sheet.**

Bruce &amp; Cook, New York.

**Iron Fences.**Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Iron Work.**J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Jack Chains.**

Smith &amp; Egge Mfg. Co., Bridgeport, Conn.

**Ladders.**Berger Bros. Co., Philadelphia.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Miller Ladder Co., Chicago, Ill.  
F. E. Myers & Bro., Ashland, Ohio.**Lamps, Bicycle.**John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.**Lanterns.**

R. E. Dietz Co., New York.

**Lard Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Lawn Fences.**W. J. Adam, Joliet, Ill.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Lawn Mowers.**Enterprise Mfg. Co. of Pa., Philadelphia.  
Underhill, Clinch & Co., New York.**Lawn Rakes.**Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.**Lawn Sprinklers.**

Smith &amp; Hemenway Co., New York.

**Lawn Tools.**

Geneva Tool Co., Geneva, O.

**Lead.**Bruce & Cook, New York.  
Colwell Lead Co., New York.**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Lead Pipe.**

Colwell Lead Co., New York.

**Lemon Squeezers.**Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.**Levels.**Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.**Locks and Knobs.**Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Sargent & Co., New York and New Haven, Conn.**Lubricants.**

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Magazine Tack Hammers.**

Magazine Hammer Co., Utica, N. Y.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.**Manicure Files.**

Emil Forquignon Mfg. Co., New York.

**Manure Forks.**

Geneva Tool Co., Geneva, O.

**Manure Hooks.**

Geneva Tool Co., Geneva, O.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Measuring Tapes.**Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.**Meat Choppers.**John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Meat Cutters.**Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.**Metallic Paint.**L. D. Berger, Philadelphia.  
Bruce & Cook, New York.**Mills, Coffee and Spice.**John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Mitre Boxes.**C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.**Motor Cycles.**

Patee Bicycle Co., Indianapolis, Ind.

**Mowing Machine Oilers.**

Wilmot &amp; Hobbs Mfg. Co., Bridgeport, Conn.

**Nails.**Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.**Nail Pullers.**Bridgeport Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.**Nail Sets.**John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.**Needles.**

Alfred Field &amp; Co., New York.

**Nippers.**Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.**Nuts.**Atlas Bolt and Screw Co., Cleveland, Ohio.  
Columbus Bolt Works, Columbus, O.**Office Railings.**J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Gilbert & Bennett Mfg. Co., New York and Chicago.**Oilers.**Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.**Oil Cans.**

J. H. Eller &amp; Co., Canton, O.

**Oil Heaters.**

Plume &amp; Atwood Mfg. Co., New York, Boston and Chicago.

**Ornamental Iron Work.**Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Padlocks.**Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.**Paints.**L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Sherwin-Williams Co., Cleveland, O.  
Standard Paint Co., New York.**Pans, Dripping.**

Fillgrove Bros. &amp; Co., Ironton, O.

**Paper Clips.**

Cushman &amp; Denison, New York.

**Patents.**

Davis &amp; Davis, New York.

**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Pig Lead.**Colwell Lead Co., New York.  
Swarts Metal Refining Co., Chicago.**Pipe Cutters.**Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.**Pipe Straps.**Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.**Pistols.**

J. Stevens Arms &amp; Tool Co., Chicopee Falls, Mass.

**Planes.**C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.**Plated Ware.**M. S. Benedict Mfg. Co., E. Syracuse N. Y.  
Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.**Plates, Machinery.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Pliers, Folding.**Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.**Plumbers' Supplies.**L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.**Pocket Cutlery.**John Chatillon & Sons, New York.  
Alfred Field & Co., New York.  
Jackson Knife & Shear Co., Fremont, O.**Police Equipments.**

Tower &amp; Lyon, New York.

**Polish, Stove.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Post Hole Augers.**

Iwan Bros., Streator, Ill.

**Post Hole Diggers.**

John H. Graham & Co., New York.  
Iwan Bros., Streator, Ill.

**Potato Hooks.**

Geneva Tool Co., Geneva, O.

**Poultry Netting.**

Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.

**Power Hammers.**

The Scranton & Co., New Haven, Conn.

**Price Books.**

Hardware Publishing Co., New York.

**Pruning Shears.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Pulleys, Hoisting.**

Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.

**Pumps.**

John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.  
Torrent Pump & Fence Co., Cleveland, O.

**Punches, Spring.**

Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Railings, Wire and Iron.**

J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.

**Railroad Brasses.**

Magnolia Metal Co., New York.

**Rail, Barn Door.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railway and Mill Supplies.**

American Railway Supply Co., New York.  
R. Woodman Mfg. & Supply Co., Boston.

**Raisin Seeders.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Rakes.**

Ashtabula Tool Co., Ashtabula, O.  
Geneva Tool Co., Geneva, O.  
John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.

**Razors.**

Alfred Field & Co., New York.  
Gem Cutlery Co., New York.  
Jackson Knife & Shear Co., Fremont, O.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.

**Razor Straps.**

Smith & Hemenway Co., New York.

**Reamers.**

C. E. Jennings & Co., New York.

**Reels, Wood.**

John Sommer's Son, Newark, N. J.

**Registers, Warm Air.**

Berger Bros. Co., Philadelphia.

**Revolution Counter.**

Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Revolving Horse Hay Rakes.**

Geneva Tool Co., Geneva, O.

**Rifles.**

Rapid Rifle Co., Grand Rapids, Mich.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Rivets.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.

**Rivet Sets.**

Eyelet Tool Co., Boston, Mass.

**Roller Skates.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.

**Roof Bolts.**

Columbus Bolt Works, Columbus, O.

**Roof Rods.**

Columbus Bolt Works, Columbus, O.

**Roofing Cement.**

J. L. Perkins & Co., Chicago, Ill.

**Roofing Paint.**

J. L. Perkins & Co., Chicago, Ill.

**Roofing Plates.**

Merchant & Co., Inc., Philadelphia, Pa.

**Roofing and Roofers' Supplies.**

American Steel Roofing Co., Middletown, Ohio.  
L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Merchant & Co., Inc., Philadelphia, Pa.

**Rubber Pump Buckets.**

Torrent Pump & Fence Co., Cleveland, O.

**Ruberoid Roofing.**

Standard Paint Co., New York.

**Rules.**

Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.

**Sad Iron Handles.**

J. A. Cochrane, Cleveland, O.

**Sad Irons.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Sand and Emery Paper.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Sand Screens.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Sash Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Sash Cord.**

Samson Cordage Works, Boston.  
Tower & Lyon, New York.

**Sash Fixtures.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Locks.**

Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.

**Sash Pulleys.**

Fox Machine Co., Grand Rapids, Mich.  
Sargent & Co., New York.

**Sausage Stuffers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Sargent & Co., New York.

**Saws.**

E. C. Atkins & Co., Indianapolis, Ind.  
Henry Disston & Sons, Philadelphia, Pa.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.

**Saws, Butchers'.**

John Chatillon & Sons, New York.

**Saw Sets.**

E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.

**Saw Tools.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Scales.**

John Chatillon & Sons, New York.  
Osgood Scale Co., Binghamton, N. Y.  
Pelouze Scale & Mfg. Co., Chicago.

**Scoops.**

Underhill, Clinch & Co., New York.

**Screens, Wire.**

Underhill, Clinch & Co., New York.

**Screws.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Screw Cases.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Screw Drivers.**

Bridgeport Mfg. Co., Bridgeport, Conn.  
John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.

**Screw Plates.**

Alfred Field & Co., New York.

**Scythes and Grass Hooks.**

Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.

**Scythe Snaths, Grass and Bush.**

Geneva Tool Co., Geneva, O.

**Scythe Stones.**

Cleveland Stone Co., Cleveland, O.  
Geneva Tool Co., Geneva, O.

**Seal Presses.**

Charles Morrill, New York.

**Seals.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Sectional Shelving.**

J. D. Warren Mfg. Co., Chicago.

**Sewing Machines.**

New Domestic Sewing Machine Co., New York.

**Shade Lines.**

Samson Cordage Works, Boston.

**Sharpening Machines.**

John Chatillon & Sons, New York.

**Shears and Scissors.**

Bridgeport Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
R. Heinsch's Sons Co., Newark, N. J.  
Jackson Knife and Shear Co., Fremont, O.  
Joseph Rodgers & Sons, New York.

**Sheet Lead.**

Colwell Lead Co., New York.

**Sheet Steel.**

Dunbar Bros., Bristol, Conn.

**Shelf Brackets.**

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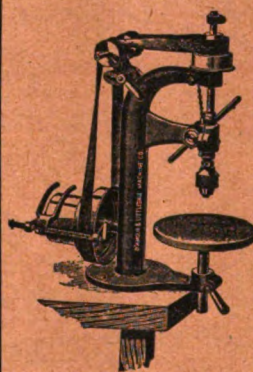
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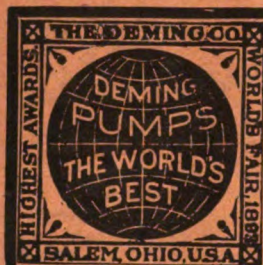
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EXCLUSIVELY.

A Review of the American Hardware Market.

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VOL. XXIII No. 9

New York, August 10, 1901.

\$1 00 A YEAR

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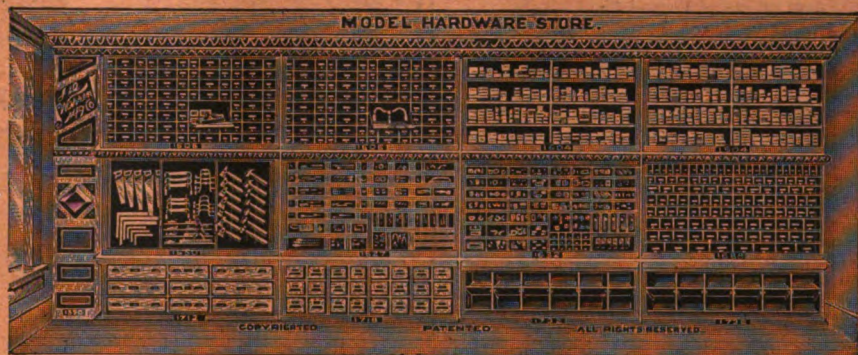
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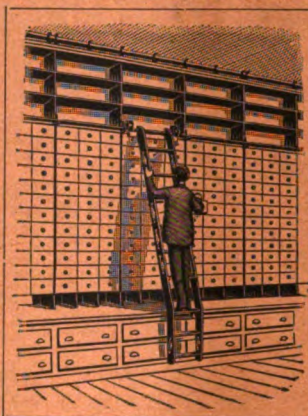
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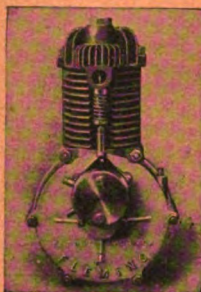
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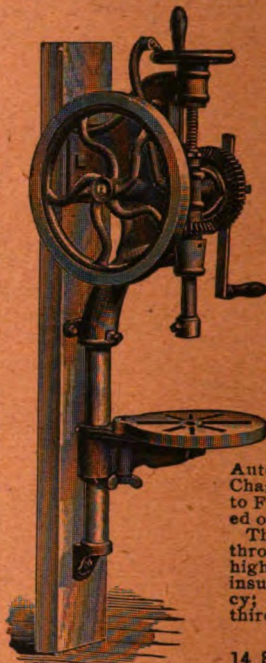
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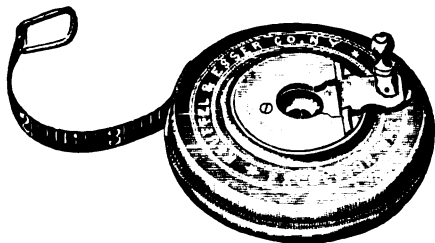


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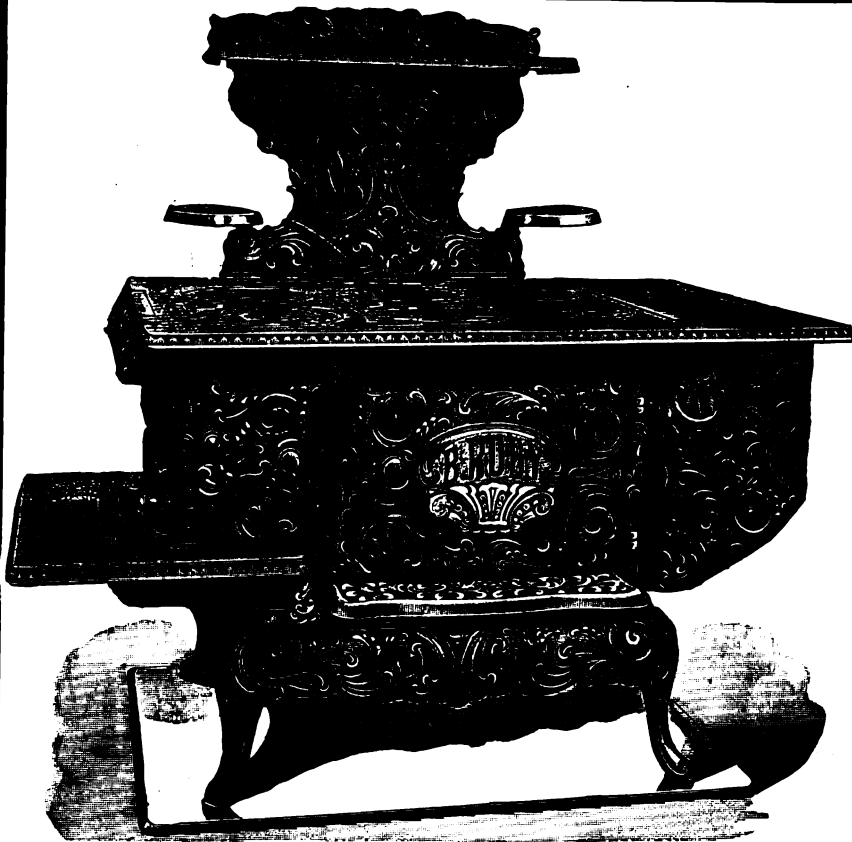
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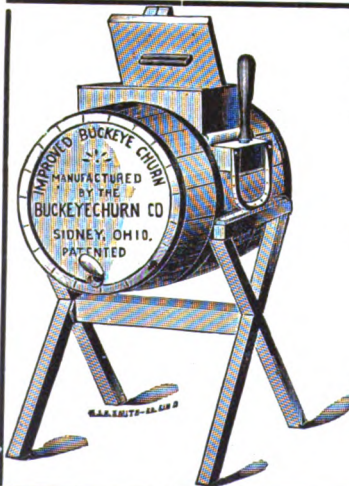
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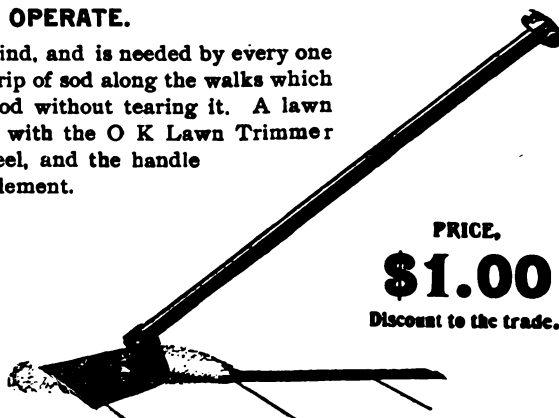
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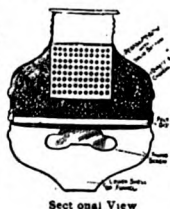
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Sectional View

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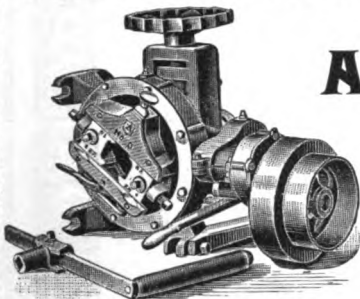
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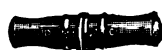
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Put up in self-sealing cans  
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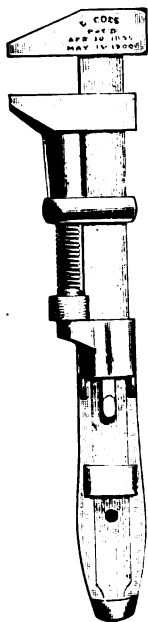
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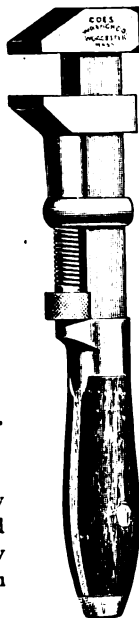
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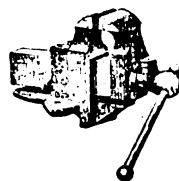
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STEEL (OIL TEMPERED) SPRINGS  
ALL KINDS OF SMALL SPRINGS  
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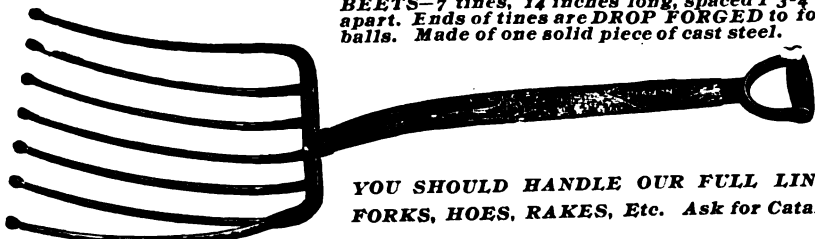


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BEETS—7 tines, 14 inches long, spaced 1 3-4 inches  
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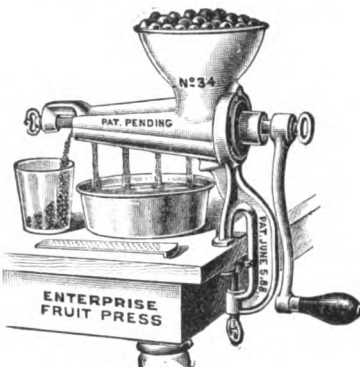


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Extracts the Juice and Ejects the Skins and  
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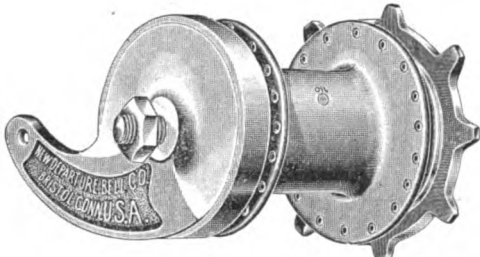
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**The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.**

N. Y. Branch, 10 Warren St.      San Francisco Branch, 105 Front St.

:: THE PARLOR CAR OF CYCLING ::

## The New Departure Coaster Brake

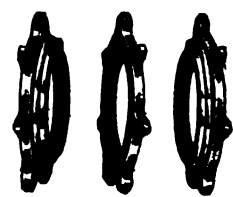


FIRST CONCEIVED,  
FIRST INVENTED,  
FIRST MANUFACTURED,  
.. and ..  
First in Standard of Excellence and Superiority.

THE HOME OF THE COASTER BRAKE.

**The  
Pioneer  
Coaster**





1 1/4 in.    1 1/2 in.    1 3/4 in.

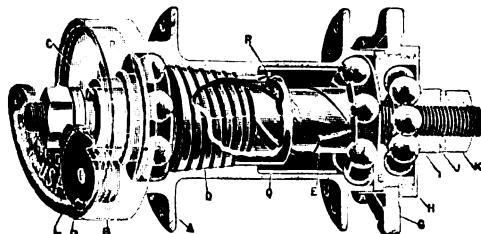
Any chain link from 1 1/4 in. to 1 3/4 in.  
Any pitch sprocket from 1/4 in. to 1 in.  
Any size sprocket from 7 to 12 tooth.

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113 Chambers St.,  
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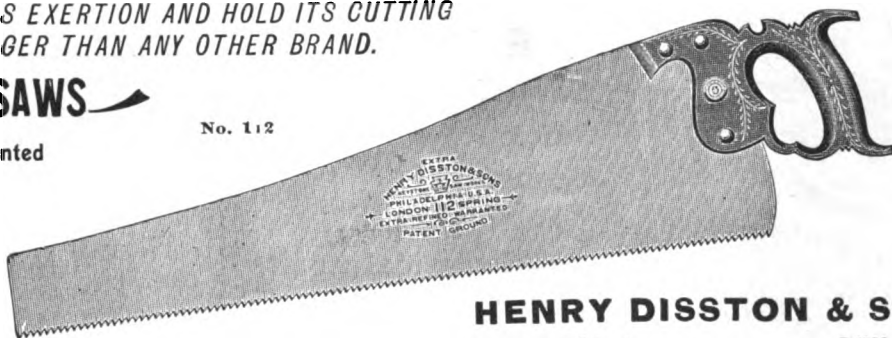
WITH LESS EXERTION AND HOLD ITS CUTTING  
EDGE LONGER THAN ANY OTHER BRAND.

### DISSTON SAWS

Are Fully Warranted

As to  
Material  
and  
Manufacture.

No. 112



Owing to the  
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**SKEW BACK SAW**  
of the superior quality  
and finish of our No. 112  
we have placed on the  
market the  
No. 112.

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Keystone Saw, File, Tool and Steel Works,

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If you are in the market for  
**FIRST CLASS HAMMER FORGED CAST  
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These Springs are all oil tempered and are made  
of an extra quality of wire drawn specially for  
our own use, of the same grade of stock as we use  
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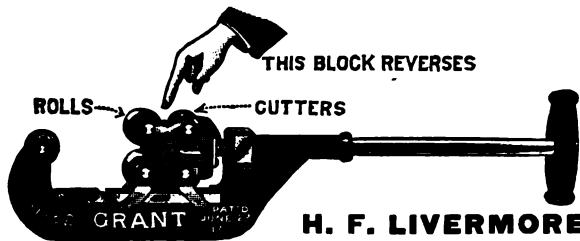
ONE IS ENOUGH TO CARRY-  
CUTS FROM  $\frac{1}{8}$  TO 2 IN.

Cuts with 3 cutter wheels, or  
with 1 cutter wheel and 2 rolls.

Changes Instantly.

Strong, light and simple. Noth-  
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At Sea Girt, Aug. 31, Sept. 8,  
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Took all the following prizes:

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ASSOCIATION TROPHY  
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MATCH,

REVOLVER TEAM MATCH;

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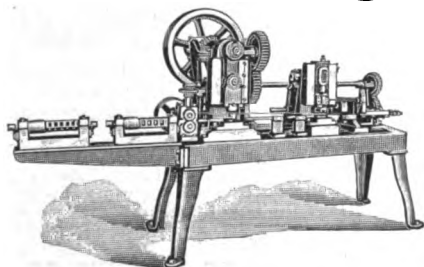
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There is no kind of advertising so  
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seldom so effective.

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Producing lingoes at the rate of 60'  
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The machine is applicable to a large  
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Improved Quick and Easy Ris-  
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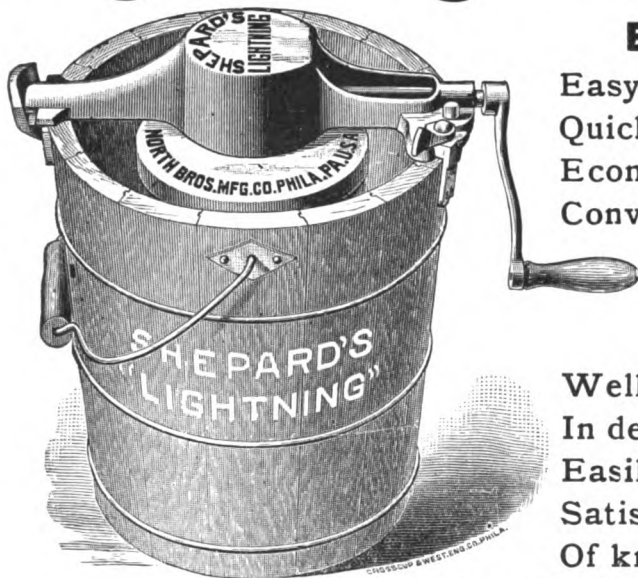
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**EXCEL** in  
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Quick Freezing.  
Economy.  
Convenience.  
Practical results.

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Well advertised.  
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**THE BEST IS EVER AND ALWAYS CHEAPEST.**

The merchant can recommend with confidence.  
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Excellence will insure enlarged demand.  
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

**THE VERY BEST**

can be had at a small advance over poorer  
**QUALITY?**

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Has had neither equals nor superiors in the manufacture of

**CARVING KNIVES and FORKS,  
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HUNTING and BOWIE KNIVES  
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Its Corporate Mark



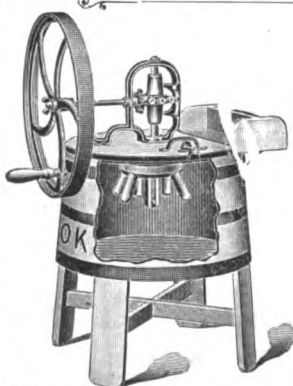
Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

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**WHY IS THE**



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**BECAUSE**

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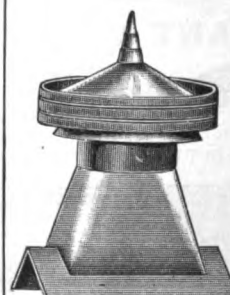
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Skylight and Sheet Metal Work.



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HAND DRILLER**

For Bit Braces, Chain Attachments and Screw Feed.

This time and labor saving Tool can be quickly applied, works easily and drills metals to 1 inch hole.

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Power Clippers, both hand &amp; mechanical.

Anti-Friction Horse Clippers.

Barbers Adjustable,

The best made.

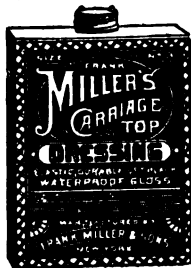
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Specialty.A Sink Cleaner  
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Combined.Tidy housekeepers  
will throw away the  
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AXLE OIL.Superior to Castor  
Oil; lasts longer,  
and will not gum.

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Every boy wants an Air Gun "that looks like Dad's sporting or target  
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Get a sample dozen (or a gross—you can sell them easily enough) and see if  
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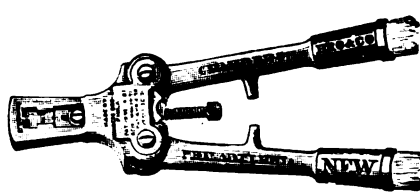
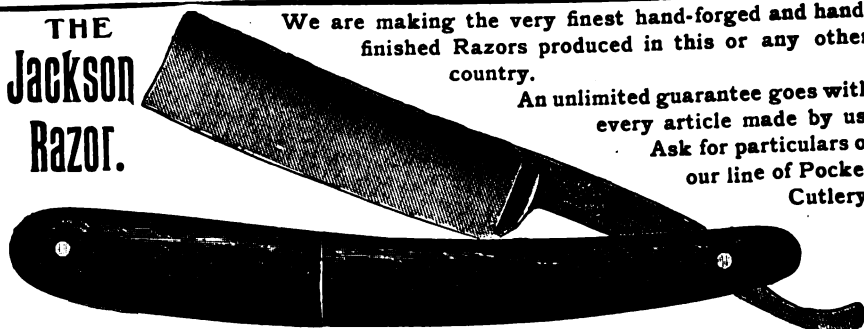
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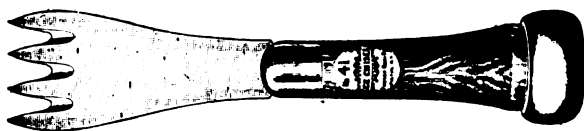
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Shell  
Ejecting.



No. 40. Ice Chisel without Cap .....per doz. **\$1.65**  
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## STRAIGHT SPRING BALANCES HEAVY FOR WEIGHING ICE

No.		Per doz.
70.	50 lbs. by 1 lb .....	<b>\$10.00</b>
80.	80 lbs. by 1 lb .....	<b>24.00</b>
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100.	125 lbs. by 1 lb .....	<b>48.00</b>
100A.	150 lbs. by 1 lb .....	<b>60.00</b>
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**COMPACT AND DURABLE. NOT LIABLE TO GET OUT OF ORDER. SUPERIOR TO ANY OTHER ICE BALANCE IN THE MARKET.**

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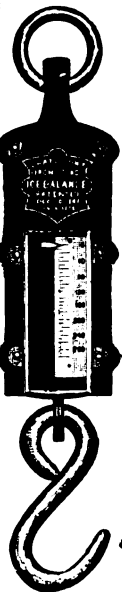
No. 60. Ice Pick.....per doz. **\$0.60**



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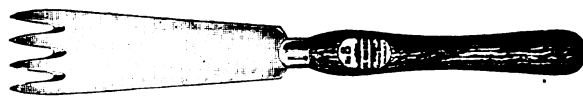


No. 160

No. 50. Ice Pick without Cap.....per doz. **\$0.75**  
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No. 6. Ice Chisel, 6 in. Blade, 8½ in. Handle .....per doz. **\$3.50**  
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Made only by **TROY NICKEL WORKS, Albany, N. Y.**

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Established  
1836.

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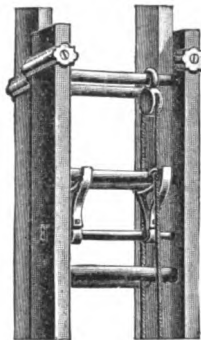
### HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

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Rope can be changed to either side.  
No rope or fixtures in the way.  
Catch irons operate by gravity.  
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Spruce wood sides and Hickory rungs

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Mfrs. Tanners' and Roofers' Supplies.

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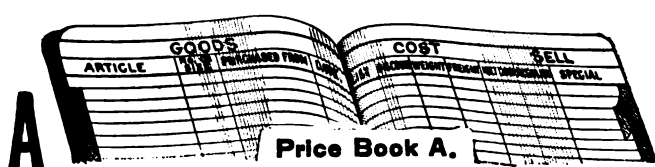
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Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

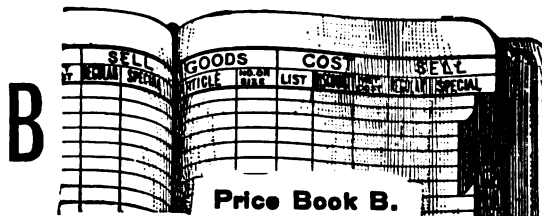


Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. *Size of page, 4 x 7 inches.*

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A, 200 pages, - - \$1.00    A 2, 400 pages, - - \$1.50  
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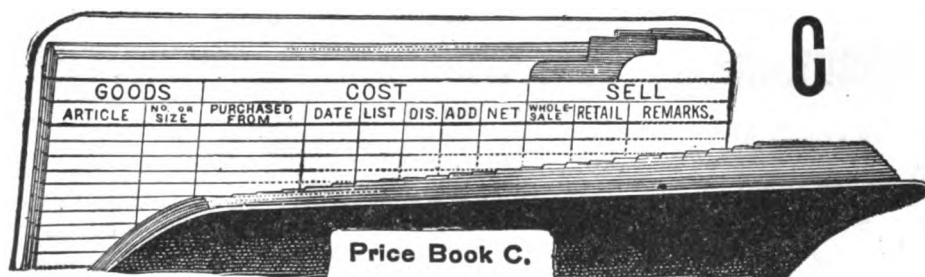


Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. *Page, 4 x 7 inches.*

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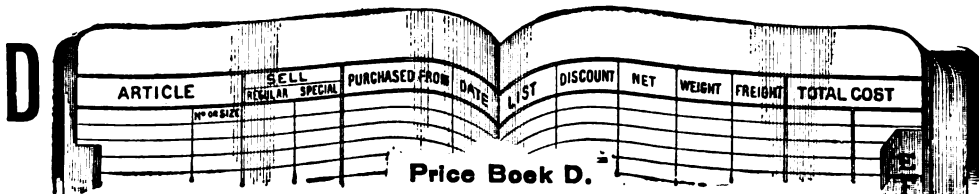
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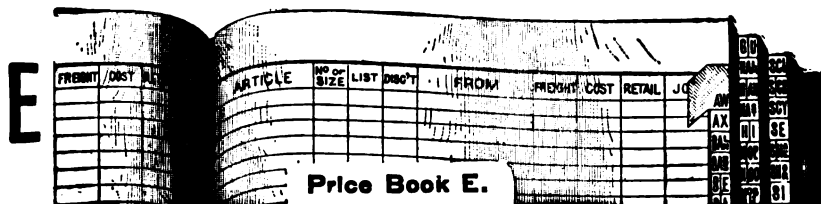
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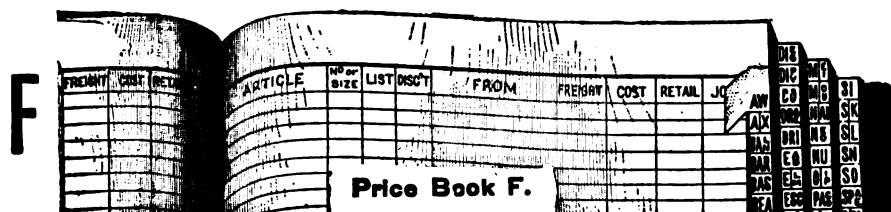


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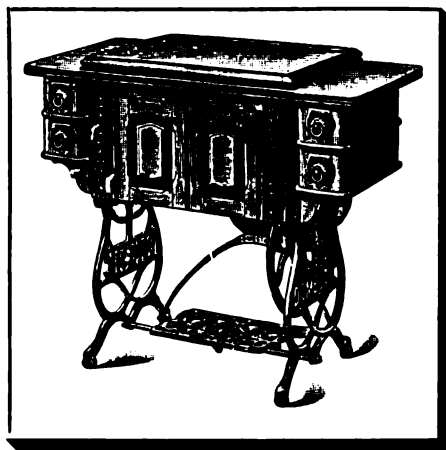
HARDWARE PUBLISHING CO., 275 Broadway, New York City.

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**... MAKE BOTH ...**

# THE CHAIN STITCH

If you want a  
machine to **SELL**  
**TRY IT.**



# THE LOCK STITCH

If you want a  
machine to **USE**  
**BUY IT.**

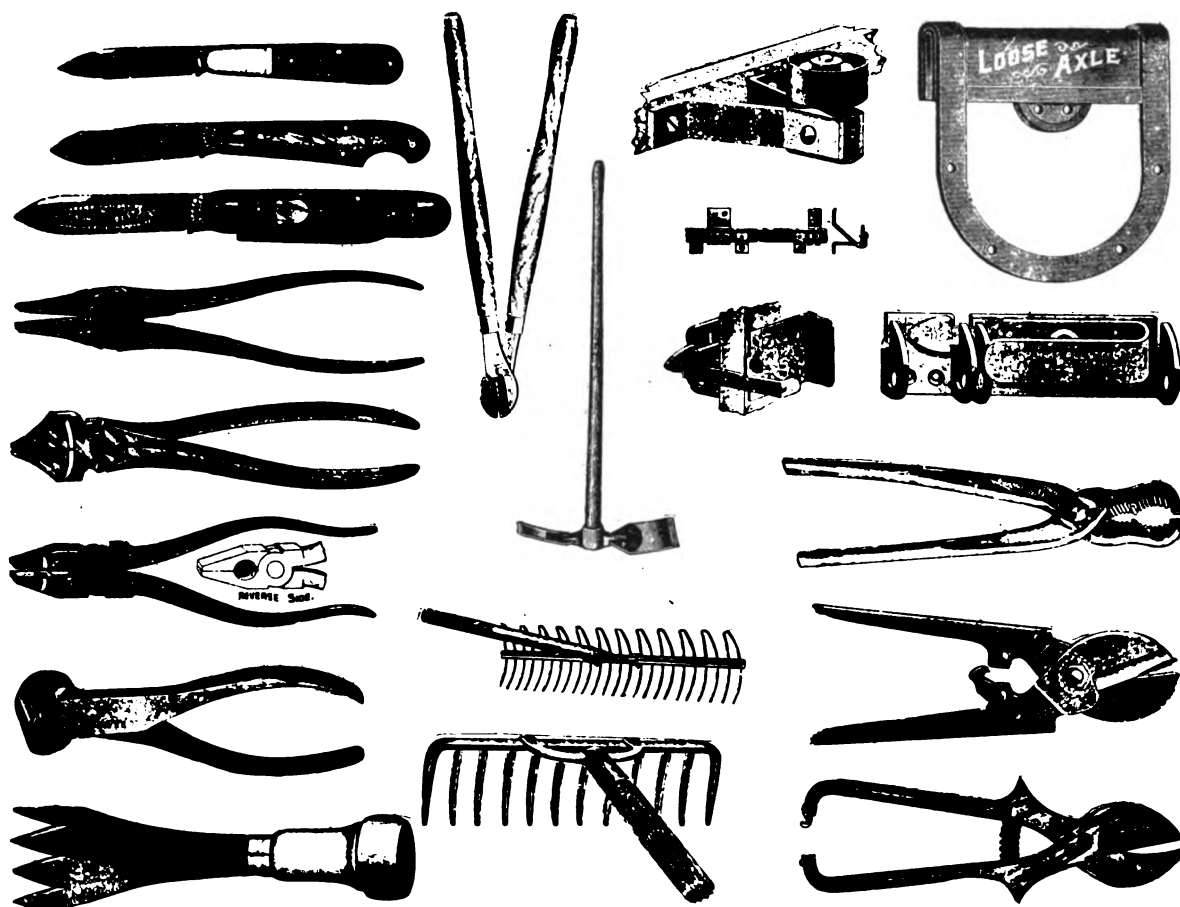
# THE NEW RUFFLER MAKES

## Both RUFFLES

**NEW**  
**Domestic Sewing Machine Co**  
**16 Exchange Place,**  
**NEW YORK.**

**and  
PLAITS.**

## SOME OF OUR SPECIALTIES

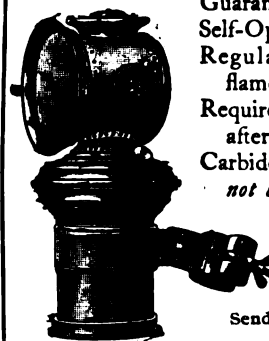


**WRITE FOR CATALOGUE OF FULL LINE  
AND TRADE PRICES.**

**CRONK & CARRIER MFG. CO., Elmira, N. Y.**



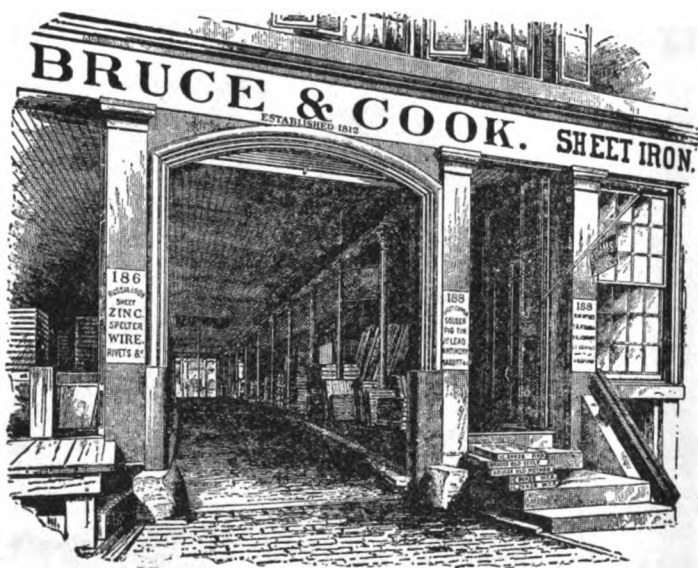
CATALOGUE FREE

GET OUR  
REDUCED PRICES**F. E. MYERS & BRO.**  
ASHLAND, OHIO.**WELL  
TANK &  
SPRAY  
PUMPS**HAY CARRIERS,  
FORKS, PULLEYS & C.**BANNER  
GAS LAMP**Guaranteed.  
Self-Operating.  
Regulates its own  
flame on all roads.  
Requires no attention  
after lighting.  
Carbide chamber *can-*  
*not be overloaded.*We make a  
generator  
for carriage  
lamps also.

Send for booklet.

When not kept by dealers, will  
send, charges paid, on receipt of **\$2.50****The Plume & Atwood Mfg. Co.**  
NEW YORK CHICAGO  
Factories, Waterbury and Thomaston, Conn.**BRUCE & COOK,**  
**TIN PLATES AND METALS,**186, 188 and 190 WATER STREET,  
248 and 250 PEARL STREET, . . .

NEW YORK.

We give below a list of goods which we have in stock. You will find our prices  
as low as any in the trade, quality considered. It will give us pleasure to receive  
your orders, which shall have our very best attention and prompt shipment. . .Antimony.  
Babbit Metal.  
Boiler Rods.  
Burritt's D'ble Seamer.  
Copper Bottoms.  
Copper Circles.  
Copper Ingot.  
Copper Sheets.  
Copper Wire.  
Corrugated Leader.  
Cor. Elbows and Saeos.  
Dampers.  
Eave Trough Lead.  
Eave Trough Galvan'd.  
Eave Trough Mitres.  
Eave Trough Irons.  
Elbows-Stove Pipe.  
Elbows-Adjustable.  
Fire Pots.Gem Gasoline Furnaces  
Gutter, Wide Roof.  
Gutter Strainers.  
Hard Metal.  
Kettle Ears.  
Lead-Bar and Pig.  
Leader Hooks.  
Malleable Ears.  
Mallets.  
Metal Lath.  
Metallic Paint.  
Nails-Roofing Tinned.  
Nails-Wire Roofing.  
Nails-Wire R'g Tinned  
Pail Woods.  
Perforated Tin.  
Ribbed Leader.  
Rivets.  
Roofing Tin Plates.Roofing Seamers.  
Rosa.  
Sheathing Paper.  
Sheet Iron-Char. Cl'd.  
Sheet Iron-Cold Rol'd.  
Sheet Iron-Com. Cl'd.  
Sheet Iron-Corrugated  
Sheet Iron-Galvanized  
Sheet Iron-Planished.  
Sheet Iron-Russia.  
Solder.  
Soldering Coppers.  
Spelter.  
Spelter Solder.  
Squaring Shears.  
Stove Boards.  
Stove Pipe.  
Stove Pipe Collars.  
Strainer Wire Cloth.Taggers Iron.  
Taggers Tin.  
Terne Plates.  
Tin-Bar and Pig.  
Tin Plates.  
Tin Shingles.  
Tinners' Machines.  
Tinners' Tools.  
Ventilators-Globe.  
Wall Hooks.  
Water Cut-offs.  
Wire-Annealed.  
Wire-Bright.  
Wire-Coppered.  
Wire-Galvanized.  
Wire Tinned.  
Zinc for Etching.  
Zinc Sheets.

\*\*\*\*\*

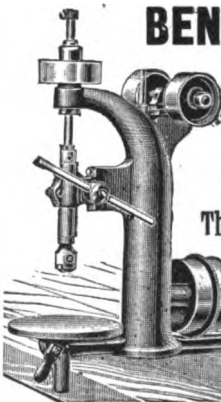
**Eyelet Tool Co.**

Manufacturers of

Eyelet Sets and Leather Punches,  
Drive or Belt Punches,  
Burr and Rivet Sets, etc.**SETS AND PUNCH TUBES**  
of all kinds made to order.

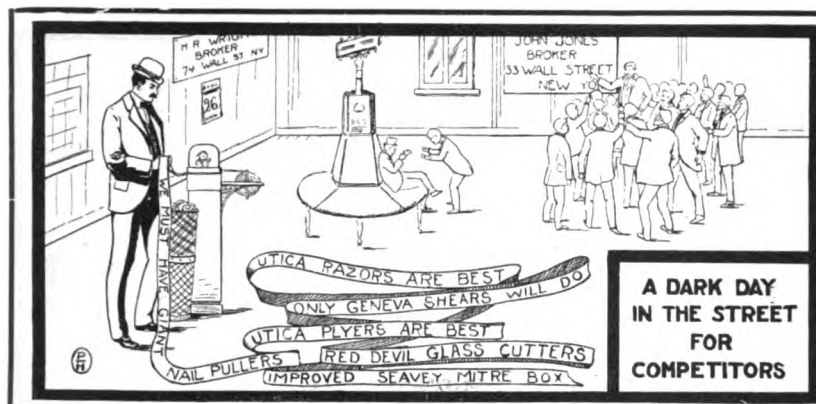
Send for Catalogue.

42 Lincoln St. BOSTON.

**BENCH DRILL**It will drill a 1/4-inch  
hole easy.**HAND DRILLS.  
CLAMP DRILLS.  
PLANNER CHUCKS.****The Geo. Burnham Co.,**211 Hermon St.,  
Worcester, Mass.

Foreign Agents:

C. W. Burton Griffith  
& Co., London; Josef  
Schvartz & Co., Bud-  
apest; V. Lowener, Co-  
penhagen.



The Brooklyn Bridge may shake but the quality and price of the tools illustrated in the **GREEN BOOK** of Hardware Specialties **NEVER** wavers no matter how great the competition.

UTICA DROP FORGE & TOOL CO.  
THOMSON BROS. & CO.  
SMITH & HEMENWAY CO.

296 Broadway, New York City.

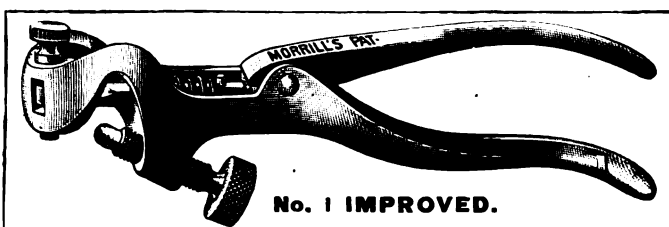
## MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.



Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue. **CHAS. MORRILL,** Broadway Chambers, Broadway and Chambers St., N. Y.

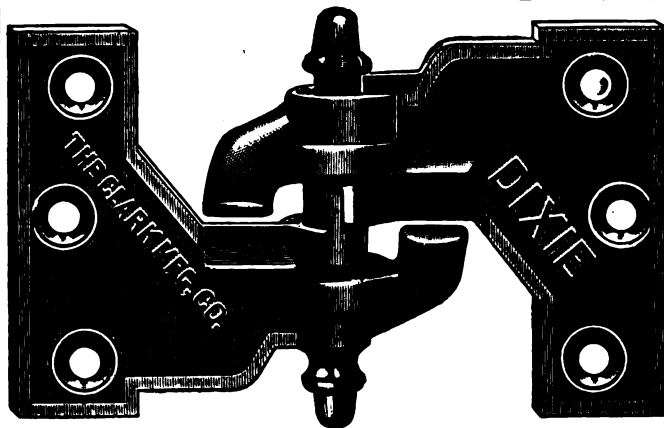
### HORSESHOE-H-CALKS. (Neuss' Patent.)



Always Sharp! No Slipping of the Horse!  
No injuries as caused by other Calks.  
Great Saving of Horses and Horseshoes!

Price List, with Testimonials, Post Free.  
Patentees and Sole Manufacturers,  
**LEONHARDT & CO.,**  
BERLIN-SCHOENEBOURG, GERMANY

## THE CLARK MFG. CO., Buffalo, N. Y.



Manufacturers of  
Lull & Porter, O. S.

**"DIXIE"**

—AND—

**"BUFFALO REVERSIBLE"  
SHUTTER HINGES.**

—AND—

CLARK'S SURFACE BLIND  
HINGES, GATE HINGES,  
SASH PULLEYS, SPRING  
HINGES, CAST DOOR  
BUTTS, STOVE PIPE  
DAMPERS, ETC.

### Miller's Patent Catalogue Case

Is adapted to the needs of Retail and Wholesale Dealers, Jobbers and Manufacturers.

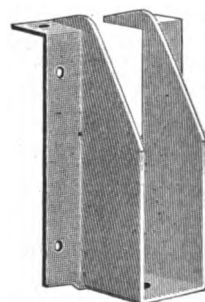
Send for Descriptive Circular.

**Roy Miller, Box 60, Alma Center, Wis.**

## An Advertisement

If you have a sign over your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable Trade paper is only so many thousand signs spread over a great many square miles.

You can't carry everybody to your sign, but **HARDWARE** can carry your sign to everybody.



Patented May, '96

**NATIONAL STEEL JOIST HANGER,**  
FOR WOOD HEADER AND BRICK WALLS.

**THE NATIONAL IRON & WIRE CO.,**

Structural and Builders'  
Iron Work.

Sole Makers,  
**CLEVELAND, O.**

**CHANDLER & BARBER, F. B. HAWKINS CO., PALACE HARDWARE CO.,**  
New England Agents, New York Agents, Pacific Coast Agents,  
Boston, Mass. New York, N. Y. San Francisco, Cal.



## Daus' "Tip Top" Duplicator

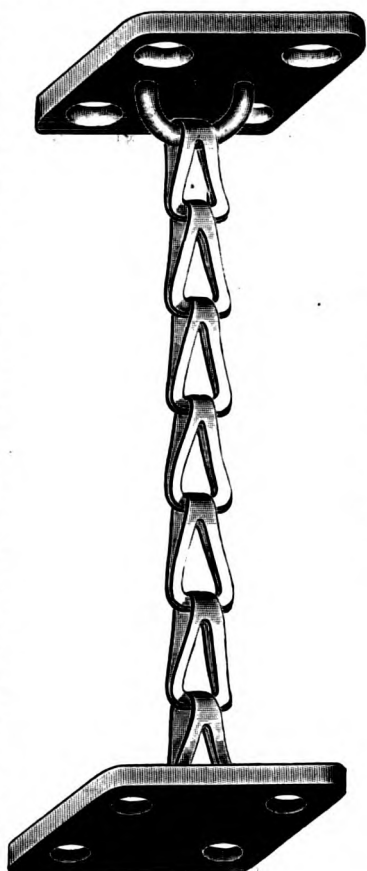
100 copies duplicated in black ink from pen.  
50 copies from Typewriter.

PRICE COMPLETE \$7.50

To introduce we will allow our discount to the trade 33 1/3 per cent. for payment within five days after receipt of goods.

**SENT SUBJECT TO  
TEN DAYS TRIAL.**

SOLE MANUFACTURERS,  
**THE FELIX F. DAUS DUPLICATOR CO.,**  
3 Hanover St., NEW YORK.



## TRANSOM CHAINS.

SASH CHAINS.  
JACK CHAINS.  
PLUMBERS' CHAIN.  
CABLE CHAINS.  
BELT PUNCHES.  
GAS PLIERS.  
SASH FIXTURES.  
PADLOCKS.

CYCLE  
SUNDRIES.

Write for Catalogue to

**THE SMITH & EGGE MFG. CO.,**  
BRIDGEPORT, CONN.

# Varnish will do it ?

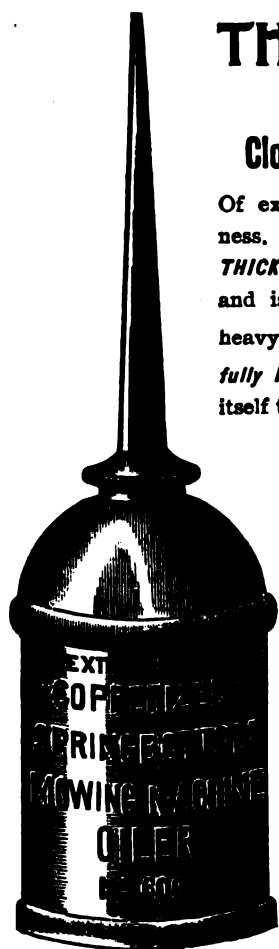
The woodwork of a house, furniture and other articles that have lost their lustre can readily be brightened up with a little varnish. We make all kinds for all purposes. Put up in small packages for the household trade. Ask for descriptive price list.

**Harrison Bros. & Co., Inc.,**  
White Lead, Colors, Paints, Varnishes & Chemicals.

Thirty-fifth Street and Grays Ferry Road,

PHILADELPHIA

27 Lake St. 117 Fulton St. 72 Broad St.,  
CHICAGO. NEW YORK. BOSTON.



## THIS CAN ▲ ▲ ▲

HAS A

### Clock Spring Steel Bottom

Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, *Beautifully Finished*. It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders from the Jobbing Trade.

~~~~~  
**ORDER NOW FOR  
SPRING DELIVERY.**  
~~~~~

**The Wilmot & Hobbs  
Mfg. Co., ▲ ▲ ▲**

**BRIDGEPORT,  
CONN. . .**

## Thousands Dead and Dying.

Thousands of once prominent brands of goods are dead or being killed by the great army of imitators.

Anyone simulating your label or package is robbing you, and can be stopped.

Don't be among those whose business is being ruined by Trade Mark Pirates.

The only organization that can help you, is

**THE INTERNATIONAL  
TRADE MARK  
PROTECTIVE COMPANY.**

320 Broadway, New York, N. Y.



# HARDWARE

The E. Hartzell Cutlery Co., Gettysburg, Pa., although but recently placing their finished product upon the market, report having already received a most encouraging demand for their goods. Agencies have been established in New York, Baltimore, Chicago and San Francisco, and negotiations are pending for representation in other leading cities.

A new and larger edition is in preparation of "The Green Book of Hardware Specialties," issued by the Smith & Hemenway Co., 296 Broadway, New York, in the interest of their extended trade, and well advertised by them, the demand for this popular compendium of useful tools and appliances having exhausted the large edition previously printed.

John J. Teeple, well known to the Hardware trade of the country from his long connection with it, has recently associated himself with the progressive business of Fayette R. Plumb, Inc., in whose interest he will travel in the East and Middle West. Having represented the Russell & Erwin Mfg. Co., and subsequently the Van Wagoner & Williams Hardware Co. upwards of twenty years, has brought him a host of friends and customers with whom he has always been deservedly popular. In his new sphere of action as representative of a popular house, and backed by a fine line of goods as trade winners, he cannot help but be welcomed by the trade in his territory.

We are advised by the J. Stevens Arms and Tool Co., Chicopee Falls, Mass., that the "Stevens-Pope" rifle barrel won all the events at the recent shoot of the Bundefeste at San Francisco. They naturally feel exceedingly "chesty" over this indication of its admitted excellence.

Consul Ruffin reports from Asuncion, May 8, 1901, that the importers and exporters of that city have formed a company to control the exports of Paraguay. The company will make advances to producers, receive products in consignment for export on commission, and transact such business as may in the opinion of the board further the interest of the company. In view of the generally prosperous conditions and the fact that no failures have taken place for the last few years, business men in the country seem disposed to invest capital; and there is every hope, says the consul, that Paraguay will take advantage of her improving credit in foreign markets and extend her commercial relations.

The Boston Belting Co., Boston and New York, have recently issued three catalogues which give information in detail regarding the various kinds of canvas, linen, rubber and rubber-lined fire hose and suitable fittings manufactured by them; also rubber-covered rollers and rubber-covered belts, including heavy conveyor belts, in addition to some formulas for computing horse-powers and pulley diameters giving greatest efficiency. The catalogues are carefully prepared, handsomely printed, and are of standard size, 6 x 9 inches.

Many advertising failures result from the assumption that the reading public is better informed than it really is—about the article advertised. Always work in points which the public should know about, if such a thing is possible.—*Advisor.*

Bond & Powell, Hardware merchants at Converse, Ind., have discarded their old style of store fixtures and substituted a fine variety of Warren Cabinets, Cases, etc., in their place.

## A Guide To South African Ports.

An unusually useful handbook to shippers and others having business in South Africa will be found in the "Guide to South African Ports." The book contains information that is of much value to shipmasters and shipowners, as well as to the shipping public generally; gives the customs regulations, harbor dues, landing, shipping and trans-shipping charges, pilotage and wharf regulations, together with a lot of other details arranged in very convenient form for ready reference. The work is published by Messrs. Mitchell, Cotts & Co., with offices at 150 Leadenhall Street, London, E. C., England, and branches in the principal South African ports.

## "Roller Bearing" Sweepers.

The "Roller Bearing" Sweepers exhibited by the National Sweeper Company at the recent furniture exposition held at Grand Rapids, Mich., created a great deal of interest among those buyers whose firms deal in Carpet Sweepers. This is the newest and latest feature in Carpet Sweeper construction; it is a very simple device, there being no complicated parts or delicate springs to get out of order or wear out; in fact, do not know how it could be made more simple. No part of the device shows from the outside of the Sweeper, and the increase in weight is not to exceed one-half ounce. It consists of rollers about one-eighth of an inch in diameter and five-eighths of an inch long, turned from solid high grade steel, which are placed inside of the Sweeper wheel hubs in such a manner as to revolve freely around the axle. This device does away with practically all friction, and makes the "National" Sweeper at least fifty per cent. easier running. Hereafter, their highest grade Sweepers will be furnished with "Roller Bearings" when desired, without extra charge.

The Company write us that they are getting out some printed matter describing their new "Roller Bearing" device, and in our next issue we will doubtless show a cut of this new feature. To those interested, we would suggest that they write the National Sweeper Company for catalogue and prices.

## Under Improved Conditions.

That it pays the Hardware dealer to make a fine display of his stock must be apparent from the unusual number of large and small retail stores which are month by month discarding old fixtures and replacing them with modern ones. The J. D. Warren Mfg. Co., Chicago, have entered advance orders for new styles of Cabinets, Cases, Bins, etc., for this purpose, a few of which are listed below:

Loftus & Loftus, Park River, N. D.; R. M. Pyburn Hardware Co., Roxton, Texas; C. H. Thomas & Co., Kent, Iowa; Z. C. Miles & Piper Co., Seattle, Washington; Geo. E. Brigham, Shelby, Neb.; H. S. Bettes Hardware Co., Paris, Texas; Hahne & Co., Newark, N. J.; Marifjeren & Overbye, Park River, N. D.; O. E. Hasle, Park River, N. D.

## New Process of Converting Petroleum.

The Standard Oil Co. has agreed to pay \$5,000,000 for a patent process by which petroleum is converted into a gas that produces intense heat and light at a cost infinitely smaller than any other known process. The invention has been tested publicly in Salt Lake, and has worked satisfactorily. The light is stronger than the electric arc or calcium, and the tests are said to show that as much heat can be obtained by this method from a barrel of crude oil as is ordinarily obtained from a carload of coal.—*Ex.*

# HARDWARE

VOL. XXIII.

AUGUST 10, 1901.

NO. 9.

**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade.

**HARDWARE** is published on the 10th and 25th of each month. The subscription is \$1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made in the safest manner available to the remitter. Post-office and Express Money Orders are always safe and may be sent at our own risk.

Register your letters when you remit by cash.

**Foreign Subscriptions.**—For each copy to be mailed outside the United States, the Canadas, and Mexico, the price is \$1.50 a year, postage prepaid.

**Change of Date.**—It takes two weeks to change the date, after your subscription is renewed.

**Expiration of subscriptions.** The date on the wrapper indicates when your subscription expires.

**Change of Address.**—Always give both your old and your new address when you ask us to change your address.

**The Name of your Post-office and of the State you live in** should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

HARDWARE PUBLISHING CO.,

275 Broadway, New York.

L. E. MITCHELL,	President.
A. P. MITCHELL,	Secretary and Treasurer.
HENRY HOPKINS,	Editor.
A. E. BOLLES,	Advertising Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

The ending of the drouth which was playing sad havoc with the corn crop, especially throughout the South and West, has improved the condition of affairs in those sections. The gratifying fullness with which the rains drenched the parched earth relieved apprehensions of great loss and created more hopeful conditions. The prospects are we shall have nearly full crops of the agricultural products that were the most seriously endangered.

The jobbers have during the past fortnight received many orders for goods which had been held back while waiting to learn more regarding the diminution in crops which would impair the anticipated local demand in many sections. As far as crop conditions are concerned, the outlook is considered fully up to an average of good years, and a large trade under normal conditions is looked forward to with daily increasing confidence.

At the present writing the anticipated early settlement of the strike among the iron and steel workers seems a more remote possibility. The aggressive character of the methods of the opposing forces indicates a season of cessation from production, except as obtained through non-organization labor, that will be keenly felt by all manufacturers who rely upon the mills now on the eve of suspension for regular supplies, with a possible continuance on specified dates. The shortage of material will soon be severely felt by those plants whose stock of raw material is now at an extremely low ebb. The gradual stiffening up on quotations on account of the fear of a short supply also affects the market conditions, having a disturbing

influence; and while it is not possible to foresee what may prove to be the results of a period of enforced idleness for such immense productive facilities, the future prospect is looked over with some degree of anxiety by those interested in the outcome.

The sales during the month of July by the wholesale houses have been of a character that endorsed the promising hopes so freely fostered by the buyers in the industry. The volume of business transacted by the Hardware trade and analogous lines has had the effect of still further depleting the stocks held by the jobbers which at this season are preferably light. Many orders for Fall requirements are booked, and arrival on specified dates anxiously anticipated. A natural fear possesses the buyer who has been laggard in placing orders to supply known shortages of stock for Fall trade, whether the strike will create generally a higher range of prices, founded on a possible scarcity and inability to deliver on the part of the not too sanguine manufacturer. The prevalent feeling regarding the coming season's prosperity having been a sanguine one in every part of the country, this uncertainty arising like a cloud over a day of sunshine, may make necessary a reconsideration of the profitable character of the season's business, when the requisite supplies to create success may not be forthcoming. Manufacturers are extremely cautious in regard to accepting large orders when it may tax their ability to fill them promptly through inability to obtain the needed material. As it would take a good deal to stifle the feeling of confidence of the Fall trade's profitable outcome, the natural hope is all pervading that some honorable way may be found to end the destructive inactivity fatal to so many projects.

One customary source of worry is removed by the disturbance in the labor market, and that is the fear of unsettled lower quotations under existing conditions. If any change is noted, it will have an upward tendency, and that makes easy the speculative feeling covering stocks in general prominent in the mind of the self-possessed buyer. The stability in prices that may be assumed as the most satisfactory condition of present markets will work for the general good and promote a sense of security that might otherwise be wanting.

## On Returning Goods.

The constant returning of goods is a source of great annoyance and extra expense, requiring extra clerical service and more work in many departments. It is also in many cases a source of positive loss, by reason of goods coming back in a damaged condition, or so long after purchase as to be unseasonable—and the wholesaler divides his feelings (!) between the fear of loss on the goods so returned, and on the other hand, the fear of losing a customer if he refuses to make the credit.

The retailer who is guilty of this practice, evidently does not realize that he is gaining an unenviable reputation in the business world, and that it affects his credit standing in a very great degree.

However, the wholesaler is very largely responsible in furnishing the excuse for the return of goods. Orders are frequently made out in a careless manner by the salesman, leading to mistakes in filling. Still more frequently are substitutions made in the hope that the customer will keep the goods when they are at his store, of course knowingly taking the risk of their very just return.

We must not overlook the fact that misunderstandings often occur in filling orders, and for all these reasons the customer is certainly justified in making returns.

By such faults of the wholesale house the customer falls

easily into the habit of returning goods, and is then not always too particular about having good and sufficient cause for his action.

This is a case where reform must begin at home. Let the salesman use more care in taking the order and the house in seeing that it is correctly filled, and the annoyance of having goods returned will be much reduced.

The aggravated cases will then come more forcibly to the attention of credit men, who will find little trouble in appraising such actions at their true value.—W. A. GIVEN.

### Sources of Information Respecting New Accounts.

Special information of this character consists of facts and opinions obtained from banks, attorneys and other local authorities in the customer's own town or county. There are in all good-sized towns and county seats, one or more attorneys who make a specialty of trade collections. These attorneys are naturally pretty well posted on the standing of the merchants in their vicinity and can usually be relied on to give fairly accurate reports. Allowance must be made, of course, for the possibility of the attorney being influenced by friendship or personal interests. The value of all credit information, but this class in particular, depends on obtaining reports from as many independent sources as possible. Any one bank may have an unrecorded chattel mortgage or be carrying the customer beyond the conservative limit, and may therefore be interested in helping him increase his stock, but two or more banks will not usually sustain those relations to the same individual, neither will all the attorneys in the town be interested in favoring the same retailer for personal, political or other reasons. Therefore, by obtaining opinions from several sources and comparing them the actual conditions can be arrived at pretty accurately. It is not intimated that any large percentage of the reports which one might obtain from local banks and attorneys would be influenced by personal interests. On the contrary, the tendency is to make a fair and truthful report in a great majority of cases, but it is the exception rather than the rule that the credit man must foresee and guard against. If a considerable amount is involved, it would be extremely unwise to accept as final the report of any one bank or attorney unless personally known to be disinterested and reliable, and what is true of banks and attorneys, is also true in a less degree of mercantile agencies and trade references.

There are a number of collection agencies who, for a trifling cost, furnish inquiry blanks to be sent to their attorneys, of whom they furnish a list. There are also good lists of attorneys which can be obtained for use with private inquiry blanks.

This fourth class of information is important because it is always available, its chief value lies in the fact that it comes direct from people who are on the ground and it is always down to date.

It cannot be expected that banks and attorneys making free reports will go into details to any considerable length. The most important feature of such reports is the answer to a question something like the following: "From your knowledge of the case, would you consider safe a credit of \$150 on three months' time?" In the answer to this question you get from a reliable local authority a conclusion based on a knowledge of the customer, his personality and prospects, which it would be impossible to put into a detailed report. It would be better to act on the unanimous "yes" or "no" to the above question from three or more local authorities known to be reliable and conservative, than to rely on your own judgment after reading the most elaborate detailed reports possible to obtain through mercantile agencies. All the various phases of a doubtful case cannot be expressed in a report, as they are known to those who have a personal acquaintance with the customer and his surroundings, and where possible to obtain

opinions of this kind from reliable sources, they are of great value to the credit man.

The surest safeguard against unreliable and incomplete reports is to secure information from the largest number of sources available and make comparisons. If the applicant is known to be particularly popular or unpopular, this fact should be taken into consideration in interpreting reports. The results which depend on the rejection or acceptance of a first order, may be far more weighty than appear at the time and the credit man should feel the great importance of making a wise decision. Become so well acquainted with your new customer that when his name is mentioned, all the important facts surrounding his case come instantly to mind. This is possible even where a very large number of dealers are sold, and it is a faculty which the credit man should cultivate.

The success or failure of any business depends more on the wisdom and discretion of the credit man than perhaps any other one thing. It is easy to decline all doubtful orders, but such a course reduces the sales and narrows the salesman's opportunities. The business of well-rated firms is competed for to such an extent that it is not always possible to sell them, and the credit man who is capable of handling a class of risks that are ordinarily considered doubtful and by drawing the line at the right point, do so without sustaining too many losses, is a most valuable man. To do this, all available information must be brought into use and carefully considered.

FRANK H. MAIN.

### Death of Philip R. Woodford.

The Hardware trade will learn with deep regret of the sudden death of Philip R. Woodford, for many years a stockholder and director of the Wells & Nellegar Co., wholesale Hardware dealers, 72-76 Lake Street, Chicago. Mr. Woodford died July 31st at his Summer residence at Glencoe. He left the gun and cutlery department of Wells & Nellegar, of which he had charge, at 3 P. M., July 30th, apparently in the best of health and spirits. Early the next morning his wife left the house to call on a neighbor and on her return Mr. Woodford was dead. The cause of his death was presumed to be heart failure. He was a member of the Chicago Athletic Club and the Skokie Golf Club and resided at Evanston, Ill. He leaves a widow and one son, Leonard, aged 14 years. Having been associated with the fellow members of his firm for nearly thirty years, his loss will be severely felt by those who in friendship and partnership have held him in high esteem for so long a period, always active in every movement which promoted the prosperity of his company. This is the first break in the circle of young and progressive partners which originally formed this company after an association as employees with the formerly prominent firm of Miller Bros. & Keep.

### Electric Power Transmission Line 140 Miles Long.

What is said to be the longest transmission of electric power in the world is that running from Yuba River to Oakland, Cal. Electric power is generated on Yuba River and is used in the operation of street cars in Oakland, 140 miles distant. "The power is generated by turbine wheels. The cable, 140 miles in length, is six-tenths of an inch in diameter and is of copper, with aluminum alloy, which will prevent oxidization. This cable is suspended across Carquinez Straits by a span 4,400 feet long and 300 high. The test made on April 27th is reported to be one of the most successful in the history of electricity, a current of 40,000 volts having been transmitted the entire distance with a loss not to exceed 5 per cent."

Simon Frost remarks: "Men ain't never satisfied. When they climb to the top o' a mountain they build a tower so's to git the view from the roof."



## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

### Stock and Bonds, Personal Property. Wife Has no Dower in Personal Property of Husband.

**QUESTION:** I own certain stocks and bonds in several companies and should like to know who will be entitled to these when I die. I have made a will. Kindly inform me whether my wife has any dower interest in these bonds independent of my will.

**REPLY:** If you have made a valid will you may dispose of your property, real and personal, in whatever way you choose. Your wife would have no dower interest in any personal property owned by you and you could either bequeath it to her or to any one you wished. You have the same power as to your real estate, except, however, that you cannot defeat your wife's right of dower in all the real estate owned by you during your marriage. You can, however, make your wife a gift in your will which, if your wife accepts, she will take instead of her dower in all your property. She has the right, however, to elect whether she will take the gift instead of the dower. She may have either, but it can be arranged so that she cannot have both.

A wife's dower consists of a life interest in one-third of all the real estate of her husband, but this estate applies only to real property and has nothing whatever to do with personal property.

### Collection of Alimony—Debtor May Be Imprisoned.

**QUESTION:** In 1898 my wife obtained a divorce from me and the decree of divorce directed me to pay her \$20 per week alimony as long as she should live. I have not paid this amount regularly, and my wife's attorneys have been endeavoring to serve papers on me. Kindly inform me what the effect would be if I am served with papers, and whether I could be sent to jail for not paying the alimony directed by the court.

**REPLY:** Where the defendant in an action for divorce after judgment is obtained against him, has no property which the plaintiff could sequester, the plaintiff must proceed to collect alimony in the following manner: She must first demand the payment of the alimony, and if the demand is not complied with, an order to show cause why the defendant should not be punished for contempt for his failure to pay alimony is obtained from the court. On the return day of this order, unless the defendant can show good reasons why he should not pay the alimony, the court will make an order adjudging him guilty of contempt, and will also issue a warrant of commitment directing the sheriff to take the defendant into his custody and to hold him until the amount of alimony which the plaintiff claims at that time is paid. If, therefore, the defendant fails to pay and he can be found by the sheriff within the county where his commitment is issued, he will be arrested and sent to the county jail, where he will have to remain until he pays the sum specified in the commitment or is lawfully discharged. If the amount of alimony is under \$500, the defendant cannot be confined in jail more than three months. If, on the other hand, the amount of alimony for which he is committed is \$500 or more, he may be confined as long as six months, but not longer.

### Attachment Against Foreign Corporations.

**QUESTION:** A certain New Jersey corporation having an office in New York City is indebted to me to the extent of \$1,000, which they refuse to pay. The claim arises from their failure to perform a contract, by which failure I lost \$1,000; I have recently discovered that they have a considerable sum of money on deposit in one of the banks of this city, and should like to know whether I can attach this money in the bank, or how I can reach it.

**REPLY:** An attachment can only be obtained in certain cases. One of these instances is where the plaintiff demands judgment for a sum of money only upon a contract, express or implied, other than a breach of contract to marry. Your action would fall within the class of cases indicated. Our statute, however, places many other restrictions upon the obtaining of an attachment. An attachment can be obtained against a non-resident of the State or a foreign corporation upon the ground of non-residence, and certain other grounds are specified by statute. If, therefore, you are a resident of the State and your debtor is a foreign corporation, you would be entitled to an attachment on the cause of action described, and if obtained, you would be unable to reach the defendant's money in the bank. If, however, the attachment were set aside for some technical fault in the papers, you could not hold the money in the bank. The law affecting attachments is extremely difficult and technical, and the utmost care must be taken by the attorney in the preparation of his papers. Probably at least half of the attachments obtained in this State are set aside upon legal technicalities.

### False Representations which are Material Avoid a Contract.

**QUESTION:** Some time ago an agent for a large factory came to my store to sell his goods. He described the quality of the goods, and as an inducement for me to buy a certain line of goods, he agreed that he would not sell this particular line of goods in that town, and he stated that his instructions from the factory were to make this offer to the best dealer in each town as an inducement for them to take a quantity of the particular stock in question. Thinking that I had an opportunity to get hold of a line that no one else in town would have, I gave my order. The goods arrived, but two days after their arrival I noticed that my competitor across the street had his window full of exactly the same line of goods as the lot which I had just received. I at once boxed up the stock and sent them back to the house I had bought them from, giving as my reason that I had been told by the agent that no other dealer in town would have any of the goods. Kindly inform me if I can avoid paying for the goods if I am sued.

**REPLY:** In the event of this house suing you for the agreed price of the goods in question, we are of the opinion that you would have a complete defense to such an action upon the facts stated. In our opinion, the representation made by the agent to the effect that you would have the exclusive sale of this line of goods in your town, was a material representation. Relying on this representation, you entered into this contract. That the representation was false, appears by your statement of facts. We are, therefore, of the opinion that you could successfully set up the defense to this contract, that it was entered into upon the false and material representations of the plaintiff's agent. In such a case as this, we are of the opinion that a principal is responsible for such statements of his agents.

### Wanted, More Vacations.

More time given to innocent pleasure and healthful recreation is the very thing that the average American needs to offset the hurry and worry of his business life. He needs it to keep his head clear and his heart true. He needs it to prevent him from degenerating into a sordid, selfish dry-as-dust, with no thought nor ambition above that of money-grabbing. Rightly considered and properly spent, the vacation period may claim a place in every well-ordered life as truly as the time devoted to business duties. No other view can be taken of the matter by any man who has rational views of the real objects of human existence.—*Leslie's Weekly*.

### "Ay! There's The Rub!"

"There is no doubt that this scheme will pay," said the promoter.

"Yes," answered the purchaser of stock. "I suppose so. But who is to get the money?"—*Ex.*

### The Michigan Retail Hardware Dealers' Association.

The annual meeting of the Michigan Retail Hardware Dealers' Association will be held in Detroit, August 14th and 15th, the following being the official programme:

WEDNESDAY, AUGUST 14, 1901.  
MORNING SESSION, 10 O'CLOCK.

(Standard time used.)

Meeting called to order by President G. W. Hubbard.

Roll call by secretary.

Appointment of Committee on Credentials, Resolutions, Constitution and By-Laws and Question Box.

Address of welcome, Hon. W. C. Maybury.

Response by President Hubbard.

Reading of minutes.

Reception of communications.

Recess until 2 P.M.

AFTERNOON SESSION.

Report of Committee on Credentials.

Meeting goes into executive session.

Annual address of the president.

Annual report of the treasurer.

Annual report of the secretary.

Paper—"The Best Methods of Conducting a Retail Hardware Store," R. R. Chandler, Coldwater, Mich.

Discussion of same.

Address—"Credit and Collections," R. J. Cleland, of the Commercial Credit Company of Detroit and Grand Rapids.

Adjournment.

Get your "Tashmoo" tickets before you leave the hall.

Hand in your questions for Question Box.

THURSDAY, AUGUST 15, 1901.

Delegates meet at 8.15 A.M. at White Star Line dock (foot of Griswold street) and board steamer "Tashmoo" for the Flats. Tickets should be obtained from the secretary at the Cadillac, or on the dock.

If necessary a business session will be arranged for on the boat, but it is hoped this will not be necessary.

Arrive at Mervue Club at noon, and go at once to dining hall for dinner.

1.00 P.M.

Convention meeting at Mervue (place will be announced during dinner).

EXECUTIVE SESSION.

Meeting called to order.

Report of Committee on Resolutions, Constitution and By-Laws.

Consideration of same.

Report of Committee on Question Box.

Consideration of same.

Address—"National Association and its Possibilities," by a representative of the National Association of Retail Hardware Dealers.

Discussion of same.

Paper—"Store and Window Dressing and the best method of keeping stock in order," by Henry C. Weber, of Detroit.

Discussion of same.

Unfinished business.

New business.

Election of president.

Election of vice-president.

Election of treasurer.

Election of secretary.

Election of executive committee.

Miscellaneous business.

Adjournment.

Supper at Mervue and return trip to Detroit on the "Tashmoo."

There is every reason to believe this will be a most successful affair, and advance this progressive Association still further on its prosperous career, protecting so thoroughly the interests of the merchants who compose its membership. As

may be noted in the programme, many papers of interest and importance will be delivered by prominent delegates, having reference to the conduct of this great business by methods founded on a wide experience. The many questions seriously entertained at these occasional gatherings have had an extended influence in freeing commercial conditions from the snags and pitfalls formerly so prevalent, and by a wisely organized action have lessened the many anxieties and increased the pleasure with which business should ever be surrounded.

In order to stimulate an active participation in this annual meeting, the following memorandum slip was sent to each member, accompanying the programme. Its effect cannot be otherwise than a beneficial one:

To Members:

As a paid-up member of the Michigan Retail Hardware Dealers' Association in good standing, it is your personal duty to attend this meeting, and if possible to bring some neighboring Hardware dealer with you for initiation. The times demand a more perfect unification of interests. Organization is waxing greater every year. There never was a time when the possibilities for practical dollar-bringing results were half so great as now. Do your part on this occasion and be a committee of one on membership. Last year many of the dealers did this. It is possible for all to do it in 1901. The Michigan Association will progress and grow no faster than the personal interest of its members.

Let us double our active membership at this meeting.

THE MICHIGAN RETAIL HARDWARE DEALERS' ASSOCIATION.

### The Traveling Salesman.

There was once (and may be yet) a printed notice posted in the *Herald* office which read: "You are nothing—the *Herald* is everything." For a rule of conduct to fit every case this is the best that could be devised, and the intelligent workman will see in it the mainspring of his effort, and interpret it in its intended sense. This same rule should be kept in mind by the salesman as he is the direct representative of The House, and in his hands rests its reputation.

Each sales manager has his own ideas, and places before his salesmen from time to time volumes of circular letters of advice and instruction. A few general remarks may, however, obviate the necessity of much such to the conscientious salesman, and it is hoped, if carefully noted, they may assist in making his work more satisfactory and successful to both himself and his employers.

The salesman should first remember that his value is gauged by net results, including not only such orders as are secured at once, but the general effect upon the future. The business is presumed to be perpetual, and often the work of the salesman will yield better value if directed to strengthen the position of his house for the future, than to securing small present orders.

As above noted, the impression created by the salesman's manner determines the opinion of his principals. It is presupposed that the House has an honorable record and a good standing; these must in no wise be abated by any act of a representative. It will be unnecessary to mention that the salesman, in dress, manner and habits should at all times be a gentleman, or what is better—a man. Correct habits while commendable on moral grounds, are imperative in business. Intemperance will not long be tolerated; profanity is a mark of ill breeding, while excess of any kind is sure to impair efficiency. The discriminating manager in these "strenuous days" has no use for any but those who are honest, reliable, thorough, earnest and undivided in allegiance. The degree to which these qualities are found usually determines the rate of advancement and responsibility.

Don't try to impress your customer with your superior knowledge. You are the seller. He is the buyer. Neither is subserviency nor timidity productive of good results. Show a willingness to listen and fully understand what he thinks he wants to purchase, and to assist him in getting it. Where your reason shows that he is making an unwise choice, you

can with tact, and without in any way suggesting that he is either ignorant or stubborn, show him the better way. Do this in such a way that your manner will impress him that your training and experience are better guides and that your suggestions emanate from a sincere desire to give him the best satisfaction.

Tact is a talent that should be continually cultivated, as it is the tactful man that is successful. A recent writer has said that it is superior to genius and I am not prepared to dispute the point. You can hardly name a phase of political, commercial or social life where the man of tact is not ahead. I have seen ability and brains relegated to the rear or kept in subordinate positions while the man with the hypnotic art forged ahead. Don't misunderstand me, without brains and ability no success is permanent, but with those for the charge and tact for the match, bull's-eyes are a sure thing. A recent number of the *Industrial Journal* contains a good essay on tact, read it.

If the salesman secures orders simply by the argument of lowest prices, then it matters little and he need read no further in this article. But if his house is handling or making a good line, it should be his strongest argument that there is no competition on price. If his wares are equal to those of other makers, they are of equal value, and in these days of combinations and gentlemen's agreements it becomes all the more important that the question of price be left out of any argument. Within my own experience I have seen two manufacturers attain to the highest rank by freely advertising a high price and a corresponding high quality. A failure on the part of their salesmen to secure the higher price was looked upon as a confession of failure and they were "allowed to resign."

At the risk of being called *passe*, I repeat what others have often said. Don't disparage competitors. It will take all your skill and ability to properly present your own line. Decrying the other fellow only advertises him, and if I found the salesmen of other people jumping on the company I now have the honor to represent, it would immediately cut down our advertising appropriation. You should be familiar with the points wherein your house considers its goods better than those of other makers, and if forced to compare, should honestly point out the advantages claimed. Even then avoid criticism or any inference of ignorance. Seek rather to bring your customer to look at the matter from your point of view. Make no statements of which you are not absolutely sure and which you do not yourself believe. Truth is ever convincing; the slightest untruth throws doubt upon the whole case. Many times has justice miscarried because some witness, in his enthusiasm, has drawn from his imagination for his facts.

Do not ever attempt to discuss a subject on which you are ignorant with the assurance of knowledge. Cultivate a knowledge of uses of goods you handle and ascertain the technical meaning of the peculiar language of the craft. Absence of such knowledge will inevitably lead to some incorrect use of a technical word and thus immediately convey the impression that you are not master of your business. Then confidence is gone and failure is sure to meet you. The correct and easy use of the terms of trade relating to the goods you handle will contribute largely to convey the idea that you know your business and your advice can be safely followed.

In the matter of expenses, I realize I am on disputed ground, but generally it is expected that these will be limited to what is legitimate, and be honestly stated in the voucher. Needlessly expensive hotels should be avoided, nor should you patronize any house to which you cannot without apology invite your customers. In the matter of incidentals, salesmen are often influenced by the fact that the house pays the bills. In the long run it would be better if they applied the golden rule and act as if they were themselves the payers.

As stated in the beginning, it is net results that count. The profit yielded, and the cost through the salesman of securing that profit, are factors which determine the length of service or rate of advancement. The house cannot take time always to analyze critically the expense account and to point out where it should be different. In most cases where unreasonable expenses or unsatisfactory returns continue, it is easier and more judicious to dispense with the salesman's services.

Finally, brethren, and this is my hobby, devote a reasonable amount of time to the study of the technical literature relating to your line, and to such as will give you a better insight into the source and reason, the intent and use of the goods you are handling. It is not enough to be familiar with the catalogue of the house. Learn of the materials entering into the composition, the origin, history and destiny of every piece, and familiarize yourself with the various processes necessary to make the harmonious whole.

In filling vacancies the salesman stands the best chance for promotion, if he earns it. More than any other employee he is the moulder of his own destiny and must alone be held responsible for success or failure.

ANTRIM, N. H.

F. A. SOUTHWICK.

### Sizes of Wire Cloth.

In referring to wire cloth for screening purposes the custom is to state the number of meshes per linear inch, but inasmuch as wire of various diameters is employed in making cloth of a certain number of meshes per linear inch, the character of the cloth cannot be determined unless the number of the wire from which it is woven is specified. It is important to specify the number of wire, because, for example, a 24-mesh screen woven with fine wire may have larger apertures than a 20-mesh screen woven with coarse wire. There used to be a good deal of confusion with respect to wire cloth owing to the different wire gauges employed by the different manufacturers. The difficulty has, however, been happily obviated during the last two years, the Wire Cloth Manufacturers' Association having, on March 7, 1899, adopted the Washburn & Moen, or Worcester, gauge as the standard of all iron or steel wire cloth and the old English gauge as the standard for all brass or copper wire cloth. These gauges are to be found in almost any of the engineers' pockets and from them the diameter of the apertures in a wire cloth of any mesh can be calculated readily if the number of the wire from which it is woven be specified. The mesh in wire cloth is always the number of openings in a linear inch measuring from center to center of wire. A linear inch will comprise, therefore, the same number of apertures and wires. Multiplying the diameter of a single wire in decimals of an inch by the number of wires in a linear inch, subtracting the product from unity and dividing the remainder by the number of meshes per linear inch, will give the diameter of each aperture in decimals of an inch.—*American Engineering*.

### He Wasn't That Sort of a Boy.

Mother—What! Have you been fighting again, Johnnie? Good little boys don't fight.

Johnnie—Yes, I know that. I thought he was a good little boy, but after I hit him once I found he wasn't.—*Ex.*

### Knew His Boy.

Benson—Look here, that red-headed boy of yours threw a big stone at me just now, and barely missed me!

Proud Father—You say he missed you?

Benson (angrily)—You heard what I said, didn't you?

Proud Father—Then it couldn't have been my boy.—*Tit-Bits*.

Suburbanite—You've got a new baby at your house I hear!

Townite—Great Scott! can you hear it away out there in the suburbs?—*Ex.*



## CONSULAR COMMERCIAL COMMENTS.

### METAL WORKERS' SCHOOL IN SAXONY.

An exhibit of the work done by pupils of the Metal Workers' School at Rosswein has been recently held in Freiburg, which showed the thoroughness of the instruction. The school has an average of sixty to seventy students. These pupils are chiefly from Prussia and Saxony, but all sections of Germany are represented, and even Sweden and Austria. One of the conditions of admission is that the pupil should have had three years' practical experience.

Many of the states of Germany are liberally aiding the school and granting free scholarships to worthy young men.

The school is provided with a technical library, reading and reference room, and has a large supply of scientific apparatus, electro-motors, batteries, etc., and many practical models of buildings, machines, etc. Excursions are frequently made by the pupils to the large factories and mines of importance in the neighborhood. The course at the school lasts from one and one-half to two years and embraces four departments—building, fine arts, machines and electro-technics.

A great deal of attention is given to drawing. The student is taught to create, and, in order to stimulate the inventive faculties, the German patent office sends the institution, free of charge, copies of patents pertaining to mechanical, metal and electric apparatus.

In addition to the special branches in metal work, etc., attention is also given to physics, chemistry, algebra, geometry, bookkeeping and German language lessons.

The tuition fee for the semester, or half year, is 100 marks (\$23.80) for citizens of the German Empire and 200 marks (\$47.60) for foreigners, and an additional fee of 25 marks (for foreigners, 50 marks, or \$11.90) for the use of apparatus, machines and material.

The city of Rosswein has about 8,000 inhabitants and is situated on the main railroad line between Leipzig and Dresden.

E. THEOPHILUS LIEFELD, Consul.

Freiburg, June 26, 1901.

### TRADE OPPORTUNITIES IN THE PERSIAN GULF.

Consul Schumann, of Mainz, June 27, 1901, says that according to a German trade journal, the following articles find a ready sale in the ports of the Persian Gulf:

Accordions, needles, photograph albums, matches, gold-plated steel jewelry, tobacco and cigarette cases, music boxes, wax candles, buttons, brushes, table cutlery, calico, canes, whips, shawls and kerchiefs, cement, canned goods, cottons, woolen and cotton blankets, glassware, leather, copper, cloth, blue and red ink, sponges, towels, tin, fans, crockery, artificial flowers, silks, gold lace, gloves, gauze, olive oil, lamps and lanterns, iron bedsteads, eye glasses, sewing machines, furniture, looking-glasses, watches and alarm clocks, handkerchiefs, coffee grinders, writing materials, umbrellas, perfumery, wax pearls, decorated porcelain, pharmaceutical preparations, ribbons, salt fish, sardines, butter, soap, sugar, linen, velvet and velveteen, and wines.

### FRENCH OPENING FOR SPRAYING MACHINES.

Referring to my report on the decrease of olive culture in southern France, I would note that propositions for parliamentary aid for the olive crops have been made by the senator from Nice. He says that up to 1860, this was the most important product of these regions, and the crops were worth from 10,000,000 to 20,000,000 francs (\$2,000,000 to \$4,000,000 in round numbers). A gradual diminution has since occurred, until in 1899—a very bad year, it is true—the value

of the crop was but 150,000 francs (about \$30,000). The cause has been the ravages of the olive fly and the black blight. The senator complains that no concerted measures have been taken to combat the destruction of the olive plantations, and states that one obstacle is the high price of spraying machines, capable of spraying with economy of liquid to a height of from 30 to 45 feet.

I think I have seen advertisements of American spraying machines which are intended to reach the highest fruit trees, which cost a very moderate sum. If manufacturers of such articles will send me their catalogues and prices of all such appliances, I shall have them forwarded to those interested, with a view to introducing them into this market.

HAROLD S. VAN BUREN, Consul.

NICE, June 18, 1901.

### Nicholson File Co.'s Latest Acquisition.

By the tenor of the following announcements, it will be seen The Nicholson File Co. have increased the number of brands of Files and Rasps controlled by them to nine, increasing their present extensive facilities as well:

Office of

THE J. BARTON SMITH CO.,

Fourth and Somerset Streets,

Philadelphia, Pennsylvania, U. S. A.

Having sold to the Nicholson File Co., of Providence, R. I., our entire business so far as the manufacturing of Files and Rasps is concerned, including all machinery, tools, stock of goods, patents and good-will, we desire to announce that we shall discontinue entirely the manufacture and sale of these goods.

Payment for invoices prior to August 1st, 1901, should be made to the J. Barton Smith Co., Philadelphia, Pa.

We extend to all our customers our thanks for the patronage which they have accorded us, and assure them that they cannot better serve their own interests than by transferring to the Nicholson File Co. the business with which they have favored us. Respectfully yours,

THE J. BARTON SMITH CO.,

CRAWFORD MILLER, President.

August 1st, 1901.

Office of

NICHOLSON FILE CO.,

Providence, R. I., U. S. A.

We hereby announce that we have purchased of The J. Barton Smith Co., Fourth and Somerset Streets, Philadelphia, Pa., the File and Rasp manufacturing business heretofore carried on by them in that city, including all of the machinery, tools, stock of goods, patents and good will of that company.

Payment should be made to the J. Barton Smith Co., Philadelphia, Pa., for all charges by them prior to August 1st, 1901. Remittances for all bills of Files and Rasps rendered on and after August 1st, 1901, as well as all orders, should be sent direct to the Nicholson File Co., Providence, R. I.

We solicit the continued patronage of all those who have handled the File and Rasp products of the J. Barton Smith Co., assuring them that the quality of these goods will be maintained in every particular, and that their business shall receive our prompt, careful and courteous attention. Yours respectfully,

NICHOLSON FILE CO.,

SAMUEL M. NICHOLSON, President.

August 1, 1901.

## PATENTS.

The following list of Patents, Trade Marks and Designs of interest to our patrons are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

## Patents Expired July 22, 1901.

- 302,227. WAGON-JACK, Louis Barrette, Crookston, Minn.  
 302,236. SASH-FASTENER, David H. Butler, Cane Valley, Ky.  
 302,267. TINNERS' TONGS, Wm. A. List, Wheeling, W. Va.  
 302,292. TUBULAR DRILL, A. Soderstrom, Stockholm, Sweden.  
 302,308. SCREW-DRIVER, J. S. Works, Abbot, Me., assignor to C. A. Shaw, Boston, Mass.  
 302,354. SHEEP-SHEARS, S. D. Paxton, D. E. Paxton and A. Mahurin, Ukiah, Cal.  
 302,391. CASTER, J. B. Fischer, Hamilton, Ohio.

## PATENTS ISSUED JULY 23, 1901.

- 678,867. MOP-WRINGER, L. H. Evans, Des Moines, Iowa, assignor to W. M. Randleman, same place.  
 678,889. DOOR-CHECK, G. W. Mallory, Guilds, Canada.  
 678,899. LOCK, D. B. Ozment, Gainesville, Tex., assignor of two-thirds to J. M. Lindsay and G. W. Lindsay, same place.  
 678,956. LOCK, O. Katzenberger, San Antonio, Tex., assignor of one-half to H. Uhl, same place.  
 678,959 and 678,960. PIPE-WRENCH, J. P. Lavigne and A. W. Johnson, New Haven, Conn., assignors to Yale Motor Co., same place.  
 679,020. LAWN MOWER, H. Garrett, Pendleton, Ore.  
 679,183. ICE-TONGS, H. B. McKee, Syracuse, N. Y.  
 679,266. SAD-IRON, T. G. Edwards, Philadelphia, Pa.

## TRADE MARKS.

- 36,813. HAMMERS, TROWELS, LEVERS, PLUMB-RULES, JOINTING RULES AND BROAD CHISELS, J. F. Sullivan, Hartford, Conn. The letters and character "B. & M. I. U." and the representation of a hammer, trowel and plumb-rule disposed crosswise of each other.

## PATENTS EXPIRED JULY 29, 1901.

- 302,542. NOZZLE FOR HOSE AND DISCHARGE PIPES, M. Clemmens, New York, N. Y., assignor to J. Bresnan, same place.  
 302,582. PNEUMATIC DOOR-CHECK, G. S. Perkins, Hartford, Conn.  
 302,596. AUGER-BIT, Henry L. Shaler, Deep River, Conn.  
 302,598. SCREW-JACK, Wm. P. Smith, New Orleans, La.  
 302,638. WEATHER-BOARD GAUGE, J. T. Shank, Springfield, Mo., assignor of one-half to A. M. Lapham, same place.  
 302,659. RATCHET-WRENCH, Walter J. Hunter, Greensburg, Pa.

## PATENTS ISSUED JULY 30, 1901.

- 679,295. MEASURING FAUCET, Orvin H. Chandler, Clinton, S. C.  
 679,345. OIL-CAN, Samuel G. Stafford, Bellevue, Pa.  
 679,383. LAWN-SPRINKLER, Louis Horvath, Los Angeles, Cal.  
 679,385. COUPLING-HOOK FOR EXTENSION LADDERS, H. Klemme and E. Augustien, Sheboygan, Wis.  
 679,424. PLANE, Ludwig Kemline, Pinole, Cal.  
 679,464. SASH LOCK, Henry L. Loomis, Bloomington, Ill.  
 679,495. BOX-OPENING TOOL, A. C. Bower, Newkirk, Okla., assignor to H. E. Farnsworth, same place.  
 679,702. SPOKESHAVE, W. D. Murray, Portland, Me., assignor of one-half to Walter Ackroyd, same place.

## Fish Hooks.

A conservative estimate places the number of common fish hooks sold every year in the vicinity of Cleveland at 300,000. Probably over twice that number are sold through Cleveland jobbers, but the local disciples of Izaak Walton use enough to raise a stare from the casual investigator. The discovery that such a number of hooks is annually used lends color to the stories of the "biggest fish I ever saw got away with my hook." One dealer stated that his firm alone sold over 200,000 fish hooks annually. Many of them are shipped long distances.

"Curiously enough," said the dealer, "America imports most of her fish hooks from England. They all come from the village of Ridditch, and a manufacturer of the name of

Allcox turns out the best of them. They are all hand made, and the little children of Ridditch file and polish our fish hooks. There is now one American company located at Akron, Ohio., the Enterprise Mfg. Co., that turned out millions of hooks last year."

Fish hooks are made in a bewildering variety of styles and sizes. The quality is determined by the twist and shape of the hook. The wire of which they are made varies with the size. The dealer exhibited one size that seemed too small for practical use on any fish. This is the hook that has supplanted the bent pin in the favor of the small boy who pursues the elusive minnow. Two hooks were exhibited that figure in ocean fishing. One was six inches in length and seemed enormous until the last size appeared on the counter. This hook was eighteen inches in length, with a shaft as large as a finger and a swivel eye in which a chain is run. The dealer named several fish that this instrument was designed for. To the uninitiated, it seemed intended for sperm whales. The 300,000 hooks used by the local fishermen are of much smaller size and common quality.—*Cleveland Plain Dealer*.

## Mica in Assorted Packages.

Eugene Munsell & Co., 218 Water Street, New York, have been identified with the Mica business of the country as Miners, Importers and Wholesale dealers, from a period of time which the Hardware veteran recalls with difficulty, dating back as it does to 1840. In order to meet every possible requirement for the stove and Hardware trade, they carry a complete stock of all sizes of Mica in two qualities, as follows:

North Carolina Mica: This is a selected, clear and lustrous Mica of the highest grade, guaranteed equal to any in the market.

Wyoming Mica: This is not perfectly clear, but in all other respects, is equal to the preceding, and has an established reputation.

The two grades are put up for the convenience of the trade in assorted packages. This enables the dealer at a limited outlay to carry a small stock of a variety of sizes. This fact is advertised on another page in this issue of *Hardware* at moderate prices, and which they agree to deliver upon demand "free of transportation charges, to any part of the United States."

## Discoveries through Accidents.

Accident plays quite a considerable part in the discovery of mineral deposits, according to a magazine writer. Many examples are on record. The Freiburg mines, in Saxony, were discovered by a soldier whose horse picked up a stone in his shoe; this stone was heavy lead ore. Copper was found in South Australia from examination of green mineral in burrowings of the wombat. Diamonds in South Africa and gold in California were found by chance. A geologist discovered phosphate of lime in France by analyzing sand that was used to give a violet color to bricks. Any mineral of a peculiar appearance in a district should be carefully examined. For years the great Comstock lode in Nevada was worked for gold, and the rich yellow sand, which eventually turned out to be silver chloride, was being thrown away. The Broken Hill silver mine, it is believed, was first pegged out for tin. The porous pumice ore of Mount Morgan was sold for cleaning hearths before its value became known.

## Spools and Thread.

The spool mills use about 82,000 cords, or 16,000,000 feet, of birch annually, turning out 800,000,000 spools, each spool large enough to carry 200 yards of thread. The amount of thread that could be wound upon these 800,000,000 spools would reach 3,600 times around the world at the equator and leave a little for mending.

## HINTS TO HARDWARE DEALERS. II.

### IN SHOWING UP AND RETAILING SEWING MACHINES.

In my previous article I dwelt but briefly on the necessity of knowing your machine in "Retailing and Showing It Up." I will now outline more fully the points brought out in my former article.

The first thing you have to do in retailing a sewing machine is to make the party believe she wants a sewing machine and cannot get along without one. In this way you get the party interested, and by proper tact, you get all the information you desire as to what particular features she desires in a sewing machine. Let your ideal be to sell machines to people who do not want them, provided they are able to pay for them. It is no trouble and requires no salesmanship to sell machines to people who want them and are prepared to buy. Should you fail once on a prospective customer, you must not give him up, but remember him and try again as often as opportunity and good taste will permit, and you will be sure to catch him in the right mood at last.

In showing up the machine, systematize your work as much as possible so as to do it in as short a time as possible and still satisfy and please your customer. In taking the machine from the crate, wipe it off carefully and oil every part necessary and see that all the attachments and accessories are with the machine. In showing up, first dwell upon the mechanical construction of the machine, its hardened parts and durability, and how lost motion can be taken up in a few moments and insure the machine lasting a life time. Give a brief but comprehensive outline of the many desirable features embodied in the machine. State in talk forcible and impressive of its durability, its ease of operation and light running qualities. Having given the customer a general talk of the many durable qualities embodied only in your machine, I would now proceed to thread it up and do some plain sewing, and while sewing on the machine, keep up the thread of conversation and bring out such further points as you desire to make. I would not use the various attachments unless called upon specially to do so. However, should a customer desire to know about the work of the attachments, I would proceed as follows: I begin with the hemmer. I would make a hem and sew on lace edging at the same time. In hemming and sewing on lace at the same time, the trouble with beginners is that they let the lace ride away from the hem. To keep it on the hem, let the hem get a good start; then pass the lace through the guide slot, and proceed as in ordinary hemming, keeping the lace even with the hem. Next the ruffles—sewing on a band and gathering at the same time. Then show how tucks are made and the various widths of hems. In using the tucker, and to do nice, even work and make tucks of uniform width, care should be taken not to press too hard on the goods with the left hand. There should be no pressure on the goods, but hold the folded edge close against the guide, keeping the right hand on a straight line with the needle.

In order for the dealer to become familiar with the use of the attachments, I would suggest that you read over carefully the book of instructions that accompany each machine. Clear and lucid directions are given on the use of the various attachments, and with a little practice and some patience, the dealer will soon become a fair, if not expert, operator. Every dealer should be as proficient as his competitor in business, and I am of the opinion that many more profitable sales might be made if the dealers would show and demonstrate how valuable the use of the attachments is. There is no

question but that it pays the dealer to know and be able to operate his machine, for if a lady understands how to use her machine and its attachments, she will aid the dealer to sell many more.

For that class of dealers who have not the time nor desire to learn the use of the attachments, the following line of argument may be useful: If a customer should want to know about the attachment work, tell her frankly that you are no operator, but that there is no reason why your machine in the hands of any customer should not sew as well as those sold almost entirely on their ability to do fancy work. Tell her that you guarantee your machine to do family sewing of any and all kinds; that your machine is always ready to do that perfectly on any and every kind of goods. If this does not satisfy your customer, ask her to take a seat at the machine. Instruct her to thread it properly, also how to thread and replace the shuttle, how to regulate the tensions and to shorten and lengthen the stitch. Tell her that you have just purchased a line of these popular and light-running machines, and this line being new to you, you have not yet mastered it as thoroughly as you would like. It is probable that your customer will know more about the machine in a few minutes' trial than you could tell her in an hour. All this time use your best endeavor to inspire her with confidence in the machine. Compliment her on her ability to operate it successfully, so that when you get through, she is satisfied that she can successfully manage it and do the work she requires of it.

In retailing sewing machines, it is well to remember that while the need of sewing machines exists, it has to be aroused. Therefore, the need of constantly keeping your machine before your customers. I have read somewhere that the important thing in selling at retail was to "get the right line of goods and then make a dom fuss about them." First, get the right kind of machines, at the right price, and "then make a dom fuss about it" and sales will surely follow. Aim to handle as reputable machines as you can secure, and control them in your territory as far as you can. Do not, however, seek to work too large a field. First, work your home territory and do a compact business. If you will handle a good machine and treat your customers honestly and fairly, new trade will constantly come to you because of the good influence worked by your satisfied customers. If you will constantly keep your machines before your customers and do it often and long enough, the business must surely come. The successful dealer of the future will be the one who will talk about his machine forcibly, clearly, honestly, and when he talks about his machine, he will tell something about it. If they are good machines, he will not only say so, but say why. If they are the best and better than the machine handled by his competitor—the same.

Take plenty of time to tell your story and describe the machine fully. If you will talk up your machine in the right spirit and manner, you will surely get your proportion of the trade. Try to make the machine interesting and desirable to your customer. Be different from the others in your line.

As the dealer in exclusive styles is becoming obsolete, I would advise you to study the fine points of your trade. By the fine points I mean those little preferences that a customer sometimes shows for a particular style, or quality of goods, or some personal peculiarity or predilection he may have upon this or that subject. I might perhaps better call it the "human nature" side of the business. Every man has



his weaknesses. We are all cranks, more or less, upon certain topics, whether these relate to business, politics, or other affairs of life.

The most successful dealer is the one, who, without apparent effort, ascertains what the particular hobby of his customer is, and then proceeds to make most adroit use of this information, either by pretended enthusiasm upon the same subject, or by actions which indicate plainly where his sympathies lie. Whatever the hobby, it is always humored. As in every mercantile pursuit, the sewing machine dealer must study to please, even in the little, inconsequential things of life, for many a man regards these as of more importance than the larger ones, and is often approachable only through the ever open door of his pet theory. Therefore, study the idiosyncrasies of your trade—the little things that go to make up this or that individuality. Be suave, diplomatic, resourceful. Never let a customer's weakness upon a given subject nettle you; rather turn it to good account in the manner described. The result cannot be harmful, but will almost invariably redound to your benefit, and aid in that most desirable of achievements—a permanent and increasing business.

G. H. DIRHOLD.

Chicago, Ill.

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### United States Edge Tool Co.

The United States Edge Tool Co., Cattaraugus, N. Y., whose advertisement appears in another column, is an old established company of long experience and for many years have made high grade hand-made axes for special customers. They have recently added labor-saving machinery which will enable them to turn out more goods than in the past. It is



claimed that their capacity is about 50,000 per month, and they keep a large stock of manufactured goods on hand so they can make prompt shipments. They are known as manufacturers of a strictly high grade hand-made axe for the very best trade, being made from the best steel and tempered by hand.

### A Valuable Pamphlet.

The Industrial Department of the Lackawanna Railroad, in charge of William B. Hunter, and having its headquarters at 26 Exchange Place, New York City, has just issued a 300-page booklet under the caption, "Industrial Opportunities." This work treats of every town on the line, showing its population, its distance from New York and from Buffalo, its railroad facilities, its leading industries, its leading shipments, its rate of taxation, cost of labor, rent of houses, how lighted, whether it has water works, principal power, approximate cost of steam, coal, approximate value of lands and describing vacant lands or factories available for manufacturing purposes. In the introduction the aim of the Lackawanna Railroad is set forth as follows:

First. To give assistance to manufacturers in the selection of the most favorable site for their industrial enterprises.

Second. To help cities, towns and villages along the line to expand and broaden through the location of new industries.

Advantages of this line in the mining regions of New Jersey and Pennsylvania and the agricultural districts in the State of New York are fully set forth. Copies of the book will be forwarded on application to the Industrial Department.

### Gasoline.

Gasoline is a product of the distillation of crude petroleum, and until a comparatively recent date had but little commercial value. Within, however, the short period of half a decade, this by-product has assumed an importance in the domestic economics that can hardly be estimated. During this period it had to meet, as is ever the case with important innovations, the opposition of ignorance, prejudice and over-conservatism, which was strengthened in no slight degree by the policy of unscrupulous and irresponsible manufacturers, who, in their eagerness to derive profits from so attractive a field of operations, flooded the market with a variety of cheap and inferior devices for its use, which proved not only worthless, but in many cases dangerous to handle.

American ingenuity and enterprise have not only successfully overcome those obstacles, but have made the use of gasoline practically revolutionize the important fields of power, heat and light. Reputable manufacturers, recognizing the tremendous possibilities of this commodity, are placing on the market approved devices made in connection with the highest standard of mechanical and structural perfection.

Gasoline motors, stoves and lamps are no longer to be relegated to the ranks of experiments, but must be recognized as most important elements in the economics of the age.

No better evidence of this can be had than in the announcement of the Welsbach Company, contained on another page of this number. That a Company having their standing and reputation should enter this field on the scale their announcement indicates, leaves little to be said as to the importance and advancement of this new element in progressive science.

### Output of Wire Rods and Wire Nails

According to the *Bulletin* of the American Iron and Steel Association, the production of iron and steel wire rods in the United States in 1900 amounted to 846,291 gross tons, against 1,036,398 tons in 1899 and 1,071,683 tons in 1898, showing a decrease of 190,107 tons, or over 18 per cent., in 1900, as compared with 1899. Of the total production in 1900, 1,929 tons were iron rods and 844,362 tons were steel. Pennsylvania made the largest quantity of wire rods in 1900, with Illinois second, Ohio third and Massachusetts fourth. Six other States, Connecticut, New York, New Jersey, Kentucky, Alabama and Indiana, also rolled wire rods in 1900. The production of steel wire nails in the United States in 1900 amounted to 7,233,979 kegs of 100 pounds, as compared with 7,618,130 kegs in 1899, a decrease of 384,151 kegs, or over 5 per cent. In 1898 the production amounted to 7,418,475 kegs, in 1897 to 8,997,245 kegs, in 1896 to 4,719,860 kegs and in 1895 to 5,841,403 kegs. The wire nails produced in 1900 were manufactured by fifty-six works, three less than in 1899. The following table gives the production of wire nails in 1899 and 1900 in kegs of 100 pounds:

	1899.	1900.
Massachusetts, Rhode Island, Conn.....	176,877	212,584
New York and New Jersey.....	49,603	63,466
Pennsylvania .....	2,905,211	2,158,399
Maryland, W. Va., Alabama and Ohio..	2,154,823	2,516,391
Indiana and Illinois.....	2,184,662	2,195,672
Michigan, Wisconsin, Kansas, Washington and California.....	146,954	87,467
Totals .....	7,618,130	7,233,979

### A Little-Known Postal Rule.

D. C. Whitman complained to the post-office authorities that his mail was delayed by reason of going to another D. C. Whitman in the city, and he invoked a curious law, which is to the effect that where two persons of the same name and initials reside in a city, the mail carriers must give the oldest resident first pick of the mail. In this instance, one Mr. Whitman has resided in Kansas City fifteen years, but the other Mr. Whitman has been here twice as long so that hereafter he will get first call on the correspondence.—*Kansas City Journal*.

### East Tenn. Retail Hardware Association.

The thirteenth semi-annual meeting of the East Tennessee Retail Hardware and Implement Dealers' Association convened at the Imperial Hotel, Knoxville, Tenn., Thursday evening, July 19th, and was continued during the day following. About twenty leading retail merchants representing the principal towns throughout this section were in attendance. The meeting was set to begin in the afternoon, but the members did not arrive until the night trains.

President James May, of Sweetwater, called the body to order, and delivered the opening address, setting forth the objects of the association and the benefits to be derived from it. This was responded to by J. W. Bayless, of Athens.

The first topic under discussion was "Our Relation to the Jobbers," introduced by J. H. McCaslin, of Sweetwater. J. A. T. Bacon, of Bristol, spoke on "Credit and Best Methods of Handling." "The Future of the Trusts" was dwelt upon by President Bayless and Miller Lea, of Rogersville. The last topic of the night session was "How Best to Handle and Buy Fertilizers," led by H. C. Cole, of Chilhowee, Va.

The meeting was resumed at 9 o'clock Friday morning. The topics for this session were:

Your Machinery, Contracts, Selling and Advertising.  
Your Idea of the Vehicle Business, Terms, Profit, Grades.  
Guaranteed Goods and How Best to Handle Them.  
Your Freight Rates, and How to Secure Better Ones.  
Freights, Storage, Insurance, Rents and Expenses.  
Question Box.

After this session the association adjourned to meet in Knoxville in January, 1902, this city being the permanent meeting place, on account of its central location.

The next election of officers will occur in January, they being elected annually. W. A. Jones, of Greeneville, is secretary and treasurer of the association.—Knoxville (Tenn.) *Sentinel*.

INTERNATIONAL TRADE MARK PROTECTIVE CO., 320 Broadway, New York, are distributing a valuable lot of booklets, leaflets and folders devoted to their special line of information for which this well-known company is the fountain head, having reference to trade marks, names and labels, the value of registration of the same, and the loss that has been constantly suffered by owners thereof from lack of proper attention being given to this matter. These all possess considerable interest to those who have trade marks of their own to protect, and as the several booklets are full of the necessary information by which they may be provided, we should urge the forwarding of their name and address for all such matter to be gratuitously sent them by this company.

It is stated that the Norwegian Government has awarded the entire contract for steel rails for the state railways this year, 11,800 tons, to the Pennsylvania and Maryland Steel companies. The contract last year was awarded to the United States and England, each taking half.



## A Dip of Paint

isn't enough to show whether a paint is good or bad. Time is the test that brings out the truth of paint claims.

If a paint covers well on the side of a house; if it brushes out easily and smoothly; if it wears well and withstands the elements, it's good paint.

But you can't ask your customers to make a test of that kind and run the risk of their finding the paint worthless. You'd lose their trade and their influence.

The thing to do is to sell them a paint that others have tested in this way for years and that has proved itself invariably good.

**THE SHERWIN-WILLIAMS PAINT**  
is such a paint.



### THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS.

CHICAGO,  
NEW YORK,

NEWARK,  
MONTREAL,

CLEVELAND,  
BOSTON,  
TORONTO,

SAN FRANCISCO,  
KANSAS CITY.

Write 31 Michigan Street, Cleveland for the "B-13" illustrated booklet on our Paints and Methods.

### Bridgeport Mfg. Co.'s Specialties.

Bridgeport Mfg. Co., Bridgeport, Conn., have recently issued a comprehensive catalogue of their Hardware specialties to which they invite the attention of the trade. Among the contents, we notice their improved Jumbo Nail Puller, which is provided with jaws and shank forged from the finest quality of steel, thoroughly hardened and oil-tempered, the jaws being held in position by an enclosed steel spring. It is made in two sizes, 15 and 18 inch. The "Dunwell" Gas Plyer is forged from sheet cast steel, has milled teeth, tempered jaws and is bright finish. The Hercules Cutting Nippers are forged from a fine quality of cast sheet steel, carefully tempered and of tested quality. It is provided with a compound lever that insures easy cutting. The Rosedale Screw Driver, one of the many kinds made by them, is highly polished and tempered, has fine cast steel blade, and rosewood finished handle. It is provided with a double wing on shank, to prevent any turning in the handle in use. The "Waldorf" Steel Laid Straight Trimmers are made in full nickel-plate or with nickel-plated blades and enameled handles. These popular shears are made from the finest quality of steel faces welded to malleable backs. Their "Modock" Shear is provided with an improved brass bolt and nut, spring brass washer, japanned handles, nickel-plated blades, each shear being put up in an anti-rust water-proof pocket. The spring brass washer always holds the blades in a proper position to work easily, and make a clean cut. Among their salable specialties now popular with the trade may be mentioned the Eureka Combination Plyer, Standard Ticket Punch, Keyes' Solid Steel Plyers, Wire Cutters and Nippers. The company have greatly improved the style and quality of their leading specialties, have made no advances in price, but some reductions. With increased facilities and the possession of a good factory stock, they are prepared to ship promptly throughout the season.

## RECENT TRADE PUBLICATIONS.

UNITED STATES WIRE MAT CO., Decatur, Ill. Booklet catalogue, envelope size, 14 pages. Under the title of "What Mats Should Do and What THE Best Mat Does Do," they give a history of the wire mat business, enumerating the various styles in an extremely interesting manner, illustrating what they say with excellent cuts, and finishing with a catalogue and price list of their own production, the concluding page showing that a large number of the leading jobbers throughout the United States are identified with the distribution of their production.

SEARLS MFG. CO., Newark, N. J. Pamphlet catalogue, 42 pages, covering the line of bath room and household specialties manufactured by this well-known concern. Embraced in its contents is a large and very desirable line of these goods, of new and improved patterns, very much extended in scope and variety, and well deserving of the attention of the Hardware trade. Most of the patterns are perfectly plain. They are manufactured from brass heavily plated with nickel, which they have decided to be the most suitable finish for this class of goods, it being so easily cleansed and brightened. When desired they are also made from polished brass. They state in the catalogue that they now manufacture 163 patterns, and for the convenience of dealers to enable them to show these bath room articles to the best advantage, they will furnish a sample line of the pieces, handsomely mounted on a velvet-covered board, with oak mouldings, charging only for the samples, and making no charge for the mounting.

HOLLANDS MFG. CO., Erie, Pa., 1901 catalogue Machinists' and Plumbers' Tools, Natural Gas Burners, etc. Pamphlet catalogue of 48 pages, showing the popular line of Vises made by this well-known company, including Machinists' Vises, with stationary and swivel bases, with Swivel Jaw, or with and without offset, Self-Adjusting Taper Jaws, Detachable V-jaws, Filers' Vises. In this assortment of special vises will be found Pattern Makers' Vises, with detachable rubber, copper or lead jaws; and Star Bicycle Vises. Included in their assortment will be noticed Combination Pipe Vises, both light and heavy, together with Malleable Pipe Vises (Side Issue); Malleable Hinged Vises, Polished Tubing Vises and Pipe Vises with patented roller jaws. A line of goods similar to these, marketed under the trade mark of "Key-stone," is also illustrated and described in this catalogue, which includes in its contents a line of Pipe Wrenches and Pipe Cutters, covering all the several varieties demanded by the wants of the trade. Altogether it is a very desirable catalogue for the Hardwareman to add to his collection. It should be sent for.

THE STANLEY WORKS, New Britain, Conn., have recently published an attractive booklet devoted entirely to the exploiting of the Ball-Bearing Hinges made by this well-known company. The contents are made doubly attractive by a number of artistic illustrations, in which an up-to-date lady drummer is supposed to be doing the talking that is embodied in the accompanying pages. It is needless to say the reading matter is of a character that impels perusal, and if the object of publishing an artistic brochure of this kind is to obtain readers, it is certainly attained by this method of advertising. Included in the illustrations given in the booklet, is shown the Milwaukee Public Library and Museum, and the Park Row office building, New York, both of which were equipped throughout with the Stanley Ball-Bearing Hinges, and fur-

nish in each case an excellent object lesson of their undoubted utility. Altogether the publication is one of an extremely artistic character, and reflects credit on the advertising department of this well-known company.

RUSSELL & ERWIN MFG. CO., New Britain, Conn., and 43 Chambers Street, New York. Envelope size booklet of Builders' and other Hardware, consisting of 30 pages, handsomely printed on excellent paper, with a very attractive cover, with the title and design "Money Makers." The contents give the leading styles of inside sets to which they desire to call the attention of the trade, together with the artistic Hardware designed to trim with the same. Included in the contents are wrought steel rim knob locks, Century ornamented rim locks, rim night latches, mortise locks, together with door checks, store door handles, transom lifters, axle pulleys, etc. It is a very perfect little booklet that is undoubtedly designed for wide distribution, and will be welcomed by the trade.

LISK MFG. CO., Canandaigua, N. Y. Twelfth annual illustrated catalogue for 1901 of the Lisk Patent Anti-Rusting Tinware manufactured by them. This is a pamphlet catalogue of 128 pages, printed on superior coated paper, finely illustrated throughout with wood cuts showing every possible variety, size and style of the goods produced by this company. The company state the line is much larger and more complete than heretofore, embracing in every detail the same essential features that have made the word Lisk stand for a line of anti-rusting tinware which is warranted perfect in every respect and absolutely rust-proof. The extensive works form a frontispiece to the catalogue, giving evidence of the large establishment now devoted to the manufacture of these goods, and on one of the early pages is shown very handsomely printed in colors their guarantee certificate which is given to every dealer handling these goods, the guarantee being that "should any of the goods be returned rusted at any time, we guarantee to replace each and every piece with new goods free of charge." Dealers handling this class of goods would be wise did they add this catalogue to their library.

UNION HARDWARE CO., Torrington, Conn., New York office in charge of Tower & Lyon, 95 Chambers Street. 1901 catalogue of Ice Skates, covering their large and popular line so well known to the Hardware trade. While the company in the new catalogue display the same general line that they have shown in past seasons, they have added some entirely new high-grade goods, possessing special features. They show a new "Flanged Blade," which is displayed on page 11, and which they apply to many numbers of skates in the catalogue, presenting as it does an extremely fine appearance. Its construction gives great strength, while at the same time reducing the weight of metal, making it an extremely light skate. It also gives a broad tread on the bottom, which by making the skate easier to stand on, reduces the strain on ankles and muscles. They show a number of patterns in "Screw Clamp" fastenings, new "Lock Lever Club" for ladies, new "Swedoh" Racer, and also the "Extension Bob" skate for children. In a separate catalogue issued at the same time all their various styles of Hockey Skates are shown, which are of the latest design, finest finish, and of superior workmanship. The company call attention to the fact that, while extremely light in weight, the superior quality of material used guarantees their strength.



## NEW GOODS AND SPECIALTIES.

### Improved Automatic Blind Hinge and Fast.

R. P. Whipple & Co., 293 Main Street, Springfield, Mass., have recently placed on the market an improved Automatic Blind Hinge and Fast combined. The hinge, which is here illustrated, is very simple and strong and easily attached to the blind and house. It is claimed by the manufacturers that this is a complete set of blind fixtures in itself, no hooks being required to hold the blind either open or closed, and it will not slam, rattle or blow off. The construction of the hinge

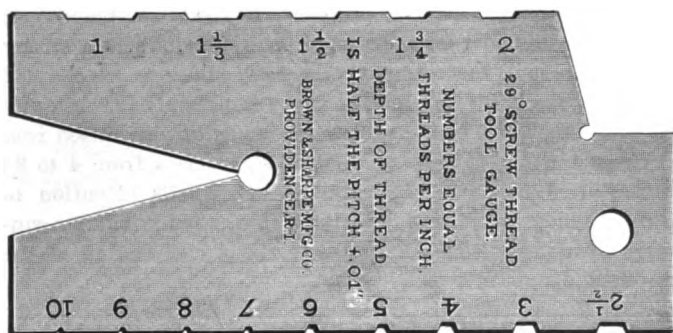


IMPROVED AUTOMATIC BLIND HINGE AND FAST.

displays considerable inventive ability. The barrel and pawl are made of the best malleable iron. The plunger is constructed from wrought iron and is flat in place of being round (like the old-style hinge) which gives a better bearing for the pawl to work on. Between the barrel and pawl is a hard brass washer that will not rust, grate nor grind like a steel washer when the paint rubs off. Inside of the barrel is an oil-tempered steel spring. This spring being enclosed cannot be obstructed with paint, and will not rust, as it is not exposed to the weather. Taking quality and price into consideration, it is claimed to possess selling merits that place it in advance of the old-style hinges now prominent in the market. The manufacturers will be pleased to furnish circulars giving further information upon the request for prices.

### Brown & Sharpe's New Screw-Thread Gauge.

Brown & Sharpe Mfg. Co., Providence, R. I., are placing on the market an improved Screw-Thread Gauge, which has many advantages over the round gauge, which may readily be seen by comparing the two. The tool-setting gauge fur-



BROWN & SHARPE'S NEW SCREW-THREAD GAUGE.

nished with the old style gauge is done away with, and a new feature added in the slot at one end, having an included angle of 29°. Thus the workman can gauge the angle of the tool irrespective of the pitch. The shape of the new tool is somewhat more convenient than the old style, and three additional pitches are cut in the gauge, viz.: 1½, 1¼ and 2½. This

gauge is new in design and furnishes a correct standard to which tools can be ground to cut threads of a uniform angle to take the place of square threads. The thread is the same depth as the square threads, but as the sides are at an inclination of 14½ degrees (29 degrees including angle), this form of thread is stronger, and is generally adapted for cutting worms. The gauge is made of the best steel, tempered, adjusted and all angles accurately tested after hardening.

### Crescent Safety Razor.

The Southington Cutlery Co., Southington, Conn., and 98 Chambers Street, New York, are placing upon the market at the present time the Crescent Safety Razor, which is one of their latest specialties. We illustrate the several parts of this razor in the course of this article. Fig. 1 represents the actual size of the razor when it is ready for use, with the extra section that accompanies the same in order to hold the

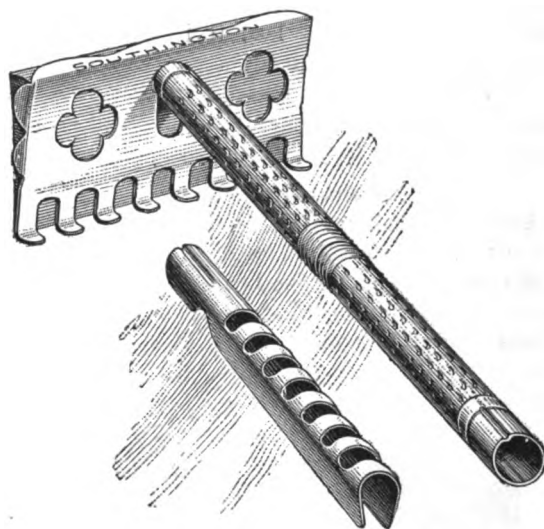


FIG. 1.—CRESCENT SAFETY RAZOR, ACTUAL SIZE.

blade when stopping. Although not necessary, this blade holder, if desired, may be joined to the regular handle in order to give a greater degree of leverage in stopping. The company refer to the construction of this razor as being exceedingly simple, effective and one of the most perfect articles of their production. It contains all of the strong points of

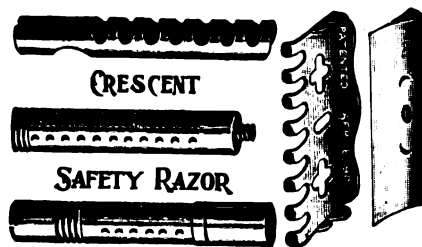


FIG. 2.

the other makes. It can be easily changed, the blade being removed by unscrewing the handle. Every blade is of the standard size, and can be used with any holder. Some makes on the market make it essential when buying an extra blade to return the holder that it may be properly adjusted. In the Crescent every blade is easily adjusted by a quarter turn of the handle and sliding the blade forward the required dis-

tance, and then screwing it up again. The blade is made of the best cutlery steel, and the guard of nickel or German silver instead of the usual nickel brass. A threaded spindle on the end of one section of the two-piece handle, which



FIG. 3.

screws into the blade, holds the blade in position. Both blade and guard being held securely together, there is ample play in the guard for accurate adjustment. In Fig. 2 all the parts are shown separately, and Fig. 3 shows the decorated hinged, felt-lined metal container, in which the article is marketed. This is shown actual size, the extreme dimensions of which are 2 3-16 x 1 1/4 x 1/2 inch, the weight of the entire outfit including box being less than 1 1/2 ounces. The limited space required by the razor makes it particularly desirable for tourists or other travelers with whom bulk and weight have to be considered. As each metal container is put up in a neat dove-tailed slide-cover wood box, it is admirably fitted to answer the mail order department of the dealers handling the same. One of the most important features in connection with the marketing of this specialty is the moderate price at which it is offered the trade.

#### The Rochester Radiator.

The Rochester Radiator Co., Rochester, N. Y., whose advertisement will be found in another column, are placing before the trade what is claimed to be a Radiator possessing points of superiority, and which as far as it has been introduced, has met with every evidence of appreciation. It is designed to be placed on the stove pipe next to the stove,

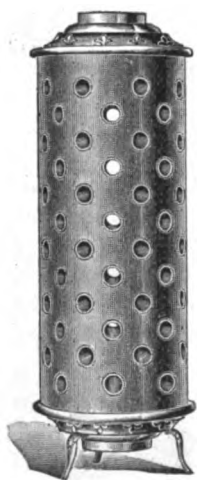


FIG. 1.

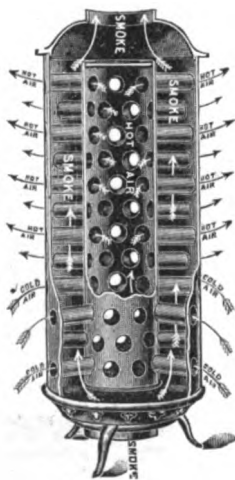


FIG. 2.

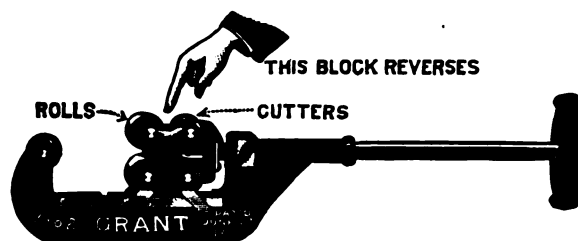
THE ROCHESTER RADIATOR.

with the promise that it will double the capacity of the heater, or by its addition to the stove give you the same amount of heat with half the fuel. It can be placed in the room on the floor above, or in an adjoining room, where it may be made to do all the work of an additional stove with no labor and no further expense, as it utilizes all the waste heat. The radiator is constructed from American Russia iron, with highly ornamented nickeled cast iron top, base and legs. It is made in a number of styles suitable for stove pipes running from five to nine inches. The most popular style for general use is shown in Fig. 1, being Style A, the list price of which is given as \$8. The diameter of this style is 12 inches,

length 34 inches, weight 30 pounds. No. 15, suitable for 5-inch pipe, and No. 155, for 5 1/2-inch pipe, is provided with 84 cross tubes, which operate as shown in the sectional view presented in Fig. 2. Nos. 16 and 17, designed for 6 and 7-inch pipe respectively, are provided with 96 cross tubes, which gives the greatest amount of radiation possible in the ordinary size of stove, for which they are intended.

#### The Grant Change Pipe Cutter.

The Hardware trade handling plumbers' and steam fitters' supplies will be interested in the Grant Change Pipe Cutter, which is being put on the market by Homer F. Livermore, 81 Pearl Street, Boston, Mass. The cut indicates clearly the construction of the tool, one of the features of which is a



THE GRANT CHANGE PIPE CUTTER.

reversible block used in connection with the adjusting lever. On two corners of this block are rolls, and on the other two corners are disk cutters. This block can be readily reversed so as to bring all three cutters into play in cutting large pipe. The rolls will press small pipe against the single cutter when the smaller sizes of pipe are being handled. The cutter may be adjusted for cutting all sizes of pipe from 1-8 inch to 2 inches, so that only one pipe cutter is necessary in a kit of tools to equip the workman for all ordinary work. It is also claimed that the tool is made of the best materials and is strong, light and simple, so that it is likely to be durable. The parts are all made interchangeable so that in case of accident any part may be readily renewed.

#### Fenn's Rotary Ventilators.

George E. Fenn, 94 Blackstone Street, Boston, Mass., is distributing a small 12-page illustrated catalogue in the interest of Fenn's Rotary Ventilators. These ventilators are manufactured in two styles—viz., Fenn's Patent Rotary, and Fenn's Archimedean Rotary Ventilators. Both are designed to work on the same principle as an exhaust fan, but have a vertical instead of a horizontal axis. They consist of a bed or cylinder and the whirling head or fan is attached to a vertical spindle. At each end of the spindle are bearings adjusted so as to be absolutely noiseless and free from friction. In the working of the ventilators the wind is used as the motive power, revolving the head with great rapidity, thereby throwing off the pressure of the atmosphere and creating a partial vacuum or suction which induces a strong upward draft in the chimney. These ventilators are claimed to be absolutely storm proof, it being impossible for rain and snow to reach the inside. They are made of galvanized iron furnished either painted or unpainted, in sizes from 4 to 30 inches in diameter. The catalogue also calls attention to the Chimney Bases and Ventilator bases made by the concern, which are deemed necessary to a proper setting of the rotary ventilators.

#### Simon Frost Believes

When the axles begin to squeak it's time to grease the wheels.

Even a hoss knows it's easier to climb a steep hill by takin' a zig-zag path.

Meetin' death's an invitation ye can't get out o' acceptin'.  
"They that sows the seed won't reap the harvest without they hoe the corn while it's growin'," says Simon Frost.

## REVIEW OF THE MARKETS.

**Wire Nails:** There is still a very satisfactory demand for Wire Nails, which, from present indications, do not seem to be largely in overstock either in the dealers' hands or at the mill. Sales for July and so far in August have been larger than was expected. Prices remain unchanged as follows: f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in ten days:

To jobbers in carload lots.....	\$2.30
"          less than carload lots.....	2.35
To retailers in carload lots.....	2.40
"          less than carload lots.....	2.50

*New York prices.* The demand for Wire Nails is fair. The following prices represent the market :

To retailers, carload lots on dock.....	\$2.58
Small lots at store.....	2.60

**Cut Nails:** July prices having been affirmed for August sales, the demand for Cut Nails is in about the usual moderate condition noted for the season, prices remaining as previously quoted, as follows: f. o. b. Pittsburgh, plus the actual freight to point of destination, terms 60 days, or 2 per cent. discount for cash in ten days:

In less than carload lots.....	\$2.10
Carload lots.....	2.00

*New York prices.* The local market is without especial energy, and prices remain as follows:

To jobbers in carload lots on dock.....	\$2.18
"          less than carload lots on dock.....	2.18
Small lots from store.....	2.25

**Barb Wire :** The mills are gradually getting back orders filled, and prompter deliveries are beginning to be noted. The Western demand continues very good. Sales are largely in excess of anticipation for the Summer season, the jobbers having had a record business ever since the Spring season opened. Quotations remain as previously noted, F. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in ten days:

To jobbers in carload lots, Painted.....	\$2.60
" " Galvanized.....	2.80
" less than carload lots, Painted.....	2.85
" " Galvanized.....	2.95
To retailers in carload lots, Painted.....	2.70
" less than carload lots, Painted.....	2.80
" " Galvanized.....	3.00
" " Galvanized.....	3.10

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** The volume of business is still of a character that prevents prompt shipments by the mills, which are somewhat behind in filling orders. Quotations remain the same, as follows: f. o. b. Pittsburgh, terms 60 days, or 2 per cent. for cash in ten days:

		Base sizes.	
		Plain.	Galv.
To jobbers in carload lots.....		\$2.25	\$2.85
"    less than carload lots....		2.30	2.70
To retailers in carlots.....		2.35	2.75
"    less than carload lots...		2.45	2.85

The above prices are for the base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the advances indicated in the following table:

Plain Fence Wire Advances (Catch Weights).			
Nos.	Base.	Galvanised.	
6 to 9.....	\$0.05	\$0.40	extra.
10.....	advance over base.....	.40	"
11.....	.10	.40	"
12 and 12½..	.15	.40	"
13.....	.25	.40	"
14.....	.25	.40	"
15.....	.45	.75	"
16.....	.55	.75	"
17.....	.70	1.00	"
18.....	.85	1.00	"

For even weight bundles, 50 pounds and over, 5 cents per bundle advance on above.

**Cordage:** The varying qualities of Cordage now prevailing in the markets, make settled prices somewhat difficult, each quality having quotations of its own. The following quotations represent the market for best makes of Manila, Sisal sympathizing with it to some extent:

	Pounds.	Cents.
Manila, 7-16 inch and larger.....	98	10 1/2
3/4 inch.....	100	10 1/2
1/2 inch and 5-16.....	108	7 1/2
Sisal, 7-16 inch and larger.....	7	8
3/4 inch.....	7 1/2	7
1/2 inch and 5-16 inch.....	8	6
Lath Yarn, medium and coarse.....	7	5
Jute Rope, No. 1.....	6	
No. 2.....	5	

**Blinder Twine:** The season is about over except in extreme Northern latitudes. Prices remain as previously quoted, and are as follows:

	Pounds.	Cents.
White Sisal, 500 feet per pound.....	7 1/2	
Standard, 500 feet per pound.....	7 1/2	
Manilla, 600 feet per pound.....	9 1/2	
Pure Manilla, 850 feet per pound.....	11 1/2	

**Linseed Oil :** The following are the latest quotations by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....	83 cents per gallon.
In lots of 5 barrels or more.....	82 cents per gallon.

The five-barrel price applies only to deliveries of that quantity at one time.

**Bolled Linseed Oil, 2 cents per gallon higher than Raw.  
Calcutta Oil. 85 cents per gallon.**

THE PHILADELPHIA TRADE.

July has proved an unusual month, as the sales for that period were considerably in excess of the usual amount for that month, showing that even the unusually hot weather has not had the effect of retarding trade.

The usual vacation season is still upon us, and, while jobbers endeavor to get their vacations finished up in July, it seems as if August was the favored month among the trade generally for this purpose, and many local dealers are reported "away." The month, however, opens with very good prospects, and, if the Steel strike does not have a discouraging effect, there seems to be no reason why we should not enjoy good trade.

Prices are remarkably firm, and already the strike is blamed for some shortage of goods, which is apt to grow more acute as the strike is prolonged.

Reports from the farming trade seem to be varied; the heavy rains in the early part of the Summer appear to have done some damage, but, on the other hand, coupled with the drought in the West, they have so advanced prices on many farm products that it is to be hoped that farmers will be able largely to recoup their losses, and, possibly, come out ahead. Potatoes have already advanced heavily, and all farm produce is considerably higher than usual. BIDDLE HARDWARE Co.

## THE BALTIMORE TRADE.

Business is now beginning to improve and larger or stock orders are more numerous. Tinware and plate are soaring, due possibly to the strike which is still an unknown quantity. The general market seems steady with the exception of Shovels and Steel Goods, which goods are likely to drop in the near future in consequence of the large number of independent manufacturers, outside of associations that have been endeavoring to get exorbitant prices on such goods manufactured in these lines. Rebates due us on shovels which have matured in the past four months are still in the hands of Mr. Parks, notwithstanding the fact we have several times





requested remittance. The committee of the Steel Goods Association must be having a hard time to determine the amount of rebate the jobber is entitled to on purchases for the past season, judging from the length of time this matter is supposed to have been in their hands.

Such conditions are suggestive of methods which do not reflect credit upon associations and can but lead to distrust on the part of those who have placed contracts and confidence in fair dealings. We hope there is a brighter day for the jobber near at hand, as prospects for making money handling Hardware at present are not very encouraging.

Making a living simply is not making money, but when a fellow can work hard twenty or twenty-five years and then find he has laid up enough to retire upon he might feel that he has made money and is not too old to enjoy it. Collections continue good.

H. W. WEBB & SONS.

#### THE PITTSBURGH TRADE.

Business has kept up in the jobbing trade remarkably well all through the Summer. July was a very busy month and August is opening in the same way. Mail orders during the vacation of travelers came in such numbers as to keep all the force at work.

The two drawbacks to perfect conditions are the partial failures of the Western corn crop and the unsettled strike in the steel mills.

At this writing, negotiations are still going on, and the result is uncertain, but we hope for an early settlement.

LOGAN-GREGG HARDWARE CO.

#### THE SAGINAW TRADE.

July trade was very satisfactory, the best for several years. This is remarkable from the fact that no salesmen were out, it being vacation time. The outlook for Fall is very good. The indications are there will be a great demand. Our only fear is, that the trouble among the steel and iron workers is going to cause delays and disappointments. Our only hope is that good common sense will rule, and a settlement be made that will enable all wheels to turn and the prosperity of the country left undisturbed.

MORLEY BROS.

#### THE ST. PAUL TRADE.

Everything in our section looks favorable to harvesting a good crop, and we cannot see how anything can occur to affect it to any extent. The good reports for all of Minnesota, North and South Dakota, Wisconsin, Iowa and Montana, as well as Washington, are general. Prices are upheld with sharp advances on black and galvanized sheets, tin and terne plate, and many articles made of this raw material. We all wonder what the result of the strike will be, but feel that even if settled soon, there must be a scarcity of certain goods.

C. W. HACKETT HARDWARE CO.

#### THE DAVENPORT TRADE.

After a month of intensely hot weather and drouth, we have one inch of rain and cooler weather.

Circumstances and conditions considered, the amount of sales have been satisfactory indeed. The sales footings for July are more than for the same month a year ago.

The crops are seriously damaged by heat and drouth.

Prices in many lines are advancing and jobbers are not disposed to advance their selling prices accordingly. Collections only fair.

SICKELS, PRESTON & NUTTING CO.

#### THE GRAPHITE TRADE.

Since our letter to you in the beginning of July relative to graphite and graphite productions, matters have been moving on very much the same as at that time; business continues to be good all along our various lines.

Usually during the Fourth of July week, we try to close down for a few days for boiler inspections and general overhauls, but this year the short close-down was a positive set-back to our overcrowded order books.

Like other readers of your journal, we well remember seven years ago, and we appreciate, as the *New York Sun* puts it, that the situation at the present time is, in nearly every important respect, the reverse of that of seven years ago.

"First, and most important of all, the monetary system of the United States now rests securely upon a substantial foundation. We have followed the example and profited by the experience of all older nations in adopting unequivocally the gold standard. All the money heresies are dead beyond hope of resurrection. The Federal treasury is overflowing with gold, and the Secretary of the Treasury is doing his best in utilizing the surplus income in retiring the obligations of the Government. Within the last three years the country has sprung by a tremendous leap into the foremost ranks of military, diplomatic and commercial nations.

"The general business of the country certainly reflects no apprehension of an impending descent into a condition of depression and inactivity. The railroads of the country were never financially stronger than they are to-day, and this after spending hundreds of millions of dollars in improving their physical condition and to increase their facilities. It is possible, of course, that evils of great magnitude are lurking beyond the horizon, but there is no suggestion of them, not even as large as a man's hand."

JOSEPH DIXON CRUCIBLE CO.

#### Artificial Leather.

Consul-General Hughes writes from Coburg, July 11, 1901, that, according to the German press, fibro-leum, a new artificial leather, has just been invented by a Frenchman. It consists of pieces of refuse skins and hides, cut exceedingly small, which are put into a vat filled with an intensely alkaline solution. After the mass has become pulpy, it is taken out of the vat, placed in a specially constructed machine, and after undergoing treatment therein, is again taken out and put through a paper-making machine. The resulting paper-like substance is cut into two large sheets, which are laid one upon another, in lots of from 100 to 1,000, and put into a hydraulic press to remove all moisture. The article is strong and pliable, and can be pressed or molded into all kinds of shapes and patterns. It is said to make the best kind of wall paper. Decorators who have used this article speak of it in the highest terms.

•

"The late editor's wife is something of a humorist."

"Indeed?"

"Yes; took a line from his original salutatory and placed it on his tombstone."

"What was it?"

"We are here to stay!"—*Atlanta Constitution*.

THE  
FILE AND RASP BUSINESS  
OF THE

J. BARTON SMITH CO.

PHILADELPHIA, PA.

NOW OWNED AND OPERATED  
BY THE

NICHOLSON FILE CO.

FILES  
&  
RASPS

AT  
PROVIDENCE, R. I.,  
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Address all Orders and Inquiries to the MAIN OFFICE

### Where Your Mind is Blind.

Things which we see daily but cannot describe.

You go up and down the stairs in your house on an average eight times a day. Yet even after living in that house twenty years, the odds are heavy against your being able to tell the exact number of steps.

There is no catch about this. It is simply that your brain does not register permanently one-tenth of the impressions your eye or ear nerves convey to it every minute of your life.

If any one asks you what sort of numerals there are on your watch face, you will say without hesitation, "Roman." But in all probability you have never noticed that the usual Roman symbol for four, IV., becomes on your watch face III.

You can stump any friend by asking him suddenly how many spokes there are in a carriage wheel and how many in a bicycle wheel. For your private information, sixteen and thirty-two are the respective numbers.

A pearl pin may be stuck in your tie every morning of your life, and at the end of ten years you will probably not be certain, without looking, of the number of stones in it. The man who can give you the number of his watch off-hand you can set down as quite out of the common run.

"Middle height, dark hair, was wearing a dark suit and a bowler hat."

"That," says a police sergeant, "is about the average description we get of a missing man, even from his nearest relative." The color of one man's eyes was given by his sister as blue, by his brother as gray, while his father declared they were hazel. Trifles such as a man's complexion, whether he has any teeth missing, the color of his tie, and the pattern of his clothes, are generally unknown to his relatives.

Many men who see a thousand horses a day in the streets could not tell you, without looking, on which side the mane lies; and there are hundreds of others of country birth and bringing up who have never noticed one curious difference between cattle and horses. In rising after lying down a cow always straightens her hind legs first, whereas a horse rises on his front legs to a dog-like sitting position and then jumps to his feet.

England is famous for its east winds. Even an Englishman would be slow to believe if you told him that east wind is prevalent for less than one quarter of the year. It blows three days from the southwest for every one from the west.

There are three hundred sorts of British birds, a hundred of which are so common that people who live in the country have probably seen all of them. Yet not one person in twenty can point out the difference between the crow, the rook, and the jackdaw. House-martins, sand-martins and swifts are

all lumped as swallows. Even hen blackbirds and thrushes are constantly confused.

You will often see stuffed birds in positions they never assumed alive. A thrush, for instance, in the act of singing, with its beak pointing straight to the sky. A man whose business it is to mount birds should have seen for himself that the thrush tilts its head but slightly when in song.

It sounds absurd to talk about flowers anywhere except in hothouses these dull Winter days. But he who has eyes to see knows that gorse blossoms all the Winter through, and that delicate little mosses and lichens put forth their tiny blossoms along the bare Winter hedgerows.

Next time it snows, go out and catch a few flakes on your coat-sleeve, and watch them before they melt. If you have never before taken a good look at a snowflake, you will be amazed at the new world of exquisite shapes opened up.

Cats and squirrels are both capital tree climbers. Watch a squirrel coming down a trunk. It rattles to the ground head first with its hind feet twisted backward. The cat, on the contrary, invariably comes down backward until quite close to the ground, when it turns and jumps.

Your mind tells you that you see things as they are. But your mind is wrong. The eyes sees everything upside-down, and it is sheer force of habit that has accustomed your mind to reversing the tops and bottoms of things.—*London Answers.*

### Where Camphor Comes From.

A writer in a recent *St. Nicholas* notes that camphor grows in China, Japan and other parts of eastern Asia. Occasionally a camphor tree becomes so old and so large that it is a veritable landmark. In 1691, for instance, a traveler in Japan described a tree which he found that was thirty-six feet about the trunk. Almost a century and a half later the same tree was said by another traveler to be fifty feet around. "If you take one of the shiny green leaves from a camphor tree and rub it gently between two stones you smell the same odor as comes to you when you take the lid off a camphor jar. Every part of the tree contains its part of the gum, but the bulk of it comes from the root, trunk and branches. The first step is to reduce a tree to chips, and these are put into iron vessels having a cone-shaped cover lined with rice straw. Then the vessels are heated and the camphor is driven out of the chips. Do you know what I mean when I use the word "volatile?" No? Well, a thing is volatile that seems to fly off in the air. Now, camphor is volatile; it is capable of being changed into vapor. When heat is applied to the iron vessels the camphor is volatilized, but it condenses almost at once; that is, it is changed to a multitude of tiny little lumps of solid camphor, which fasten themselves on the straw that lines the cover. It is then scraped from the straw, refined and pressed into blocks."

# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

### The Right Temperature for Varnish.

Varnish is so often applied under unsatisfactory conditions of temperature and is subjected to such extremes of heat and cold while it is kept in stock, that many unsatisfactory jobs are thought to be the fault of the varnish, when really the trouble is all due to the wrong temperature.

The best temperature for the varnishing room is 70 degrees. It is necessary in order to produce the best results, to have the varnish and the surface over which it is to be applied of about the same temperature as the room. If the room is too cold the varnish is liable to run, will not dry satisfactorily and may pit. If the surface is too cold the result is apt to be much the same as if the room were cold. The pitting may be accounted for by the varnish contracting after it has been spread out over a cold surface.

If the varnish is cold it will be too heavy, will work hard and it will be almost impossible to get a good, smooth, finished surface.

To keep the varnish at right temperature it is well to keep it in a cool place in Summer and a warm place in Winter. It should never be stored in cold, damp cellars nor in extremely cold rooms, where there is no heat in Winter. If it is not possible to keep it in a place that is warm enough, it is advisable to bring the varnish into the room long enough before using, so that it may become thoroughly warmed through. It is well to warm the cup before putting varnish into it. It might do to put the can on a radiator for a while, being careful to open it first. It should not be allowed to get hot though, as this would make the varnish too thin, and would be apt to cause it to pit if applied when it was much warmer than the surface.

In cold weather it is well, if possible, to do the varnishing in the morning, so as to have the benefit of the warmer air during the day to assist the drying.

In short, to get the best results varnish should not be exposed to extremes of heat or cold. We keep our varnish storage buildings at a temperature of about 70 degrees all the year 'round. Then in applying varnish, the most satisfactory results will be obtained if the room, the varnish and the surface are all at about a temperature of 70 degrees.—W. R. SIEPLEIN, in *The Chameleon*.

### Rerolling Old Steel Rails.

During the past five years there has been developed a method of utilizing old steel rails which bids fair to become an important factor in the steel industry. About ten years ago an official of the Chicago, Milwaukee & St. Paul Railroad turned his attention to the problem of utilizing worn-down and defaced rails by rerolling them to a size somewhat smaller than the original section. After considerable experimental work, it was determined in 1897 to erect a plant for the special purpose of rerolling old rails. The first plant was erected at Joliet, and in 1898 a second plant was built at Kansas City. At the present time over 1,000 miles of track have been relaid with rails that have been passed through the rerolling mills, a total of nearly 100,000 tons having been thus treated by the new system. The wear upon the rails is chiefly on the top and inside of the head of the rail. In the process of rerolling the rails are very slightly reduced in the webs and flanges, while the contour of the head is restored to

a symmetrical, though somewhat smaller, section. The process, as stated by *Scientific American*, consists in first passing the rails beneath a set of grinders, which take off the slivers and rough edges from the head, then heating them in a special furnace to a temperature of 1,700 degrees and rolling them down to the desired section, the rails passing out of the finishing rolls at a temperature of 1,480 degrees. The rails are then sawed to proper length, straightened and the holes drilled for the angle bars. The thorough working over of the metal at such a comparatively low temperature serves to improve its quality, not chemically, of course, but by virtue of the density and toughness which result from a thorough working over of steel and iron. The reduction of the section of the rail produces a corresponding elongation, a thirty-foot rail being increased by one to two feet in length for a reduction of cross section of 8 per cent. The value of this system is obvious, particularly in view of the fact that theoretically the oftener a rail is rerolled the better its quality. Since many of the great railroad systems use three or four different weights of rail, it is evident that rerolling will result in considerable economy.

### Antiquity of Platinum.

Professor Berthelot reports in a recent number of the *Comptes Rendus*, says *Science*, that on a metallic box from Egypt, covered with inscriptions, he found a portion of one of the characters made of platinum. The mass was too small for a complete analysis, but from its behavior toward *aqua regia*, it appeared to be native platinum. The date of the box was about 700 B. C. From two standpoints this discovery is of more than passing interest. It has been a much disputed question whether platinum was known to the ancients. Passages from the classics have been quoted which appear to some to be references to platinum, but this application is in every case very doubtful. A much stronger argument against the probability of platinum being known more than a few centuries ago, is, that until this discovery of Berthelot's, no trace of the metal has been found in any ancient remains. Had platinum been known, it is hardly conceivable that specimens of it should fail to be found somewhere among the multitudinous remains of antiquity. This present discovery really emphasizes the argument, for it would seem from the description given by Berthelot that this specimen of platinum was used by the workman unwittingly, resembling as it does some of the pale gold of Egypt. A second interesting point is that if Berthelot's conjecture be true that this is native platinum, obtained from the alluvial deposits of Nubia or the upper regions of the Nile Valley, it is the first recorded occurrence of platinum in Africa, with the single exception of an observation of Aime, in 1838, that some of the galena from Algeria contains a trace of platinum.

“Well, that's enough to try the patience of Job,” exclaimed the village minister as he threw aside the local paper. “Why, what's the matter, dear?” asked his wife. “Last Sunday I preached from the text, ‘Be ye therefore steadfast,’” answered the good man, “but the printer makes it read, ‘Be ye there for breakfast.’”—*Glasgow Evening Times*.

Endure trials patiently.



**"Cheaper than a Candle"**

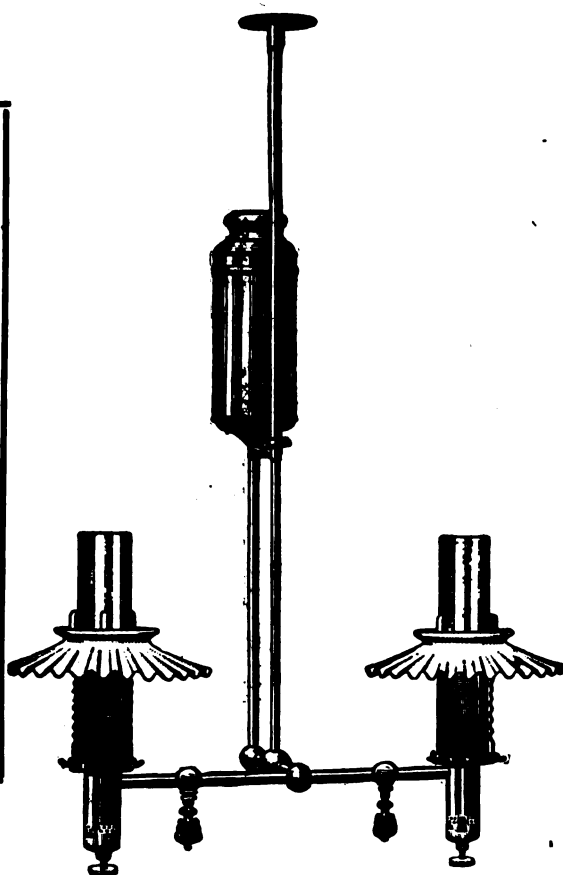
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**Welsbach** HYDRO-CARBON **Lamp**

Gives a light equal to

**100 candles for 5 hours for one cent**

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New 1901-1902 Model  
 now ready,  
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 with specification of the  
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**UP-TO-DATE BARROWS**

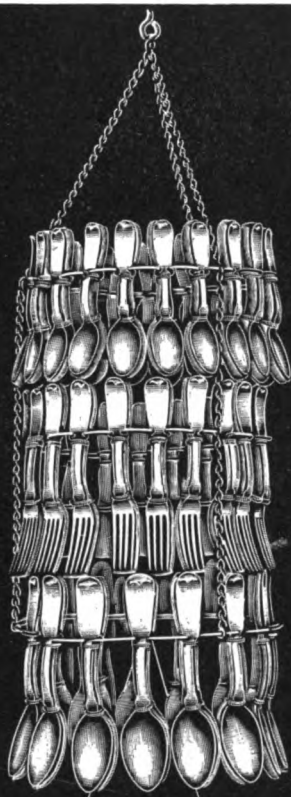
ORDER THE ♦ ♦ ♦

**Champions, the**  
*All Kinds of Wood and Steel Barrows.*  
**World's Best.**

**THE BRYAN MFG. CO.,** BRYAN, OHIO,  
U. S. A.



WE ALL AGREE THAT  
GOODS WELL DISPLAYED  
ARE HALF SOLD.



DOUBLE-PLATED  
**TEASPOONS TABLESPOONS AND FORKS.**  
YOUR CHOICE **25¢** PER BUNDLE  
WARRANTED  
TO WEAR FOR TWO YEARS OR MONEY REFUNDED

We have demonstrated this with the above and can refer you to hundreds of merchants who will back our assertions and tell you that they never sold spoons before they received this outfit. It is hung from the ceiling or any prominent place in your store and does not take up room you can use for other purposes. The spoon on outside of package is lacquered, so it does not change color.

Write for further information if you are interested.

**The Bayonne Knife Co.**  
57 Warren St., N. Y.

## UNION HARDWARE CO.

TORRINGTON, CONN.

New York Office, 95 Chambers Street, in charge of TOWER & LYON.

"Union Brand" Oval Edge

**TACKLE BLOCKS,**  
SHEAVES and SPECIALTIES.



Fig. 679.



Fig. 680.



Fig. 400.

We make many kinds of Blocks—  
COMMON, PATENT,  
and METALINE BUSHED.

Wood Goods—

**MALLETS, HANDLES,**  
**BASE KNOBS.**

SPECIAL WOOD TURNINGS TO  
ORDER IN QUANTITIES.

"Eagle" and "Union"

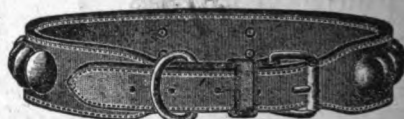
**GUN IMPLEMENTS.**

SX No. 1 "Eagle" Loading and Cleaning Set.



**DOG COLLARS, MUZZLES,**

**PUG HARNESS and LEADS.**



No. 95074.

Black or Russet Leather.  
Nickel or Brass Studs.

## TOWER & LYON, 95 CHAMBERS ST., NEW YORK.

MANUFACTURERS OF

**Fine Tools and Hardware Specialties.**

SOLID BOLSTER.



CAUTION.—See that the word  
**"CHAMPION"**  
is on each Screwdriver.

IMPROVED CLARK'S PATTERN  
EXPANSIVE BIT.



### Stephens' Patent Vises.



SWIVEL BASE.

Quick Adjustment.  
Cam and Toggle Joint.  
Stationary or Swivel  
Base.

This Vise, well  
known as the "Old  
Reliable," is to-day  
the Best Quick Act-  
ing Vise made. All  
sizes, Large and  
small.

### THE CYCLOPS NAIL PULLER.

THE HANDLE

Saves Time in Operation,  
Saves the HANDS from Injury,  
GIVES Control of BOTH JAWS.

THE BEST. THE SIMPLEST.  
THE QUICKEST IN ACTION.

No other Nail Puller combines these  
points of superiority:

- 1st.—Absolute Simplicity.
- 2d.—Absolute Control of Both Jaws instead of One.
- 3d.—Absolutely No Chance to Hurt the Hands.





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# **OHIO MICA COMPANY,**

## **CANTON, OHIO.**

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**Miners, Millers and Wholesale Dealers in  
all Grades of**

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# **MICA**

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**Manufacturers of Mica Chimneys,  
Canopies, and Specialties in Mica.**

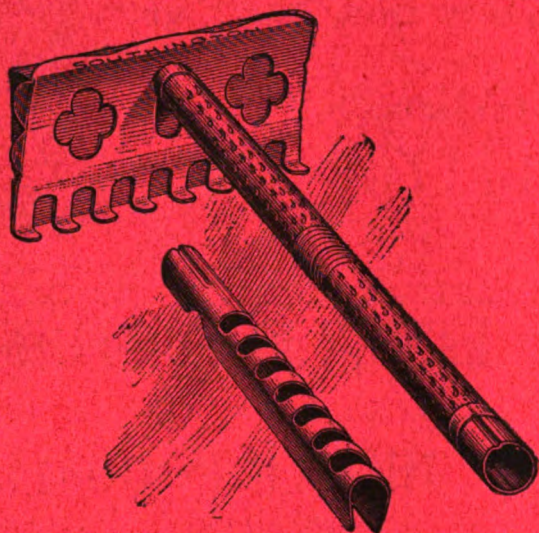
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**Mica Segments and Washers.**  
**Mica Cut to Specifications.**



# OUR LATEST and GREATEST PRODUCTION

## The Crescent Safety Razor.



Full size of Razor ready for use.

Full Size of Case, 2 3-16 x 1 1-4 x 1-2 in.  
Weight 1 1-2 oz.

**SOUTHINGTON CUTLERY CO.,**  
SOUTHINGTON, CONN., U. S. A.

New York Office, 98 Chambers Street.

Send for Circular.



THE steel clad champions of long ago were the Hardware Dealers' best friends.

To-day the steel clad **CHAMPIONS** are the dealer's best friends, because every **RANGE** sold means a satisfied customer who will come again, since Champion Ranges do all the work of any high grade range with  $\frac{1}{3}$  less fuel. The double flue hot blast does it. It is the nearest approach to perfect combustion yet known. Our catalogue explains it all. Ask for it.

**CHAMPION STEEL RANGE CO.**  
CLEVELAND, O., U. S. A.

# MICA

Assorted Packages.

Put up expressly for the Retail Trade

ONE POUND—4 SIZES,  $\frac{1}{4}$  lb. each size.

North Carolina,	\$2.00	4 1/2 x 6	2 1/2 x 3
Wyoming,	- 1.70	3 3/4 x 3 1/4	2 1/2 x 4 1/4

TWO POUND—8 SIZES,  $\frac{1}{4}$  lb. each size.

North Carolina,	\$3.75	2 x 3	2 3/4 x 4
Wyoming,	- 3.20	2 x 4	2 3/4 x 3 1/4
		3 x 3	2 1/2 x 4 1/4
		3 x 4 1/2	4 1/2 x 6 1/2

THREE POUND—12 SIZES,  $\frac{1}{4}$  lb. each size.

North Carolina,	\$5.20	4 1/2 x 5	2 3/4 x 4
Wyoming,	- 4.25	3 3/4 x 4 1/4	2 1/2 x 3 1/4
		3 x 3	2 x 4
		2 1/4 x 4 1/4	2 3/4 x 3 1/4
		3 1/4 x 3	2 3/4 x 3 1/4
		2 x 3	5 x 6 1/2

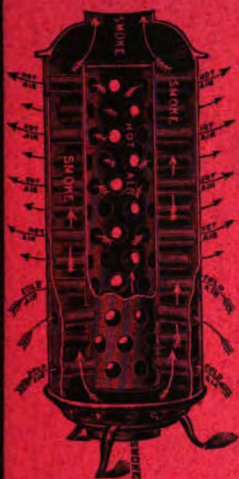
ABOVE PRICES NET. NO DISCOUNT.

**Eugene Munsell & Co.,**

218 Water St., New York. 117 Lake St., Chicago.

37" Mica Delivered to any part of the United States  
Free of Transportation Charges.





## SAVES ½ THE FUEL. The "Rochester" Radiator.

FOR USE ON FURNACES AND STOVES.

Manufactured ONLY by the Rochester Radiator Co.

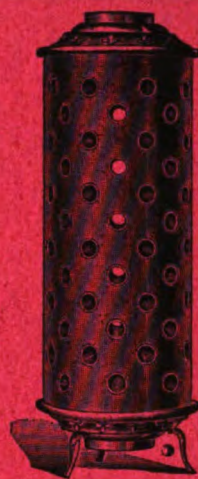
Made in 12 Styles, and Retails from \$2.00 up.

Do not be misled by other makes sold as

**The "Rochester."**  
**ROCHESTER RADIATOR CO.,**

150 Furnace Street,

Rochester, N. Y.



ESTABLISHED 1872.

**The R. Woodman  
Mfg. & Supply Co.**

Manufacturers  
And Dealers in  
Railway and Mill  
Supplies.

Send for Catalog.

63 Oliver St., Boston, Mass., U. S. A



## JUST A LITTLE HIGHER



In price, but so much

### HIGHER IN QUALITY

that the great majority of dealers prefer to sell

**CALDWELL .. ..  
SASH BALANCES**

They can recommend them with clear  
conscience. Write for catalog. .. ..

**Caldwell Mfg. Co.,**

4 JONES ST., ROCHESTER, N. Y.

The Only First Hand Source of

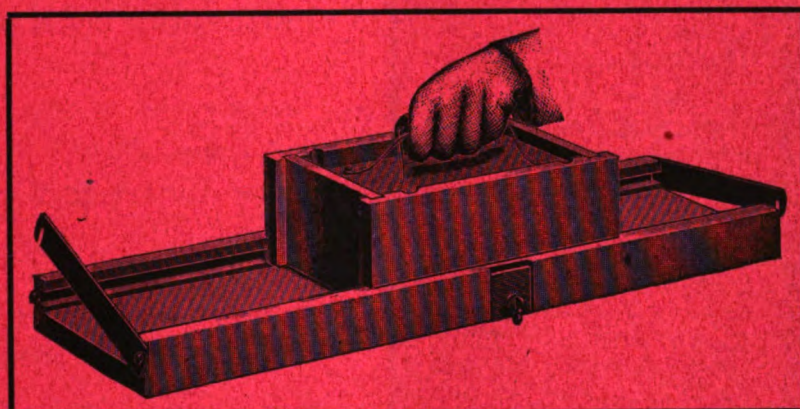
**GENUINE  
MARTY  
TRAPS**



is with  
**BURDITT & WILLIAMS CO.,**  
Sole Importers. BOSTON, MASS.

# The Queen Vegetable Slicer

The most complete  
and useful kitchen ar-  
ticle of the day. The  
knife is double edged,  
cutting both ways,  
and will do more and  
better work than any  
three-knife slicer on  
the market. ❀ ❀ ❀



It is neatly and sub-  
stantially constructed  
of the best material  
and will last a life  
time. The knife can  
be removed when dull  
and sharpened, and is  
very easily adjusted  
to cut thick or thin  
slices. ❀ ❀ ❀ ❀

WRITE FOR TRADE PRICES.

NEW YORK OFFICE AND SALESROOM, 64 READE STREET.

MANUFACTURED ONLY BY

**E. C. ATKINS & CO.,** Manufacturers,  
**INDIANAPOLIS, IND.**

Memphis, Tenn.

Minneapolis, Minn.

Atlanta, Ga.

Portland, Ore.

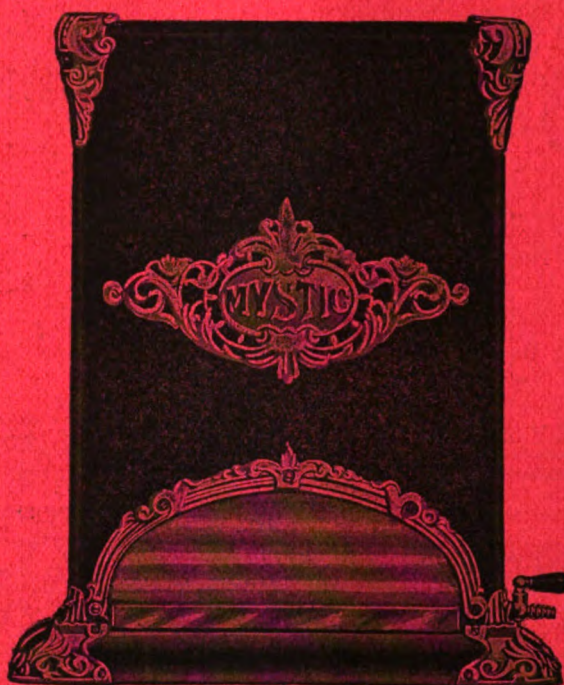


# Look Out Now for Fall Trade **THE MYSTIC GAS STOVE**

is only one of our heating stoves for the season of 1901-1902.

It is of new design, handsome in appearance, and is perfectly odorless, requiring no flue connection.

It burns with a blue flame which reflects from the copper interior, presenting a curious and beautiful effect.



This is only one of our new stoves. Our fall catalog now in the press will show in addition our new line of

**Century Gas Heating Stoves,  
Keystone Reflex Stoves,  
New Windsor and Colonial Stoves,**  
and the most complete line of Gas Heating goods ever offered to the trade.

Send for Catalog H.

## **Reineke, Wilson Co.,**

Makers of Gas Cooking, Heating and Lighting Appliances,

. . **Pittsburg, Pa.**



# MILLER'S BUGGY-TOP ENAMEL

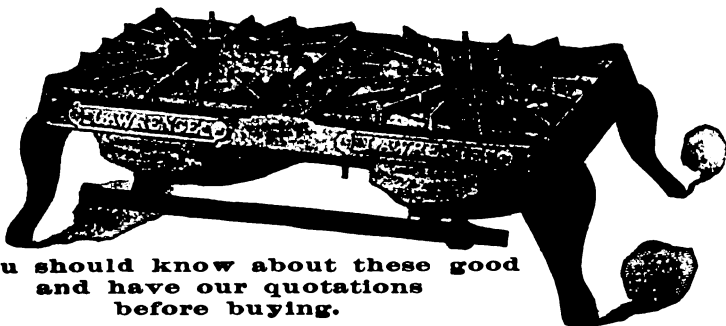
Makes an old buggy-top look like new. Is not affected by weather, will not crack nor turn to a dead color. It not only improves the appearance of the buggy but preserves it as well. **YOU OUGHT TO KEEP A STOCK OF IT.**

**LIBERAL DISCOUNTS TO HARDWARE DEALERS.**

## NEW-TOP BUGGY ENAMEL CO.

**103 N. Ninth Street, - St. Louis, Mo.**

### 'LAWRENCE' and 'SENECA' FRAME STOVES and HOT PLATES



You should know about these good and have our quotations before buying.

Catalog "H." **LAWRENCE STOVE MFG. CO., BUFFALO, N. Y.**

1876. 1900.

### REESE'S ADJUSTABLE STENCILS

Write for our Three Catalogues and Description of our New Cabinet and full line Samples Free.

**EXPRESSLY FOR THE HARDWARE TRADE.**

S. W. Reese & Co., 160 Fulton St., New York.

### TURNBUCKLES.



**MERRILL BROS., - 470 Kent Ave., BROOKLYN, E.D., N.Y.**

### A Gas Stove Retailing for 25c.

With liberal discount to the trade. Simple! Useful! Durable.

Always ready for heating water, milk, tea, curling irons, etc.

Can be transferred from one room to another.

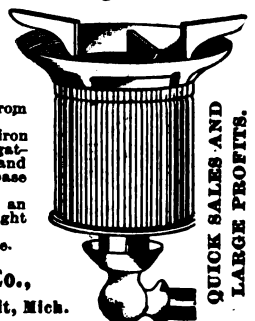
Base and top grate cast-iron (coppered); body corrugated tin; wire gauze at top and an automatic mixer in base requiring no adjustment.

Place the stove over an ordinary gas burner and light on top of wire gauze.

Will not black or smoke.

**Favorite Novelty Co.,**

139 Beaubien St., Detroit, Mich.



QUICK SALES AND LARGE PROFITS.

### HORSESHOE MAGNET HAMMER. WARRANTED.



Fitted with long handles. A specialty for bill-posters and traveling advertisers; also useful in other trades.

Superior to any magnetic tool heretofore made. **ARTHUR H. ROBERTSON, Patentee and Sole Mfr.,** 144 Oliver Street, Boston, Mass.

### A Great Labor Saver.

Will pay for itself in a single day. Where **Steel Giant Grubbers** are kept and shown a large trade is soon established. They are a necessity to almost everybody owning land. Moderate price. Large margin of profit to the dealer.

Sample orders solicited and promptly filled.

**New Century Manufacturing Co.,**

79 East 130th Street, New York.



## PELOUZE SCALE & MFG CO.

# Scales

HOUSEHOLD  
COUNTER  
MARKET  
CANDY  
POSTAL  
Scales  
NEW YORK  
U.S.A.



### "GIVE YOU YOUR MONEY'S WORTH."

Coldwell Lawn Mower Co., Newburgh, N. Y. [*Lawn Mowers*]: We think **HARDWARE** is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-get spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us," that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continuance.

### The Best Water Purifier

Is undoubtedly the New Process Sanitary

### EAGLE WATER STILL.

Simple to operate. Converts the foulest water into water of crystal purity, revitalized, delicious and palatable to the taste. A child can operate it. No household complete without it. No expense.

Special inducement prices to the trade. For particulars address

**Health & Comfort Supply Mfg. Co.,** Dpt. O, CINCINNATI, O.



## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### Incorporations, New Stores, etc.

Galion, O.—P. C. Thomas Hardware Co. The capital stock is \$12,000 and the incorporators are P. C. Thomas, P. M. Daily, A. W. Lewis, C. A. Koppe and Mary R. Thomas.

Kingman, Me.—James Cavanaugh.

Manchester, Va.—Judge Witt has granted a charter to a new Hardware company to do business in this city. The company will be known as The W. S. Donnan Hardware Co. The purpose is to conduct a general wholesale Hardware business in all its branches. The minimum capital stock is \$60,000, and the maximum \$100,000. The main office will be in Manchester. The officers are: President, W. S. Donnan; vice-president, John Donnan; secretary and treasurer, Samuel C. Donnan, Jr. Board of Directors, W. S. Donnan, John D. Donnan, Samuel C. Donnan, Jr., Walker D. Stewart, R. E. V. Farrar.

Minneapolis, Minn.—Nelson & Boquet Co., 206 Nicollet Ave.

N. Pasadena, Cal.—J. Edward Kent.

Pawtucket, R. I.—Wm. K. Toole.

Petoskey, Mich.—Brackett Hardware Co. has been incorporated with a capital stock of \$50,000.

Pratt City, Ala.—J. T. Rodgers and J. D. Hanby will open up a Hardware business in Pratt City in a short time. Albert Rhodes will accept the position as business manager. They will occupy the store vacated by Alston Bros.

San Antonio, Tex.—Schultze Stove & Hardware Co.; capital stock, \$30,000. Incorporated by Herman Schultze, Sr., Max Schultze and William Schultze.

Shawnee, Okla.—Shawnee Hardware Co.; capital stock, \$20,000. Incorporators, Amos F. Streight, C. W. Worthen and Nellie W. Streight, of Shawnee.

St. Louis, Mo.—The Boehl Hardware Co., capital \$6,000, has been incorporated by Henry Baumgaertner, M. E. and I. L. Boehl.

St. Paul, Minn.—The Charles E. Faeth Co., wholesale Hardware dealers of Sioux City, Iowa, have incorporated under the Somerville law. The capital stock of the company is placed at \$150,000, of which \$14,250 is employed in Minnesota.

Waynesboro, Pa.—Beck & Corbett.

Wilmington, Del.—S. L. Fell & Co. have recently added to Wilmington's business enterprises an exceptionally complete and well-managed retail Hardware store at 7 West Fourth Street.

### Changes and Improvements.

Carlock, Ill.—R. K. Castle has sold his Hardware and implement store to O. A. Collins, who has a similar business at Anchor.

Cincinnati, O.—The Rendigs-Magill Hardware Co. has changed its name to the

Rendigs Hardware Co. William Rendigs is president and H. J. Power, secretary.

Newfane, N. Y.—Wm. H. Beers & Son are taking inventory of their stock of Hardware preparatory of transferring their business establishment to Burt and Willis Pettit, who have purchased the same.

Phoenixville, Pa.—The Hardware store belonging to the estate of N. H. Benjamin was sold to H. C. and Charles M. Ghiskey, Jr., of Philadelphia.

### Embarrassments.

Ottawa, Ill.—The store of Armstrong & Mitchell has been closed on a chattel mortgage held by P. G. Schoch for \$150. Armstrong & Mitchell conducted a Hardware, farming implement and bicycle store in the Colwell block on La Salle Street.

Perrysville, O.—John J. D. Tucker's Hardware and implement store has been placed in the hands of J. W. Mykrantz as receiver. Assets, \$4,100; liabilities, \$3,400.

Syracuse, N. Y.—Henry King, who conducts a general Hardware store and tin shop, has made a general assignment to Fred W. Hammond, of 703 Tallman Street, for the satisfaction of his creditors.

Tivoli, N. Y.—Charles H. Morgan, of Tivoli, has been declared a voluntary bankrupt. His assets are nothing, while his liabilities are \$1,600. Mr. Morgan was a Hardware dealer.

Canton, La.—W. Colquhoun, Hardware, has gone into bankruptcy. P. C. Parker has been made trustee. Liabilities \$5,400, assets \$2,000.

Chicoutimi, Canada—Thomas Cote, Hardware and grocery merchant, has assigned with liabilities of \$21,286, and assets of \$13,000.

Orange, Texas—H. A. Burr, who has been engaged in the grocery and Hardware business at this place for some time past, made a general assignment for the benefit of his creditors, N. Burton, Jr., being named as assignee. The liabilities are about \$6,000.

Scandia, Kan.—Lervold & Mahan, Hardware and general dealers in merchandise in Scandia for several years, have failed, with liabilities aggregating \$8,500; assets said to be about \$6,000.

### Burglaries in Hardware Stores.

Allentown, Pa.—M. S. Young & Co., cutlery and firearms.

Ashtabula, Ohio.—Union Hardware store  
Bellwood, Neb.—C. D. Hudson. Loss \$75.

Castle Rock, Colo.—Holcomb & Whitney. Loss, \$10.

Chicago, Ill.—Edwin Hunt's Sons, 180 Lake Street.

Colfax, Wis.—J. W. Burns. Loss, \$50.

Cumberland, Md.—Cumberland Hardware Co. Loss, \$50.

Essex Junction, Vt.—W. S. Teachout. Loss, \$40.

Colorado Springs, Colo.—G. S. Barnes & Son.

Presque Isle, Me.—G. H. Freeman.

Waterville, Me.—Hanson, Webber & Dunham. Loss, \$400.

Gorham, N. Y.—Crozier Hardware store.

Hannibal, Mo.—Hixson Hardware Co.

Hopkinsville, Ky.—Gardner, Green & Co. guns, etc.

Mead, Neb.—Oakenson & Gigson. Loss, \$100.

Milwaukee, Wis.—Charles Schmidt, 985 Howell Avenue. Loss, \$82.

Oshkosh, Wis.—Tank & Tieman. Loss, \$30.

Sharpsburg, Pa.—Vaught, Phillips & Co.

Summit, Miss.—Joseph Storm. Loss, \$20.

Toledo, Ohio.—Norton Bros., revolvers and cutlery.

Washingtonville, N. Y.—Chas. W. Hull, cutlery.

Woodlawn, Ala.—E. Brewer. Loss, \$150.

### Recent Fires.

Arrow Rock, Mo.—Crawford's Hardware store.

Deep River, Ia.—J. F. Goldman.

Duncan, I. T.—J. J. Hardin.

Eddyville, Ia.—Elliott & Son, Hardware; loss, \$2,000; insurance, \$1,500.

Eddyville, Ia.—Fred. Miller & Co. Loss, \$3,500; insurance, \$1,500.

Joshua, Tex.—L. H. Hunter, Hardware, groceries and implements; loss, \$10,000; insurance, \$1,000.

Montreal, Can.—May Bros., 597½ Wellington Street. Loss, \$600. Fully insured.

Mountain View, Okla.—Sohn & Helena, Hardware. Loss, \$8,000; no insurance.

Mt. Zion, Ind.—Huffman's Hardware store.

Pittsburgh, Pa.—Farrer-Welshons Hardware Co., 6020 Penn Avenue. Loss, \$1,000.

Taunton, Mass.—Pierce's Hardware store.

Wayne, Neb.—T. P. Olmstead.

Youngstown, Kan.—A. M. Payne. Fully insured.

Stoutsville, Mo.—J. S. Walters. Loss, \$5,000; insured.

Union Mills, Ind.—Loomis, Hardware store.

Walnut, Kan.—Miller's Hardware store.

Washington, Kan.—Holloway's Hardware store. Fully insured.

Weatherford, Tex.—J. R. Lewis & Co. Loss, \$10,000; insurance, \$3,600.

Winslow, Me.—Proctor-Bowie Co. Loss, \$30.

Niagara Falls, N. Y.—Julius Weaver, slight damage.

Ogden, Utah—B. Goodsell; loss, \$400.

Pittsburgh, Pa.—Frank C. Haughton, Liberty Avenue and Ella Street. Loss, \$600; partly insured.

Pottsville, Pa.—Crone's bicycle factory has been damaged by fire to the extent of \$2,000.

Rochester, N. Y.—Simon Goss, 143 Chatham Street, slight loss.

Rock Island, Ill.—J. Hynes, Fourth Avenue; damage, \$150; insured.



# WHEN YOU SEE VARNISHES

BEARING THIS LABEL

**You may be sure**

**they are the best made.**

**CARRIAGE VARNISHES,  
RAILWAY VARNISHES,  
PIANO VARNISHES,  
WOOD FINISHES**

VARNISHES AND JAPANS OF ALL GRADES, AND FOR EVERY USE KNOWN.

**BERRY BROTHERS LTD.**

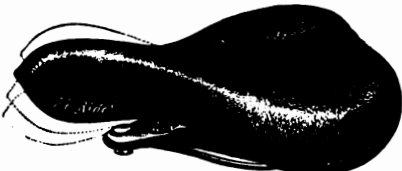
NEW YORK, 252 PEARL ST., BOSTON, 520 ATLANTIC AVE., BALTIMORE, 22 E. LOMBARD ST.,  
PHILADELPHIA, 26 & 28 N. FOURTH ST., CHICAGO, 15 & 17 LAKE ST., CINCINNATI, 304 MAIN ST.,  
ST. LOUIS, 112 FOURTH ST., SAN FRANCISCO, 12 FRONT ST.

**FACTORY & MAIN OFFICE, DETROIT.**

**IF YOU HANDLE VARNISH IT WILL PAY YOU TO DROP US A LINE.**

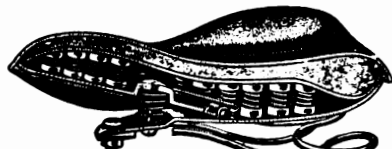


## "THE RIDER"



The Only Bicycle Seat made that is Absolutely Comfortable and Durable.

In the "Rider" Saddle we have all the objectionable features eliminated. Its unique features are its *upholstered seat* and *adjustable nose*.



"Its Nose is Adjustable, Soft and Flexible,"  
Hence impossible to hurt or injure.

**THE PRICE WILL SURPRISE YOU.**  
Ask about it.

—MADE BY—

**RIDER SADDLE CO.**

194 Grand River Ave.,  
Detroit, Mich., U. S. A.

Don't  
**MUTILATE**  
your papers  
with pins  
or fasten-  
ers but use  
the...



**"GEM"  
PAPER CLIP.**

Only satisfactory device for the temporary attachment of all kinds of papers. Quickly applied and removed. Adopted by leading corporations as being without an equal. Samples free.

Price, 15 cents per box of 100.

CUSHMAN & DENISON. Mfrs. 240-2 W. 234 St., N.Y.

## THE NULITE

750 Candle Power

### ARC ILLUMINATORS

Produce the Finest Artificial Light in the World.

Superior to Electricity or Gas. Cheaper  
than Kerosene Oil.

NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.

*They are Portable. Place them anywhere.*

Table Lamps, Pendants, Wall Lamps, Chandeliers,  
Street Lamps, etc.

They sell at sight. Big discounts to Hardware men.  
Write for Catalog and Prices.

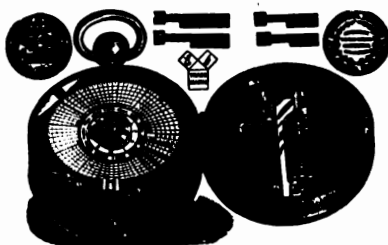
**CHICAGO SOLAR LIGHT CO.** 81 Fifth Ave.,  
CHICAGO.



Indoor.



Outdoor.



**STANDARD OF THE WORLD.**—Awarded 13 Medals for PORTABILITY, SECURITY and GENERAL ADAPTATION for purposes intended.

Endorsed by fire underwriters everywhere. Reduces rate of insurance.

Used exclusively U. S. Life Saving Service, Railroads, Mines, Hospitals, Institutions, Banks, Breweries, Express Companies, Refineries, Hotels, Residences, Factories, Stores, etc. Compels the watchman to make systematic visits to every part of your property, and records his exact whereabouts during the entire night.

Write for Catalogue and Special Prices to Dept. C.

**E. IMHAUSER & CO.,** 206 Broadway, New York.

## "WILLOUGHBY" COKE AND COTTON SEED FORKS.

Are made exclusively from highest grade crucible steel manufactured expressly for our requirements.



Using only *High Grades* of Steel manipulated by the most approved methods and machinery, and by skillful workmen, we stand pledged to a high standard of excellence in all our various products.

Ask for catalogue and prices—they are interesting.

**THE WILLOUGHBY FORK & MFG. CO.**

Willoughby, Ohio.



## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Incorporations, Etc.

Belvidere, Ill.—The Frank W. Plane Screen Door Co.; capital, \$15,000; manufacturing screen doors. Incorporators, Frank W. Plane, Charles S. Kucker and Arthur F. Appleton.

Cleveland, O.—The Frank White Tool and Supply Co., with an authorized capital of \$25,000, has been incorporated by Frank C. White, Paul G. Muhlhauser, D. K. Swartwout, James C. Wilmot and H. C. N. Smith.

Haverhill, Mass.—Another new industry has been started in Haverhill and will be enlarged, becoming a valuable acquisition to the local business world. The plant is operated by the Briggs-Belmer Edge Tool Co., at 50 Phoenix Row, and when in full operation over 30 skilled workmen will be on the firm's payroll each week.

Indianapolis, Ind.—Under the new foreign incorporation law the Favorite Stove & Range Co., of Piqua, O., a West Virginia corporation, has filed articles with the Secretary of State. This company owns no property in Indiana, but sells goods in this State annually amounting to \$48,000. It sells direct to its customers. The resident agent is George W. Landon, of Kokomo.

Lansing, Mich.—The Kalamazoo Stove Co., organized with a capital stock of \$65,000, has filed articles of incorporation with the Secretary of State.

Lebanon, Pa.—Gobin & McCurdy, solicitors of the Hardware & Foundry Co., have placed on record the charter granted the company on July 5, 1901, by the State Department. The business is to be transacted in this city and the foundry is the old Mish foundry on North Seventh Street. The charter is perpetual, the capital stock \$15,000, and the shares are held by J. P. S. Gobin, E. E. McCurdy and W. A. Bachman. The directors are the incorporators and E. E. McCurdy is the treasurer. The purpose is manufacturing iron and brass castings, brass or steel or alloy or of any other metal and any article of commerce from metal, wood, or both and to sell such articles so manufactured by it.

New Haven, Conn.—A joint stock corporation known as the American Pedometer Co. has been organized in this city with capital of \$2,500. The purpose of the company is to buy, manufacture and sell pedometers and measuring instruments of all kinds. The concern will locate in this city and will begin the manufacturing of pedometers shortly. The subscribers to the stock are James E. O'Connor, N. D. Moulds, Edmond Kuhn.

New York, N. Y.—Empire Pneumatic Tool Co.; capital, \$10,000; directors, J. W. Birkenstock and P. A. Gage, of New York City, and Lincoln Pierce, of Pelham.

New York, N. Y.—The Loew Filter & Mfg. Co.; to manufacture machinery, tools, Hardware and materials used in connection therewith; capital, \$50,000.

### Changes and Improvements.

Alton, Ill.—The Beall Shovel Co. has begun the manufacture of shovels at its new factory on Plasa Street.

Cadillac, Mich.—It is quite probable the Mitchell Bros. will rebuild their handle factory which burned here last April.

Canastota, N. Y.—The firm of Angell & Dobson, manufacturers of molders' tools, have dissolved by mutual consent. Mr. Dobson will continue the factory.

Chicago, Ill.—The McCormick Harvesting Machinery Co. is about to begin the construction of an addition to its large plant at South Leavitt Street and the Chicago River. It will be five stories high and will extend over an area of 83x160 feet. It will be constructed of common brick and will cost \$75,000.

Clayville, N. Y.—The old plant at Clayville, long operated by the Millard Co., has been leased for a term of years, and, it is understood, will soon be re-opened for the manufacture of agricultural implements.

Decatur, Ind.—John Bowers has purchased the plant of the Cochran Window Screen Factory at Delphos and the screens will be manufactured in this city, at least for the present.

Fredericksburg, Va.—A. Randolph Howard, who has purchased the Hunter Foundry and Plow Works here for \$12,000, has formed a stock company to, conduct the business, with John T. Knight, president; Isaac Hirsh, vice-president; A. Randolph Howard, treasurer; W. D. Carter, secretary; W. L. Burruss, manager. The company will be incorporated and known as the Charles E. Hunter Farmers' Friend Plow Works.

Kenosha, Wis.—The plant of the Chicago Brass Works has been transferred to the Coe Brass Co., of Torrington, Conn., for a consideration of nearly \$400,000. The deal is an absolute sale, the Coe Brass Co. having taken possession of not only the plant in Kenosha, but also of the brass store and office business of the company in Chicago. F. L. Titsworth and J. K. Fletcher, the present superintendent of the plant, will remain under the new management.

Menasha, Wis.—The Simpson Mfg. Co., of Omaha, manufacturers of washing machines, will soon locate in Menasha.

Port Chester, N. Y.—The Port Chester Bolt and Nut Works intends to move its large plant to Buffalo. The concern employs more than 1,000 hands.

Trenton, N. J.—The American Saw Co.'s plant adjoining the Roebling Works, has been purchased by the Roeblings, and it will be operated by them as a saw concern until such time as the machinery, good will and patents can be disposed of, and then the plant will probably be made an ad-

dition to the Roebling concern.

Toronto, Can.—The Frost & Wood Co., Ltd., of Smith's Falls, implement manufacturers, have purchased the buildings, plant and good will of the Coulthard-Scott Co. of Oshawa. The latter company manufacture seeding and cultivating machinery, and the Frost & Wood Co. have heretofore confined their output largely to harvesting machinery. It is said to be the intention to largely increase the output of machines at Oshawa, and there is a prospect of a second concern being taken in. It is located west of Toronto.

Winooski, Vt.—Mason & Co. have secured the contract to construct a \$20,000 mill for the Porter Screen Mfg. Co. Ground will be broken at once for the foundations and the building will be completed early in August. The plans call for a wooden three-story structure 280 feet long and 60 feet wide. The mill will be built near the site of the one destroyed by fire last year. It will run at right angles with the railroad and will extend nearly across the property owned by the company.

West Allis, Wis.—The Browning Mfg. Co. and the Kempsmith Tool Works have each bought sites for manufacturing establishments at West Allis, and are expected to begin the erection of their buildings in the near future, though the removal of the manufacturing plants will not come about for a year.

### Miscellaneous.

Hartford, Conn.—At the annual meeting of the stockholders of the New England Machine Screw Co., the following officers were elected: President, Charles P. Ball; vice-president, Robert Hilditch; secretary and treasurer, Willis Gowdy; board of directors, C. P. Ball, W. Gowdy, Robert Hilditch, Arthur R. Leete, Tudor Gowdy, George H. Ball and Aaron Segalla, of Hartford.

Turner's Falls, Mass.—At the annual meeting of the John Russell Cutlery Co., the following officers were elected: President, C. E. Stevens; treasurer, W. P. Dustin; assistant treasurer, E. P. Hitchcock; clerk, Frederick Clapp; directors, Charles E. Stevens, Ware; B. N. Farren, Charles T. Crocker, Fitchburg; W. P. Dustin, Jonathan Bulkley, New York; D. C. G. Field, Greenfield.

# PATENTS

procured promptly and with care  
in all countries. Also trade  
marks and copyrights.

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ATTORNEYS-AT-LAW.

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St. Paul Building, NEW YORK.

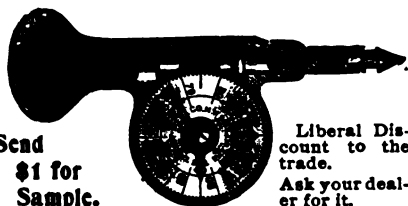
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FACTORY EAST SYRACUSE, N.Y.  
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**SILVER PLATED WARE.**

**TABOR STOP MOTION COUNTER.**

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . .



Send  
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Ask your deal-  
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**SOMETHING NEW**  
"STANDARD" BALL-BEARING  
PHILADELPHIA CASTERS.

Samples and Catalogue free.

**Standard Caster & Wheel Co.,**  
312-326 East 23d St., New York.

**EMERY-FLOUR.**

500 tons to be disposed of at a low rate  
according to quantities. Send offers to F.  
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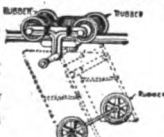
**F. E. MYERS & BRO., Ashland, O.**

**STORE LADDERS**

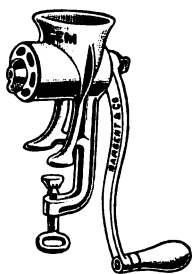
NOISELESS.  
CUSHION TIRE.

Best and Most Com-  
plete in the Market.  
Write for Descriptive  
Circular and Prices.

MFRS.  
Pumps, Hay Tools,  
Barn Door Hangers,  
&c. Largest and  
Best Line in the World



# A Meat Cutter



The Gem cuts meat—in fact it is a first-class meat cutter. It cuts meat, both raw and cooked; it cuts in pieces of uniform size; it cuts quickly and easily; it cuts—does not tear, squeeze or grind.

**A Food Chopper**

It chops vegetables, fruit, bread, crackers, cheese, nuts and many other ingredients that are used in the kitchen every day. A house-keeper will find the Gem exceedingly useful.

**To sell the Gem** get a supply of the printed matter we furnish and distribute it among the housekeepers of your section and at the same time use in your local papers the electrotyped advertisements we will gladly supply. Or have a house-to-house canvass made by a competent representative—one who can demonstrate to the housekeeper in her own kitchen that she needs the Gem. Or have an exhibit and demonstration at the County Fair so to be held and give out printed matter to every one. Then have an occasional window display of the Gem, use freely the attractive show cards packed with each half dozen, and remember that the Gem has steel cutters that cannot break.

**SARGENT & COMPANY, Manufacturers,**

New Haven, Conn.

New York.

Philadelphia.

Boston.

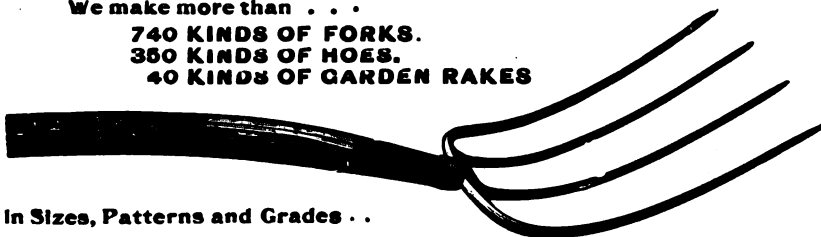
## FORKS, HOES, RAKES, &C., FOR EXPORT.

We make more than . . .

740 KINDS OF FORKS.

350 KINDS OF HOES.

40 KINDS OF GARDEN RAKES



In Sizes, Patterns and Grades . .

**FOR ALL MARKETS OF THE WORLD.**

WORKS RUN CONTINUOUSLY MORE THAN 40 YEARS.

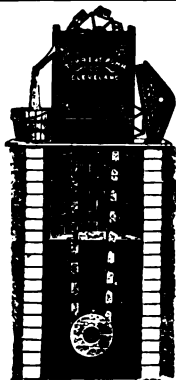
## THE IOWA FARMING TOOL CO.,

Illustrated Catalog  
on Application. . .

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## THE TORRENT PURIFYING PUMP

EXCELS IN THE FOLLOWING POINTS:



Greatest Capacity.  
Stoneware Weight Wheel.  
Straight-Delivery Spout.  
Close-Link Chain.  
Non-Freezing.  
Always Ready for Use.

Every Part Strong and Durable.  
No Packing or Priming.  
Nothing to Rot or Rust.  
Saves Its Cost in Doctor Bills.  
Easy to Set Up and Operate.  
No Wigglers or Disease Germs.

WRITE FOR PARTICULARS

**THE TORRENT PUMP & FENCE CO., Cleveland, O.**

## THE WALLACE BARNES CO., BRISTOL, CONN., U. S. A.

Manufacturers of

**SMALL SPRINGS**

of every description;

ESTABLISHED 1857.

and dealers in

**WIRE and COLD ROLLED STEEL.**

## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Adams, Mass.—Kearn & Powers have opened a bicycle sale and repair shop in the Masonic building.

Albert Lea, Minn.—W. E. Marchant and Walter Christensen.

Allendale, S. C.—G. W. Woodruff.

Alton, N. Y.—Irving Legg has opened a bicycle repair shop near the depot. He will also make a specialty of repairing automobiles.

Alvin, Tex.—Slover Bros.

Amsden, Vt.—Fred. Perry has opened a bicycle store. He will also do a general bicycle repairing business.

Augusta, Me.—Leon Buker has opened a bicycle repair shop in the Steward Block, on Island Avenue.

Bay City, Mich.—Rigel Bros. & Co.

Big Bend, Wis.—Whitney Stratton.

Camden, N. J.—The Hart Cycle & Automobile Co., with an authorized capital of \$50,000, has been incorporated in Camden by Josiah G. Reeve, of Camden; Samuel H. Avis, of Palmyra, and Gertrude Hart, of Philadelphia.

Chicago Heights, Ill.—A. Bourassa.

Chicago Heights, Ill.—Jacob Keilman, 32 Main Street, repairing.

Cottage City, Mass.—H. E. King.

Hicksville, O.—S. G. Fletcher.

High Bridge, N. J.—The Taylor Automatic Gun Co., capital stock \$135,000, has been incorporated under the laws of New Jersey.

Homer, Idaho—H. A. Bottomly.

Lisbon, N. H.—W. A. Shawney.

Lyons, N. Y.—William H. Kline.

Mason, Mich.—Frank Drake.

Moravia, N. Y.—Lorenzo Edgerton has opened a store in the Hunt block, on Central Avenue, and he will conduct a general bicycle repairing business.

Mulhall, Okla.—Albert Justice.

Newport, R. I.—Edward W. Watkins.

Pascoag, R. I.—John Quinn has opened a bicycle repair shop on Main Street.

Plainfield, N. J.—Nelson Van Winkle.

Rockford, Ill.—D. J. Hummel.

Shakopee, Minn.—Glenn Kennedy.

Westport, Conn.—Frederick Kemper has opened a bicycle repair shop in the Bargain Store, 1 Hurlburt Block.

### Changes and Improvements.

Ballston Spa, N. Y.—T. W. Nichols has purchased the bicycle and general repair business for a long time conducted by Kerley & Co.

Bay City, Mich.—Wm. Carey has sold out his interest in the Broadway bicycle repair shop to Arthur Thorp, who will continue to do business alone hereafter.

Belfast, Me.—F. J. Stephenson has equipped a large machine shop in the Har-

ris building, on High Street, and he will do a general bicycle repairing business.

Bridgeport, Conn.—Owing to an increase in business, the capital stock of the Smith & Egge Co., makers of bicycle sundries, has been increased from \$60,000 to \$100,000.

Brockton, Mass.—W. H. Marble, bicycle dealer, had a meeting with his creditors recently and an agreement was arrived at whereby Mr. Marble will continue in business, in conjunction with James Lahan, until his debts are discharged.

Burlington, N. C.—Thurston & Bro., bicycle dealers, have disposed of their business.

Bushnell, Ill.—Ross Ball Brothers succeed Ball Bros.

Campello, Mass.—Edward Pratt, retired.

Chehalis, Wash.—W. E. Taylor, bicycle and repair shop, has sold his business to C. D. Welton.

Danville, Va.—J. M. Seegar, salesman for Henry Keidel & Co., of Baltimore, has purchased an interest in the sporting goods firm of L. C. Clarke & Co. At an early day the company will be incorporated, Messrs. Clarke and Seegar owning the bulk of the stock. L. C. Clark will be the local manager of the new company and give to it his personal attention, while Mr. Seegar will continue the traveling representative of his Baltimore house.

El Paso, Tex.—Buffham & Freeman, bicycle dealers, have dissolved partnership. C. D. Freeman will continue the business.

Fair Haven, Vt.—Walter I. Smith has purchased the bicycle business of the Norton Co.

Gouverneur, N. Y.—Dwight Bacon has sold his bicycle repair shop on Clinton Street to Walter Lytle. Mr. Lytle will conduct it hereafter.

Kingston, N. Y.—Oppenheimer Bros., of Broadway, have decided to close out the balance of their bicycle stock.

Lawrence, Mass.—Holman J. Stanchfield, for many years in charge of the bicycle department of Sanborn & Robinson, has gone into business for himself, dealing in all kinds of Hardware and mill supplies, and bicycles and bicycle sundries.

Leavenworth, Kan.—Leavenworth Cycle Co. The proprietors, George W. Combs and August L. Schott, have dissolved partnership, Mr. Schott continuing.

Logansport, Ind.—Simon J. Carroll, who for a long time has conducted a bicycle store on Market Street, has closed out his stock.

Lyons, Ia.—George Riggs succeeds H. L. Traub.

Manchester, Conn.—C. D. Barrows, bicycle dealer, has been compelled to engage quarters in the Spencer Block, Depot Square, owing to the large increase in his business.

Marion, O.—Jacob Miller, an employee at the Humber Works, has purchased the C. H. Kaiser stock of bicycles.

Meriden, Conn.—John F. Ives has sold out his interest in the bicycle firm of Arnold & Ives, on Church Street, to his partner, F. A. Arnold, who will hereafter carry on the business alone.

Middleboro, Mass.—Colonel James Edgar, of Brockton, Mass., has purchased a half interest in the Hilton Valve Co., and will look after the financial end of the business.

Mohawk, N. Y.—Waldo E. Woodcock, who has conducted a bicycle sale and repair shop, has sold his business to R. L. Houcks.

Moline, Ill.—Gus Sheppard succeeds Moses Ross.

Nashua, N. H.—A. C. Pollard succeeds N. W. Tarbell & Co.

Norwich, Conn.—A certificate of increase of the capital stock of the W. H. Davenport Fire Arms Co., from \$20,000 to \$50,000, has been filed with the Secretary of State.

Paris, Ill.—Paris Bicycle and Plating Works; C. H. Anderson has purchased the business from C. F. Probst, giving a 130-acre farm in exchange.

Pawtucket, R. I.—Dawson & Co. are to close out their entire stock of bicycles and sporting goods.

Plainfield, N. J.—Nelson Van Winkle has succeeded to the bicycle and repair business of William H. Rogers, on North Street.

Rochester, N. Y.—L. H. Banister, formerly associated with Arthur McNall, has opened up a livery and repair shop on East Avenue, in the building formerly occupied by Mr. McNall.

St. Paul, Minn.—The St. Paul Cycle Co. have advertised that they are going to sell out their business.

Toledo, O.—The National Cement and Rubber Co. has taken over the entire business of the Excelsior Cement Co., of Worcester, Mass., and all orders intended for the last-named company will be filled at Toledo.

Uxbridge, Mass.—Victor Eckberg has sold his bicycle business in that place to James A. Milligan.

Wichita, Kan.—H. H. Hess & Co., succeeds Musselman Bros.

### Recent Fires.

Meriden, Conn.—A. M. Shepard & Co., 6 Crown Street; loss about \$75; insured.

New Britain, Conn.—William Samuelson, partially insured.

Ogden, Utah—B. Goodsell, bicycle dealer, has sustained a loss of \$100 through a fire. Fully insured.

Watervliet, N. Y.—J. Gray, Sixteenth Street; slight loss.

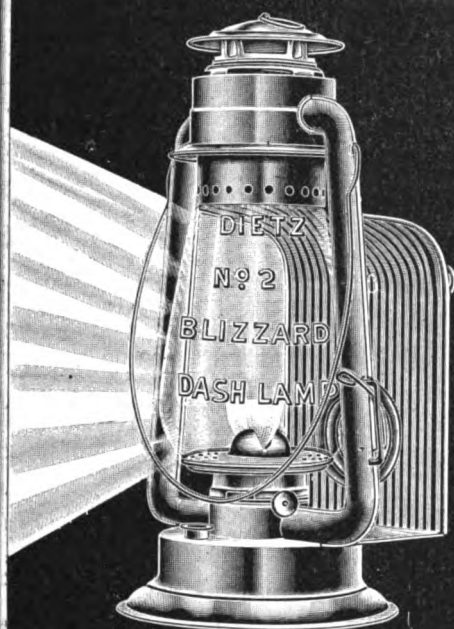
Wilson, N. Y.—Julius Weaver, who conducted a bicycle store, was a heavy loser by a disastrous fire which devastated the entire business section of the community. It is not known but what his loss will be covered by insurance.

Pittsburg, Pa.—Frank C. Houghton, Liberty Avenue and Ella Street, loss \$600, partly insured.

Fire Chief Swingley estimated the damage to the stock at \$50,000 and to the building at \$20,000.



# DIETZ No. 2.



## BLIZZARD (COLD BLAST) DASH LAMP

COX. N.Y.

### Dietz Nos. 1 and 2 Blizzard Dash Lamp

(COLD BLAST)
**FOR KEROSENE.**

THESE are our well liked Nos. 1 and 2 Blizzard, made with reflectors for use as Dash Lamps. They are made on the new COLD BLAST PRINCIPLE, give an extra fine light, and will stay alight in ANY WIND.

They are very convenient combination Lanterns, and can be used as Hand Lanterns, Wall Lamps or Dash Lamps, and are fitted with the same convenient Side Lift as our regular Blizzard Lanterns. For use on the dash, each lamp is provided with a strong spring to clasp over the dash.

No. 1 is japanned blue, is fitted with our patent Bull's-eye lens on perforated plate, takes a  $\frac{5}{8}$ -in. Burner and Blizzard Globe, and holds oil to burn 14 $\frac{1}{2}$  hours.

No. 2 is japanned blue, takes a 1-in. Burner and Blizzard Globe, and holds oil to burn 19 hours. The oil pots of these lanterns are drawn from tinned sheet steel, and are re-tinned after being shaped. This adds largely to their lasting qualities.

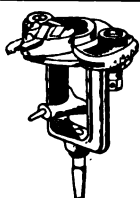
ALL DIETZ LANTERNS are SAFE and RELIABLE.

Where a Dash Lantern is required, giving a large light, these are unequalled.

For sale by
**ALL LIVE JOBBERS.**

If you handle Lanterns send to us for a catalogue and to your jobber for prices.

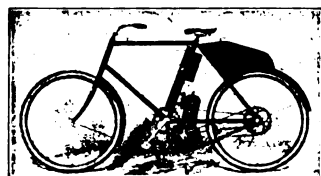
**R. E. Dietz Company,**  
NEW YORK CITY.

Established 1840


Hibbard Improved Adjustable Hollow Auger, Riveted Steel Jaws, Cuts all size tenets from  $\frac{1}{4}$  to  $1\frac{1}{2}$  inches. Made of best material. We also manufacture Spoke Pointers and Shaves. Write for Prices and Illustrated Catalogue. 25 years' experience in the business.

**C. B. Hibbard Mfg. Co.**  
Sole Makers,  
GRAND RAPIDS, MICH.

### Patee Crest Bicycles and Motor Cycles.



Prices.  
\$25 00  
40 00  
AND  
200 00

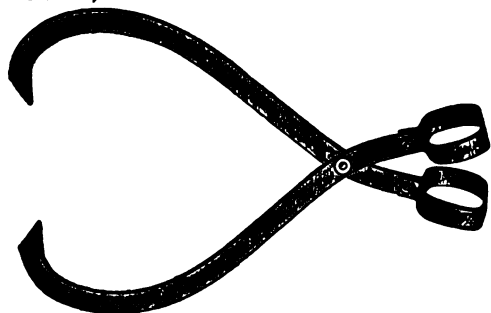
The Patee Motor Cycle is the only thoroughly high grade Motor Cycle ever built in America. In fact the only one that is constructed for a motor cycle throughout. No bicycle parts are used. It is fully guaranteed, and money will be refunded if not found as represented. The leading dealer in every town should have our agency.

Prices and terms free. Write to-day.

**PATEE BICYCLE CO.,**  
Indianapolis, Ind., U. S. A.

### THE FANNER MFG. CO., CLEVELAND, OHIO.

## FAMILY ICE TONGS

EITHER
**Tinned or japanned**


Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

### Columbian 1000-Shot Air Rifle.

Patented  
Oct.  
24, 1893.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Enameled, \$30.00; Full Nickel, \$42.00. Write for Discounts to Trade.

**WM. G. SMITH & CO., Mfrs.,** 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

**CHAMPION  
MODEL.**

GOOD AGENTS WANTED TO SELL

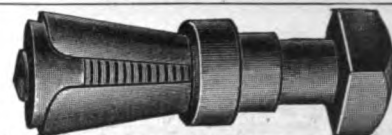


## ROBERT MURRAY.

24 Duane St.,  
New York City.

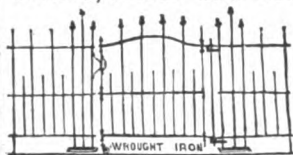
### General Hardware

Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.



**The POSITIVE EXPANSION BOLT.**  
D. C. SEAMAN & CO.,  
1688 Hutchinson Street, Philadelphia, Pa.  
For Sale by  
NEAL & BRINKER, 18 Warren St., N. Y.  
JOHN SIMMONS CO., 110 Centre St., N. Y.  
SOMERS, FITLER & CLARKE, 323 Water St., Pittsburgh, Pa.  
— SEND FOR PRICE LIST. —

Prison, House and Stable Work;



JOIST  
HANGERS;  
LAWN  
FURNITURE;  
FENCING, ETC.

**VAN DORN IRON WORKS CO.,**  
CLEVELAND, OHIO.

**RIVETS and WIRE NAILS.**



**C. C. & E. P. TOWNSEND,**  
New Brighton, Penn.

**HAYES FILE CO.** Established 1870.  
DETROIT, MICH.



Now in our new plant with greatly increased capacity.  
We manufacture everything in Files.

**ADAM'S STEEL & WIRE WORKS,**

Wire Fencing,  
Ornamental Steel  
Fencing,  
Window Guards,  
Wire Signs,  
Jail Work, etc.

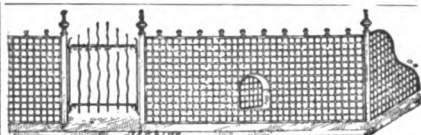


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**W. J. ADAM, JOLIET, ILLINOIS.**

**The Bridgeport Mfg. Co.,**  
Admiral Street, Bridgeport, Conn.

**SHEARS,** Steel Laid and Hard Cast, in great variety. Nails, Pullers, Screw Drivers, Pliers, Wire Cutters, etc. Metal Goods of any kind to order on large contracts.



**J. E. BOLLES IRON AND WIRE WORKS**  
DETROIT, MICH.

Bank Railings, Elevator Enclosures and Cars,  
Gills, Electro Bronze Work, Architectural  
and Builders' Iron Work, etc.

Send for Catalogue and mention this paper.

**AMERICAN CORN AND SHOCK COMPRESSOR**  
Best Pulley HOLDS WHILE YOU TIE.  
Write for Price List.



**J. B. HUGHES, GREENSBURG, IND.**



**J. A. COCHRANE, CLEVELAND, O.**

Write us for prices on —

**Roofing Cement,  
Roofing Paint, &c.**

**J. L. PERKINS & CO.,**  
239 Lake Street,  
CHICAGO.



Decided improvement. Less friction. Can be changed from a roller to a three-wheel cutter. Extra wheels in the handle. Send for catalog.  
**TRIMONT MFG. CO., Roxbury, Mass., U.S.A.**

## Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column free of charge. Should not exceed Four Lines.

**ALL OTHER NOTICES,** twenty-five cents per line.

### Situations Wanted.

**A FIRST-CLASS ACCOUNTANT,** book-keeper and cashier, understanding matters of finance and office work in every particular, desires to connect himself with some prominent house, or corporation, where integrity and strict attention to business would meet with fair compensation. Address **R. D. FIELD,** care **HARDWARE,** 275 Broadway, New York. 142

**BLACKSMITHING.**—Young man, 19, would like to learn blacksmithing. Address **James White,** 159 Chrystie Street, New York. 217

**BOOKKEEPING AND GENERAL OFFICE WORK.**—Young man, with a thorough knowledge of French and German, and English as well, thoroughly acquainted with foreign trade, bookkeeping and general office work, six years' experience in machinery and Hardware business in France and Germany. desires position. Address **M. E. S.,** care **HARDWARE,** 275 Broadway, New York. 218

**BUYER, MANAGER OR SALESMAN.**—A gentleman of 38 with a creditable business career of 20 years in Hardware, House Furnishing, Paints, etc., seeks position. Address **S. F.,** care **HARDWARE,** 275 Broadway, New York. 165

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**BOOKKEEPER AND SIGN WRITER.**—Man, 32 years of age, with nine years' practical experience in retail Hardware as clerk and buyer, A1 double entry bookkeeper and sign writer, wants like position. First class reference. Address **S.,** care **HARDWARE,** 275 Broadway, New York. 197

**ENGINEERING SALESMAN** wants to make connection with A1 house, and travel in New York City and State; has good circle of acquaintances and will work for reasonable terms while developing business; good references. Address **E. L. I.,** care **HARDWARE,** 275 Broadway, New York. 168

**EXPERIENCED BOOKKEEPER** is open for engagement. Has knowledge of general office work; also Hardware and Gas business. Address **BOOKKEEPER,** 55 Dupont Place, Johnstown, Pa. 190

**EXPERIENCED ENGINEER** and estimator in machinery, steam heating and general iron work, and having acquaintance with architects and builders of Greater New York, would like to take position with concern doing structural steel building work, doing outside work, soliciting, superintending, etc., to get more perfect knowledge of estimating, etc. Good references. Small salary only expected at start. Address **D. EDWARDS,** 441 W. 51st Street, New York. 189

**FOREMAN.**—Experienced in stock, packing and shipping departments of manufacturing concern. Can give good references. Address **F. P. R.,** care **HARDWARE,** 275 Broadway, N. Y. 235

**FOREMAN OR TIMEKEEPER**—Situation wanted by a man (32) as foreman or timekeeper. A hustler; can handle any kind of help; thoroughly posted on piece work system; 12 years' reference from last place. Address **J. H. L.,** care **HARDWARE,** 275 Broadway, New York. 200

**HARDWARE ASSISTANT.**—Young man, now as assistant buyer by well-known Hardware concern, desires position in same or similar capacity where there is room for advancement. Address **S. R. S.,** care **HARDWARE,** 275 Broadway, New York. 239

## Situations Wanted.

**HARDWARE CLERK OR SALESMAN.**—Situation wanted in retail Hardware store. An all-around man; ten years' experience. Address C. E. F., care HARDWARE, 275 Broadway, New York. 191

**HARDWARE SALESMAN OR BUYER.**—Young man desires position as salesman or buyer. Seven years' experience in importing and jobbing Hardware house. First class reference furnished. Address Y, care HARDWARE, 275 Broadway, New York. 211

**HARDWARE SALESMAN** of 14 years' successful experience, as direct representative for leading manufacturer to jobbers throughout the country, will be open for engagement after June 1. Highest references. Address SALARY, care HARDWARE, 275 Broadway, New York. 199

**HARDWARE SALESMAN.**—German, to visit the retail trade in city and nearby towns. Commission or salary and commission. Address George Burckner, 227 E. 87th Street, New York. 216

**HARDWARE CLERK**—A man who has been in both wholesale and retail business wants position where he can make himself useful. Address J. W. R., care HARDWARE, 275 Broadway, New York. 243

**MACHINERY SALESMAN.**—Experienced man wants to represent special or general machinery and supplies, to establish New York office, or travel and install. Address EDWARDS, care H. Mfg. Co., 121 Front Street, New York. 193

**MANAGER OR SALESMAN.**—Position as manager or salesman of Hardware store by man of 31 years, having had thorough experience. Address EXPERIENCE, care HARDWARE, 275 Broadway, New York. 202

**PAINT AND WALL PAPER SALESMAN.**—Situation wanted by a young married man, perfectly familiar with the details of the paint and wall paper trade. Address or call. CHARLES P. LUNDQUISTE, 83 Third Street, Brooklyn, N. Y. 208

**PLUMBER, STEAM AND GAS FITTER.**—Plumber, steam and gas fitter desires work in city or country; first class in all its branches, estimating, etc. Neat mechanic; sober, honest; references. Twenty years' experience. Address JAMES E. USHER, 475 E. 115th Street, New York. 184

**SHIPPING CLERK**—Assistant shipping and stock clerk desires position. Salary \$7 per week. Two years' experience with New York Hardware manufacturer. Honest and reliable. Age 20. Address TOWNE, care HARDWARE, 275 Broadway, New York. 185

**SHIPPING CLERK.**—Young man desires position as shipping and receiving clerk. Four years' experience in shipping general Hardware and machinery. Can furnish A1 references. Address W. E. B., care HARDWARE, 275 Broadway, New York. 192

**STORE MANAGER.**—Position as manager or assistant manager in a retail Hardware store by a young man 24. Has had seven years' experience in Hardware, is thoroughly familiar with jobbers' prices. Would prefer position in a good, lively town in New York or Pennsylvania. A1 references. For further particulars address MANAGER, Box 106, Little Falls, N. J. 241

**TRAVELING SALESMAN.**—Experienced salesman, who has sold in Virginia, Maryland, and Washington, D. C., over 18 years, is open for a good line on commission. Address BUCHTA, 1427 East Monument Street, Baltimore, Md. 164

**TRAVELING SALESMAN.**—Experienced traveling salesman, 30 years old, and not afraid to work, desires situation with some first class house with an opportunity for advancement. Salary not so much an object as a chance to show right party what he can do. Address F. A. S., care HARDWARE, 275 Broadway, New York. 226

**TRAVELING SALESMAN.**—A young man, hustler, sober and reliable, would like to represent some manufacturer or well known jobber of cutlery in the States of North and South Carolina and Georgia. Salary no object. Very best of references. Address ROBERT, P. O. Box 262, Raleigh, N. C. 206

## Side Line Offered.

**COMMISSION SALESMAN** thoroughly acquainted with Hardware and Tinware manufacturers in New York and New England. Address NATIONAL, care HARDWARE, 275 Broadway, New York. 238

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address ARGAND VAPOR LAMP Co., Detroit, Mich. 152

**HARDWARE SALESMEN.**—To handle as a side line our labor saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG Co., Cleveland, Ohio. a

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

## Side Line Offered.

**TRAVELING SALESMEN.**—Traveling men to handle side line on commission. RAPID RIFLE Co., LTD, Grand Rapids, Mich. 222

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER Mfg. Co., Davenport, Iowa. 145

**TRAVELING SALESMEN.**—Specialty salesmen to handle line of goods to retail house-furnishing and Hardware trade, as a side line. State lines already handled and territory covered. Address I. F. W., care HARDWARE, 275 Broadway, New York. 242

## To Let.

**A FINE FIRST LOFT,** 50 x 50 feet, in centre wholesale Hardware district, New York City. Splendid light, freight and passenger elevator; all conveniences. Special terms to desirable tenant. Address STORE, care HARDWARE, 275 Broadway, New York City. 228

## For Sale.

**MANUFACTURING,** Small Hardware, one-half interest, and full management. Established 35 years. Net Assets \$50,000. No liabilities. Eastern city. Principals only. Manager out of health. For full particulars and interview, address Genuine, care HARDWARE, 275 Broadway, New York. 244

## Hardware Business For Sale.

**HARDWARE BUSINESS FOR SALE** well established. Doing retail-wholesale business; present owners very desirous of retiring from store trade. Will arrange special terms with right party for purchase within the next thirty days. Address HARDWARE BUSINESS, care HARDWARE, 275 Broadway, New York. 240

## Agency Offered.

**LIVE HARDWAREMEN.**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

## Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT Co., Garden City Block, Chicago, Ill. 116

## Business Opportunity.

**EVEN ONE-HALF INTEREST,** and position of Secretary and Treasurer offered in paying manufacturing plant, to some one with \$20,000. Must be willing to devote his time, and have executive ability to help build up big business. Advertiser controls thoroughly established business, of good-reputation for product; also several excellent and valuable specialties of unlimited scope. Investigations solicited. Address HALF INTEREST, care HARDWARE, 275 Broadway, New York. 217





WRITE FOR QUOTATIONS



**TRUNK, BAG AND DOOR HASPS.**  
**BRASS GOODS MANFG. CO.**  
 102 Third St., BROOKLYN, N.Y.  
 MANUFACTURERS OF  
**METAL GOODS IN BRASS, BRONZE AND TIN.**  
 LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.  
**SPECIAL GOODS MADE TO ORDER.**  
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING

**TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852**  
**Tools, Cutlery and Springs.**



SCREWDRIVERS OF ALL KINDS

SEND FOR CATALOGUE.

**"USEFUL AS AN ADVERTISING MEDIUM."**

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

## Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE

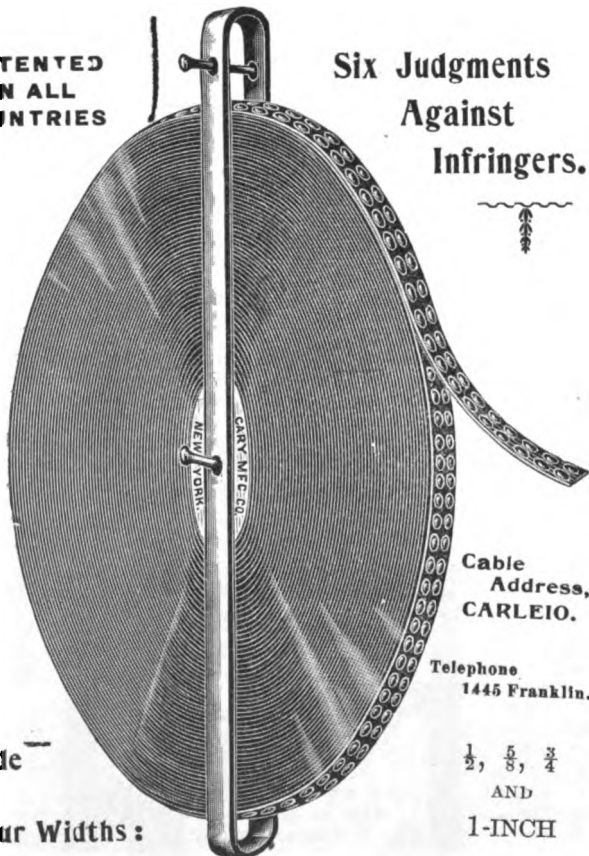
**AMERICAN STEEL ROOFING CO.**

Middletown, O.

## CARY'S UNIVERSAL BOX STRAP.

PATENTED  
IN ALL  
COUNTRIES

Six Judgments  
Against  
Infringers.



Made  
in  
Four Widths:

Cable  
Address,  
CARLEIO.

Telephone  
1445 Franklin.

$\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
AND  
1-INCH

**CARY MANUFACTURING CO.,**

19 and 21 Roosevelt St., New York.



**WE WANT DEALERS  
TO HANDLE OUR  
Iron Fence and Lawn Furniture.**

Send for Catalogue "35 B."

**THE STEWART IRON WORKS, Cincinnati, O.**

**FILLGROVE BROS. & CO.,  
IRONTON, OHIO.**

**"SUPERIOR" DRIPPING PANS.**



**GOOD MATERIAL, WELL MADE.  
WRITE FOR PRICE LIST AND DISCOUNTS.**



Cleveland Rubber Co.	Price Each
Buckeye.....	60¢10¢
Shield High Grade.....	50¢10¢
War. 2 XL.....	40¢
Common Standard.....	75¢10¢
Extra.....	60¢10¢10¢
N. J. Car Spring & Rubber Co.	
Extra Para.....	40¢10¢
Reliable.....	50¢10¢
Staple.....	60¢10¢
Standard.....	70¢10¢

Belting, Stitched Cotton—	
Sphinx Brand.....	60¢
Competition Brand.....	70¢

Belts—	
ENDLESS THRESHER—	
Four Ply, 6-in. ret.....	3 foot 12¢
Four Ply, 7 in. net.....	3 foot 14¢
Four Ply, 8 in. net.....	3 foot 16¢

Bench Staps—	
Cincinnati.....	25¢10¢
Mordill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....	40¢10¢
Seymour Smith & Sons.....	25¢10¢
Terrill's Nos. 1 and 2, \$9.00; No. 3, \$3.00 per doz.....	25¢
Miller's Falls.....	15¢10¢
Weston's.....	40¢

Bicycle Material—	
BELLS—	Price per Doz.
The Electro, 1 1/4 inch, Electric Stroke.....	\$1.25
The Allen Rotary Tire.....	3.75
The Mossberg No. 1 Chime-Tire Bell.....	6.00
The Mossberg No. 2 Chime-Tire Bell.....	4.00
The Mossberg No. 10 Cuckoo Bell, 2 1/4 inch.....	3.25
The Mossberg No. 12 Electric Stroke, 2 1/4 inch.....	5.25
No. 211, Bristol, 1 1/4 inch.....	1.50
No. 212, Bristol, 2 inch.....	1.75
No. 111, Bristol, 1 1/4 inch.....	1.35
No. 112, Bristol, 2 inch.....	1.60
No. E 3, New Departure, 2 1/4 inch, Electric Stroke.....	5.00
No. E 5, New Departure, 2 1/4 inch, Electric Stroke.....	4.50
No. E 7, New Departure, 2 inch, Electric Stroke.....	3.00
No. E 9, New Departure, 1 1/4 inch, Electric Stroke.....	2.50
No. 1017, New Departure, Flag Top, 2 inch, Electric Stroke.....	3.75
No. E 7 1/4, New Departure, 2 inch, Electric Stroke.....	2.65
No. E 9 1/4, New Departure, 1 1/4 inch, Electric Stroke.....	2.2
No. 1015, New Departure, Flag Top, 2 inch, Electric stroke.....	5.00
No. R 5, New Departure, 2 1/4 inch, Electric Stroke.....	5.25
No. T 9, New Departure Chime-Tire Bell.....	4.30
No. 415, New Departure Push Button Bell, 2 inch.....	4.00
No. 811 P, New Departure Push Bell, 1 1/4 inch.....	2.00
No. 1046, New Departure, 2 inch, Electric Stroke.....	3.75
Handsome Emerald Jewel in Center. No. 1076, New Departure, 2 inch, Electric Stroke. Ruby Jeweled Turtle and Embossed Serpent design.....	3.75
No. 1136, New Departure, 2 inch, Electric Stroke. Golf and Thistle design, embossed and enameled.....	3.50
Blow Torches. The Imperial Gasoline.....	\$2.25
Blow Torches. The Queen Gasoline.....	2.25
Brazing Brushes; best steel wire.....	.35
Brazing Compound—Superior.....	.28
Brazing Compound—Fluxine.....	.28

BICYCLE STANDS AND HOLDERS—	
Diamond Folding.....	\$2.75
Haube's Wire.....	2.50
Eurekas for 5 machines with-out signboard.....	1.25
Eurekas for 7 machines, with-out signboard.....	1.50
Extra for signboard.....	.60
No. 5, Extension, with casters.....	.50
Model D Wall Rack, japanned.....	1.60
Model B Wall Rack, japanned.....	2.70

BUFFERS—HANDLE BAR—	
No. 1, Style M. & W.....	.50
No. 2, Style M. & W.....	.55
Brast Drills, Goodell's, No. 6.....	2.75

CALIPERS—	
Stevens', inside or outside:	
3 inch length.....	.35
4 inch length.....	.45
5 inch length.....	.50
6 inch length.....	.60

CARRIAGE—	
For all Gas Lamps; best quality only, in 2 lb cans.....	.17

CEMENT—	
Eclipse, hard, 1 lb cakes.....	.17
Eclipse, 1/2 x 3/4 tubes, rim or rub.....	.15
Eclipse, 3/4 x 3/4 tubes, rim or rub.....	.20
Eclipse, 1 x 1 tubes, rim or rub.....	.25
Eclipse, 1 1/4 tubes, rim or rub.....	.35
Eclipse, 1 x 6 tubes, rim or rub.....	.40
Eclipse, 1 pt. cans, rim or rub.....	1.90

Eclipse, 1 qt. cans, rim or rub.....	Each.
Eclipse, 1 gal. cans, rim or rub.....	1.00
Morgan & Wright small tubes.....	.30
Wood rim or rubber.....	

CARRIERS—	
Lamson No. 1.....	\$4.50
Lamson No. 4 S.....	7.75
Lamson No. 4 D.....	9.50
Kalamazoo No. 10.....	4.75
Dexter No. 1.....	4.50

CHAINS—	
Baldwin, Pattern A, 3-16 or 1/4 inch, 5 ft. long.....	.60
Baldwin, Pattern P, 3-16 or 1/4 inch, 5 ft. long.....	1.25
Morse Roller, 3-16 or 1/4 inch, 5 ft. long.....	2.00
Crown Regular, No. 7, 3-16 or 1/4 inch, 5 ft. long.....	.40
Watch Fobs, made of Bicycle Chain.....	.15

CHAIN LUBRICANT—	
Holdfast in tin cans.....	.30
Pacemaker, brush top.....	.80
Dixon's No. 691.....	.25
M. & W. Slippery Stuff.....	.45

CONES—	
Hub Cones, ass'd sizes & threads.....	.75
B. & R. Adjustable Cones, all threads in stock.....	1.00
Nelson Adjustable Cones, all threads in stock.....	2.40

CRANKS—	
Round, Nickel Plated, 6, 6 1/2, 7 in.....	35c

CUPS FOR BEARINGS—	
For Hangers.....	Price each. \$ .10
For Hubs.....	Price each. .05

CYCLOMETERS—	
Veeder, 28 in. regular.....	\$6.75
New Departure, for front hub.....	5.75
20th Century, regulars.....	5.50

CRANK KEYS—	
5-16, 11-32 and 3/4 in. sizes slotted.....	5c

ENAMEL—	
1/4 pt. cans, air drying, all colors.....	.75c

ENAMEL BRUSHES FLAT	
CAMELS HAIR—	per Doz.
3/8 inch wide.....	.85
1/2 inch wide.....	1.00
5/8 inch wide.....	1.15
3/4 inch wide.....	1.35

FRAME CLAMPS—	
For attaching saddle to top bar of frame.....	Price Each.
Sidway, 1 1/2 and 1 1/4 inch.....	.25
Chalfont, 1, 1 1/4 and 1 1/2 inch.....	.30

GRIPS—	
Nickel-Tip Corkaline, 3/8, 13-16 and 3/4.....	Price per Pair.
Composition-Tip Corkaline, all sizes and colors.....	.06
Wood-Tip Leather, all regular sizes.....	.07
Nickel-Tip Leather, all regular sizes.....	.12

GUARDS & GUARD FITTINGS—	
Regular 3/8 inch rear wheel guard, natural or stained, drilled and eyeleted.....	\$ .15
Regular chain guards to match above.....	.10
Complete sets of fittings for attaching above.....	Price per set .20

Blinder Twine—	
White Sisal, 500 ft. to lb.....	8c
Standard, 500 ft. to lb.....	8c
Manila, 600 ft. to lb.....	10c
Pure Manila, 650 ft. to lb.....	11c

Bit Holders—	
Angular.....	45¢
Extension.....	
Barber's, per doz. \$15.00.....	45¢50¢
Ives', per doz. \$20.00.....	60¢10¢

Bit Stock Drills—	
See Augers and Bits.	

Blind Adjusters—	
Domestic, per doz. \$3.00.....	33 1/4¢
Excelsior, per doz. \$10.00.....	60¢10¢25¢
North's.....	10¢
Zimmerman's.....	50¢

Blind Fastenings and Tenons—	
Austin & Eddy, per gro. sets.....	\$5.50
Forhan's Improved Star Tenon, per gro. \$1.00.....	25¢
Holt's Tenons.....	70¢
Merriman's Brass Lever, per gr.....	\$15.00
Merriman's Iron Lever, per gr.....	9.00
Millers Falls, per set \$1.00.....	15¢10¢
Security Gravity, per gr.....	\$9.00
Washburne's Plate, per gr.....	9.00
Zimmerman's.....	50¢

Blind Hinges—	
See Hinges.	

Blocks—	
Chisholm & Moore Crane Load Blocks.....	15¢
Cleveland Block Co. Steel.....	60¢10¢70¢
Eddy's.....	60¢10¢70¢
Hariz' Steel.....	50¢60¢10¢
Iron Strapped, Japanned Sheaves.....	70¢
Iron Strapped, Lig Vitae Sheaves.....	60¢
Rope Strapped, Japan'd Sheaves.....	60¢10¢
L. V. Sheaves.....	40¢

Lanes:	
Junior, Self Sustaining.....	30¢
Pat. Automatic.....	30¢
Perfect Safety.....	30¢
Stowell, Novelty Block.....	50¢10¢
Regular Iron Strapped Blocks.....	60¢10¢10¢70¢

Bolts—	
DOOR AND SHUTTER—	
Cast Iron Barrel, Square, &c.....	50¢10¢
Cast Iron Chain.....	50¢10¢
Cast Iron Shutter Bolts.....	45¢10¢
Ives' Patent Door Bolts.....	60¢
Wrought Barrel.....	60¢10¢15¢
Wrought Square.....	60¢10¢15¢
Wrought Shutter, Standard list.....	40¢10¢
Wrt Sunk Flush, Sargent's list.....	50¢50¢10¢
Wrt Sunk Flush, Stanley's list.....	45¢45¢10¢
Wrt B. K. Flush, Com'n, Stanley's list.....	50¢50¢15¢
Wrought Spring, Sargent's.....	75¢

CARRIAGE, MACHINE, &c.—	
Bolt Ends.....	70¢70¢7 1/4¢
Machine.....	70¢70¢7 1/4¢
Carriage, Common.....	65¢10¢
Norway Iron, list Oct. '84.....	80¢
Phila., Eagle, list June 1, '99.....	80¢
Sleigh Shoe.....	85¢

TIRE—	
American Screw Co.: Bay State, Plain, list Dec. 28, '99.....	77 1/4¢
Bay State, Finted.....	77 1/4¢
Eagle Phila., list Feb. 26, '96.....	85¢
Norway, Phila., list Feb. 26, '96.....	82 1/4¢
Common, list Dec. 28, '99.....	75¢
Norway, Phila.....	82 1/4¢
Portchester, Norway.....	75¢

STOVE AND FLOW—	
Plow.....	60¢10¢
Stove, list Dec. 28, '99.....	75¢

MISCELLANEOUS—	
Sink.....	75¢

Bone Mills.	
Enterprise.....	25¢30¢
Stearns.....	40¢

Borers, Bung.	
Enterprise.....	25¢30¢
Each.....	\$1.25, \$1.65, \$2.50
Nos.....	1 2 3

C. E. Jennings & Co.	
No. 6.....	40¢
No. 10.....	25¢

Borers, Tap—	
Common Ring.....	20¢10¢
Enterprise.....	25¢30¢
Ives.....	25¢10¢

Boring Machines—	
WITHOUT AUGERS—	
Upright.....	Angular.
Douglass'.....	\$2.75 \$3.38
Jennings'.....	3.00 3.75
Millers Falls.....	7.50 15¢
Snell's, Rice's Pat.....	2.75 3.00

Bow Pins—	
Hotchkiss.....	60¢10¢

Boxes, Mail.	
Heller's.....	40¢5¢

Box Strapping—	
Cary's "Universal," in case lots, 20 & 10 @ 20 & 10 @ 10¢	

Braces—	
Barbers'.....	50¢10¢60¢10¢
Barbers' Ratchet.....	60¢80¢10¢
Common Ball American.....	60¢60¢10¢
Ives'.....	60¢5¢
Barbers'.....	60¢5¢
Barbers' Ratchet.....	60¢60¢10¢
New Haven Novelty.....	70¢
New Haven Ratchet.....	60¢10¢
Spofford.....	60¢5¢
C. E. Jennings & Co.: No. 108 @ 114.....	50¢10¢
No. 208 @ 214.....	50¢10¢
Lancaster Mach. & Knife Works.....	40¢
Peck's (P. S. & W. Co.).....	50¢10¢40¢
Gen. Spofford's.....	50¢10¢60¢

Brackets—	
Door Screen.....	60¢10¢
Shelf, Bradley's Patent.....	75¢
Shelf, Plain, Regular list.....	65¢
Shelf, Fancy, Sargent's list.....	40¢10¢
Window Screen Corner.....	60¢10¢
Reading, Plain.....	80¢
Reading, Rosette.....	60¢

Bracket Saw Frames—	
Millers Falls Co.....	25¢

Bracket Sets—	
Millers Falls Co.....	33 1/4¢

Box Hooks, Openers and Scrapers—	
Humason & Beckley's.....	60¢60¢10¢

Bright Wire Goods—	
Standard. New list.....	80¢

Bull Rings—	
Humason, Beckley & Co.'s.....	80¢
Peck, Stow & Wilcox Co.'s.....	60¢
Sargent's.....	80¢
Seymour Smith & Sons.....	60¢

Bull Punches—	
Humason & Beckley's.....	25¢

Bush Hooks—	
See Hooks.	

Butchers' Cleavers—	
Bradley's.....	25¢30¢
Beatty's.....	40¢
Foster Bros. Flat ds.....	30¢
Foster Bros. Round Hds.....	80¢
Lancaster Mach. & Knife Wks.....	33 1/4¢40¢
& I. J. White.....	25¢
New Haven Edge Tool Co.'s.....	40¢
P. S. & W.....	33 1/4¢5¢

Butcher Knives—	
See Knives.	

Butchers' Saw Blades—	
Millers Falls Co. Star.....	15¢15¢10¢
C. E. Jennings & Co.....	25¢10¢

Butter and Cheese Tris—	
Ordinary Black Handle.....	25¢
Humason & Beckley's.....	25¢10¢

Butt and Rabbit Gauges—	
Stanley's.....	25¢10¢

Butts —	
BRASS—	
Cast Brass, Fast Joint.....	40¢10¢50¢
Cast Brass, Ice House.....	40¢
Cast Brass, Loose Joint.....	40¢10¢50¢
Wrought Brass, list Sept. '96.....	40¢40¢5¢

CAST IRON—	
Loose Joint.....	60¢10¢5¢70¢
Loose Joint, Japanned.....	60¢10¢5¢70¢
Loose Joint, Jap. with Acorns.....	60¢10¢5¢70¢
Loose Pin.....	60¢10¢5¢70¢
Mayer's Hinges.....	60¢10¢5¢70¢
Parliament Butts.....	60¢10¢5¢70¢
Fast Joint, Broad.....	50¢50¢10¢
Fast Joint, Narrow.....	50¢50¢10¢

WROUGHT STEEL—	
List April 1, 1895.	
Bronzed Inside Blind Butts.....	50¢50¢10¢
Bronzed, Narrow.....	50¢50¢10¢
Fast Joint, Narrow.....	50¢50¢10¢
Fast Joint, Light Narrow.....	50¢50¢10¢
Fast Joint, Broad.....	50¢50¢10¢
Loose Joint.....	50¢50¢10¢
Loose Pin.....	50¢50¢10¢
Table Butts, Back Flaps, etc.....	70¢10¢5¢

Calipers—	
Bemis & Call:	
Wing.....	65¢
Double.....	65¢10¢
Inside and Outside.....	65¢10¢
Straight Leg.....	65¢10¢
Call's Pattern, Inside.....	55¢

Can Openers—	
American.....	per gross, \$1.75 @ \$2.00
Goodell's Acme.....	per gross, 8.00
No. 5, Iron Handle.....	per gross, \$2.00 @ 2.25
Sardine Scissors.....	75¢10¢
Sardine Scissors, Forged Steel.....	per doz., \$4.50
Sprague, No. 1, \$2.00; No. 2, \$2.25.....	75¢10¢
No. 3, \$2.50.....	75¢10¢
Universal, per doz., \$3.00.....	50¢

Cards—	
Cotton.....	25¢
Horse and Curry.....	25¢
Wool.....	25¢

Carpet Stretchers—
--------------------



**Cattle Leaders—**

Humason, Beckley & Co.'s.....	70&10%
Puck, Stow & W. Co.....	66%
Sargent's.....	70&10%
Welton's.....	70&10%

**Chain—**

Aluminum Coil and Halter.....	50&5%
American Halter Chain.....	50&50&5%
American Proof Coil, Cask lots, Inch.....	Per lb.
3-16.....	\$7.45
1/2.....	5.55
5-16.....	4.55
3/4.....	3.70
7-16.....	3.55
1.....	3.45
2-16.....	3.40
3/8.....	3.40
1/2.....	3.35
3/4.....	3.35
1.....	3.35
Less than 1000 lb of each size, add 25c.	
per 100 lbs.	

**Bridgeport Chain Co.:**

Brown, Coll.....	60%
Brown, Halter.....	60%
Competition Sash.....	50&10%
Monarch, Sash.....	40&10%
Triumph, Coll.....	55%
Triumph, Halter.....	55%

Covert Mfg. Co., Breast Chain.....	} 35%
Covert Mfg. Co., Halter Chain.....	
Covert Mfg. Co., Heel Chain.....	
Covert Mfg. Co., Rein Chain.....	

Covert Mfg. Co., Stallion Chain.....	} 35%
Galvanized Pump Chain.....	
German Coll, list July 24, '97.....	
German Halter Chain, list July 24, '97.....	

Jack Chain, Iron.....	60&60&10%
Jack Chain, Brass.....	60&60&10%

Onedais.....	
Niagara.....	60%
Eureka.....	60%

Trace, Wagon and Fancy Chains.....	
New List.....	50&10&60%

**COW TIES—**

American.....	50&50&10%
Niagara.....	45&50%
Covert Mfg. Co.:	
Cotton.....	45%
Hemp.....	45%
Jute.....	35%
Sisal.....	20%

**Chain Guards—**

Aluminum S. & N. Co.....	50
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**Chain Holts—**

Moore's "Anti-Friction".....	80%
Moore's "Direct".....	50%

**Cherry Stoners—**

Enterprise.....	25&80%
Family.....	net per doz. \$4.00

**Chisel and File Handles—**

See Handles.

**Chisels—****SOCKET FRAMING AND FIRMER—**

Buck Bros.....	30%
Charles Buck.....	30%
Dougllass.....	
Mix.....	
Ohio Tool Co.....	70%
P. S. & W.....	
Swan.....	
Witherby.....	
C. E. Jennings & Co., No. 70.....	20%
Jennings & Griffin Mfg. Co.....	70%

**TANGED AND MISCELLANEOUS—**

Box.....	60&10%
Buck Bros.....	20&10%
Butchers'.....	\$4.75&\$5.00 to 2
C. E. Jennings & Co.....	30%
Jennings & Griffin Mfg. Co. Tanged.....	
Chisels and Gouges.....	40%
Spear & Jackson's.....	\$5.00 to 2
Tanged Firmers'.....	40&40&10%

**COLD CHISELS—**

Good quality, per lb.....	18c@20c
Snell's Best C. S.....	50%

**Chucks—**

Beach Patent, each, \$8.00.....	20%
Cushman's:	
Combination.....	4%
Independent.....	50%
Morse's Adjustable, each, \$7.00.....	25%
Syracuse, Balz Patent.....	30%
Union Mfg. Co.:	
Combination.....	40%
Independent.....	40%
Universal.....	40%
Victor, No. 1, \$8.50; No. 2, \$12.50.....	25%

**Clamps—**

Adjustable, Cincinnati.....	25&10%
Adjustable, Hammers.....	20%
Adjustable, Stearns'.....	30%
Malleable, Stearns'.....	75%
Cabinet Makers or Quilt Frame, Sargent's.....	50%
Carpenter's, Cincinnati.....	25&10%
Carriage Makers', Sargent's.....	50&50&10%
Carriage Makers', Stearns'.....	50&50&10%
Carriage Makers', P. S. & W. Co.....	40&10%
Smith's:	
Eccentric.....	25%
Splicing.....	25%
Splicing Tools.....	25%
Warner's.....	40&10%

**Cleaners, Sidewalk—**

Challenge Shank.....	\$8.25
Star Shank.....	4.00
Star Socket.....	4.25

**Clippers—****HORSE—**

Chicago Flexible Shaft Co.'s:	
Chicago Belt Clipping Machine.....	Each \$15.00 net
New '98, Chicago.....	Each 8.75 net

**TOILET**

Chicago Flexible Shaft Co.'s:	
Mascot.....	\$8.40 net
Monitor.....	9.00 net
Stewart Pat.....	10.00 net

**Clips—**

Norway Axle.....	60&10&10%
Norway Spring Bar Clips.....	60&10&10%
Superior Axle Clips.....	60&10&10%

**Coffee Mills—**

Box and Side.....	50&10&60%
Enterprise Mfg. Co.....	25&30
Logan & Strobbridge Co.....	net prices
National Specialty Mfg. Co.....	80%
The Swift, Lane Bros. Co.....	80%
Wadell's New Box Mills.....	10%
Ideal Brand, New List.....	60&60&10%

**Coil Chain—**

See Chain.

**Compasses, Dividers, &c.—**

Athol Callipers and Dividers.....	40%
Bemis & Call Co.'s:	
Compasses.....	50&5%
Dividers.....	65%
Compasses, Callipers, Dividers.....	70&70&10%
Copeland's Extension.....	40%
Stevens' "Ideal".....	25&10%
Stevens' "Leader".....	25&10%
Starrett's Fay's Patent.....	25&10%
Spring Callipers and Div.....	35&10%
Wright's.....	35&10%

**Coopers' Tools—**

Bradley's.....	20%
Barton's.....	30&20&5%
Beatty's.....	35&4%
L. & I. J. White.....	20&20&5%
Sandusky Tool Co.....	25&10&30&10%
Shaves, Cincinnati Tool Co.....	15&15&10%

**Corkscrews—**

Detroit Cork-Screw Co.....	38&4%
Howe Bros. & Hulbert.....	40%
Humason & Beckley Mfg. Co.....	40&10%
Samson.....	per doz \$10.00
Williamson's.....	40%

**Corn and Fodder Compressor—**

J. B. Hughes', per dozen net.....	\$8.00
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**Corn Hooks—**

Kretzinger Cut-Easy.....	per doz \$8.00 net
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**Corn Knives and Cutters—**

Bradley's.....	net
Wadsworth's.....	net

**Countersinks—**

Mayhew's Diamond.....	40%
Smith's.....	25%
Snell's.....	50%
Wheeler's Patent.....	50&10%

**Crayons—**

Sargent's List.....	20%
Dixons.....	per gro.
Eclipse.....	\$3.75
Emerald.....	5.00
Orlole.....	5.00
Rainbow.....	2.81
Solid.....	7.50

**Curry Combs—**

Fitch's List.....	net prices
Kohler's.....	90&85%
New York Stamping Co. List, Sept. 17, '97.....	40%
Perfect.....	40%
Rubber, per doz.....	\$7.50
Southington Cutlery Co.'s.....	25&10%

**Cycle Hangers—**

Lane's.....	38&4&5%
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**Diggers—**

See Post Hole, etc.

**Dividers—**

See Compasses, Dividers, etc.

**Dog Collars—**

Chapman Mfg. Co.'s New List:	
Chain (full assortment).....	40%
Leather (full assortment).....	40&10%
Pope & Stevens:	
Brass.....	40%
Embossed.....	30&10%
Leather.....	40%
Union Hardware Co. New List.....	50&50&10%

**Door Bolts—**

See Bolts, Door.

**Door Checks—**

Bardsley's.....	38&4&40%
Columbia.....	50&10%
Kolpae.....	50&10%
Home.....	45&10&45&10&10%
Norton's.....	50&50&10%
Ogden's.....	38&4&40%

**Door Holders—**

Empire.....	50%
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**Door Springs—**

Champion (Coil).....	50%
Gem (Coil), list Oct. '95.....	20%
Rubber, complete, per doz.....	\$5.50.45&50%
Star (Coil), list Oct. '95.....	80%
Torrey's Rod, 39 in., per gro.....	\$15.00
Torrey's Rod, 43 in., per gro.....	42.00
Victor, Coll.....	50&10&10%

**Drain Cleaners—**

Iwan's Adjustable.....	55%
Iwan's Stationary.....	45%

**Drawer Pulls—**

Sargent's List.....	60%
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**Drawing Knives—**

Adjustable Handle.....	25&25&10%
Bradley's.....	35%
Dougllass.....	70&10%
Jennings & Griffin.....	65&4%
Mix.....	70&10%
Ohio Tool Co.....	70&10%
P. S. & W.....	70&10%
Wetherby.....	70&10%
Watrous.....	80&10%
L. & I. J. White.....	20&5&25%

**Drills and Drill Stocks—**

Automatic Boring Tools.....	50%
Bench, Mannes.....	65&4%
Blacksmiths'.....	60%
Breast, Bartholomew's.....	25&10%
Breast, Goodell's.....	25&30%
Breast, Millers Falls, each \$3.00.....	15&10%
Clamp.....	20%
Ratchet, Billings' Double Acting.....	38&4%
Ratchet, Ingersoll's.....	25%
Ratchet, Merrill's.....	30&20&5%
Ratchet, Moore's Triple Act.....	25&30%
Ratchet, Fletcher's.....	40%
Ratchet, Whitney's.....	50%
Ratchet, Weston's.....	20&25%
Stearns' Bench.....	30%
Upright, B. & P.....	50%
Hand, Goodell's.....	30&11%
Whitney's Hand Drill, No. 1, \$10 00.....	
Adjustable No. 10, \$12.00.....	38&4%
Wilson's Drill Stocks.....	10%

**TWIST DRILLS—**

See Augers and Bits.

**BLACKSMITHS'**

Coe's.....	60%
Prentice.....	60%

**Drug Mills—**

National Specialty Mfg. Co.....	30%
Enterprise Mfg. Co.....	25&30%

**Easy Lawn Swings—**

Ulrich Mfg. Co.....	per doz. \$85.00
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**Egg Beaters—**

Dover Stamping Co.:	
New Dover, per doz. 75 cts., per gro.....	\$7.50
Extra Family Size.....	per doz. 2.00
Keystone.....	38&4%
Spiral.....	per gro. \$4.25&\$4.50
Standard Co.:	
Dover, No. 5.....	\$5.50
Dover, No. 10.....	7.00
Dover, Steel Handle, No. 10.....	7.00
Dover, Extra Heavy, No. 15.....	12.00
Rival.....	9.00

**Emery—**

Genuine Turkish Walpole Mills.....	
No. 6 to 46, per lb.....	10c
No. 54 to 150, per lb.....	10c
Flour, per lb.....	8c

**Enameline—**

No. 4.....	\$4.50
No. 6.....	7.25

**Escutcheons—**

Wood.....	25%
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**Expansive Bits—**

See Augers and Bits.

**Farriers' Knives—**

"Challenge".....	per doz. \$3.00
Popes.....	8.00
Wilkinson's.....	\$3.00 net
Wostenholm's.....	\$3.25.10%

**Faucets—**

Brass Globe Cocks.....	65&65&5%
Brass Racking.....	65&65&5%
Compression Bibbs.....	65&65&10%
Compression Bibbs with flange.....	65&10&70%

Lever Handle Bibbs, Gr. Ky.....	
Rgh.....	65&65&10%
Fln.....	60&5&60&10%
Red Cedar.....	40&40&10%
Red Cedar, bbl. lots.....	50%
Frar's Iron Petroleum.....	65&65&5%
John Sommer's "Peerless," Tin.....	Key.....
John Sommer's "Boss," Tin Key.....	50%
John Sommer's "Victor," Metal.....	50&10%
John Sommer's "Duplex," Metal.....	Key.....
John Sommer's "Buckeye," Metal.....	60%
John Sommer's "Rochester," Metal.....	Key.....
John Sommer's "Rival," Metal Key.....	50%
John Sommer's "Crecent," Metal.....	Key.....
John Sommer's "Crecent," Metal.....	50&10%

John Sommer's "Diamond," Lock.....	40%
John Sommer's "Eclipse," Lock.....	40&10%
John Sommer's "Union," Lock.....	50%
John Sommer's "I. X. L.," Cork.....	Lined.....
John Sommer's "Reliable," Cork.....	Lined.....
John Sommer's "Common," Cork.....	Lined.....
John Sommer's "O. K.," Cork.....	Lined.....
John Sommer's "Chicago," Cork.....	Lined.....
John Sommer's "Perfection," Cedar.....	40%
John Sommer's "No Brand," Cedar.....	50&10%
Star.....	60&60&5%

**SELF MEASURING—**

Enterprise per doz.....	\$36.00.....
Lane's per doz.....	\$36.00.....
National Specialty Mfg. Co.....	38&4%

**Files—****DOMESTIC—**

New List, Nov. 1, 1899.....	
American.....	75&5%
Arcade.....	75&5%
Diastion's.....	75&5%
Diastion's Superfine.....	25&30%
Eagle.....	70&10&5%
Great Western.....	75&5%
Kearney & Foot.....	75&5%
Keystone.....	80&80&10%
Nicholson.....	70&10%
Nicholson's X. F. Files.....	80&25&10%
Royal.....	80&80&10%
Second Quality Files.....	80&10%

**IMPORTED—**

Stubs.....	Stubs' list, 30&38&4%
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<b>Gauges—</b>		<b>Japanned Light Strap.....</b>	60%	<b>CORN—</b>	
Bemis & Call's Steel.....	50%	Japanned Heavy Strap.....	50 to 10 to 5%	Kretzinger Cut-Ezy.....	# doz. \$3 net
Boas, Screw Pitch.....	83 1/2%	Japanned Light T.....	60%	<b>CAST IRON—</b>	
Clapboard.....	25 to 10%	Japanned Heavy T.....	50 to 10 to 5%	Bird Cage, Sargent's list.....	60 to 10 to 10%
Marking, Mortise, etc.....	55 to 10 to 55%	Japanned Extra Heavy T.....	55%	Bird Cage, Reading.....	60 to 10 to 10%
	10 to 10%	Japanned Hinge Hasps.....	50%	Bird Cage, Williamson.....	50%
Stanley's.....	60 to 10%	Japanned Long Chest.....	60%	Ceiling, Sargent's list.....	50 to 10%
Stanley's Chisel.....	20 to 10%	Japanned Crate Hinges.....	60%	Chandelier.....	70%
Starrett's Surface, Center and		Galvanized Hinges with Iron Pins.....	65 to 10%	Clothes Line, Sargent's list.....	50 to 10%
Scratch.....	25 to 10%	Galvanized Hinges with Brass Pins.....	60 to 10%	Coat and Hat, Sargent's list.....	50 to 10%
Copeland Champion Bit, # doz.	\$2.00 net.			Coat and Hat, Reading.....	60 to 10%
Stube' Wire and Drill.....	20%	<b>SPRING HINGES—</b>		Coat and Hat, Stowell's.....	70%
Wire, Morse's.....	25%	Bommer's Brothers.....		Harness, Sargent's list.....	50 to 50 to 10%
Wire, P. S. & W., low list.....	10 to 10%	Bommer Spring Hinges.....	40%	Lamp.....	55%
Wire, Wheeler, Madden & Co.....	10%	Bommer B. B. Floor Hinges.....	40%	Picture.....	75%
		Bardley's Patent Checking.....	15%	Screw Hat.....	70%
<b>Gimlets—</b>		Chicago.....	20%	Wardrobe.....	55%
"Diamond" Gimlets, # gr. \$4.00 to \$4.25		Sargent's List, 1894:			
Double Cut.....	40 to 10 to 50%	Bronze Metal.....	70 to 10 to 10%	<b>WROUGHT IRON AND STEEL—</b>	
Metal Head.....	50 to 10%	Japanned Surface, Single.....	70 to 10%	Cotton.....	# doz. \$1.25
Wood Head.....	50%	Japanned Surface, Double.....	60 to 10%	Cotton Pat. (N. Y. Mallet & Handle	
Swan's, German Pattern.....	40 to 10%	Mortise.....	70 to 10%	Works).....	20%
		Model.....	70 to 70 to 10 to 10%	Hammock Hooks, E. C. Stearns,	
<b>Gimlet Bits—</b>		Tuscan Surface, Single.....	70%	# doz.....	50c
See Augers and Bits.		Tuscan Surface, Double.....	60 to 10%	Picture, T. & S. Mfg. Co.....	75%
<b>Glass Cutters—</b>		Vigilant.....	60%	Tassel, T. & S. Mfg. Co.....	50 to 10%
"Woodward".....	net prices	Union Spring Hinge Co.'s List,		Wrought Staples, Hooks, &c.	See Wrought Goods.
"Red Devil".....	net prices	March, 1894.....	20%		
		Union Mfg. Co.....	25%	<b>MEAT—</b>	
<b>Globe and Racking Cocks—</b>		Wiles', No. 1, # gr., \$16.00; No. 2,	\$18.00	Enterprise.....	40%
See Faucets.				Humason & Beckley.....	80 to 10%
<b>Glue—</b>		<b>GATE HINGES—</b>		<b>WIRE—</b>	
Dodd's Liquid Glue.....	25 to 25 to 10%	Clark's, Nos. 1, 2, 3.....	50 to 10 to 60 to 10%	Atlas Coat and Hat.....	45%
Le Pages Liquid.....	25 to 25 to 10%	N. E., # doz. \$7.60.....	60%	Belt.....	75 to 75 to 10%
Mystic.....	40%	N. E., Reversible, # doz. \$5.60.....	60%	Crecent, Coat and Hat.....	50 to 10 to 60%
Martins.....	40%	N. Y. State, # doz. \$4.90.....	60%	Wire Coat and Hat, Acme.....	50 to 10 to 50%
		Shepard's, Nos. 1, 2, 3.....	60 to 10%	.....	10 to 5%
<b>Glue Pots—</b>		Western, # doz. \$4.30.....	60%	Wire Coat and Hat, Gem.....	50 to 10 to 50%
Enameled.....	40 to 10 to 50%	<b>BLIND HINGES—</b>		.....	10 to 5%
Tinned.....	40 to 40 to 5%	Clark's:		Wire Ceiling, Gem.....	50 to 10 to 50 to 10 to 5%
<b>Graters—</b>		Lull & Porter, Nos. 0, 1, 1 1/2, 2, 2 1/2,	70 to 10%	Wire Coat and Hat, Standard.....	45%
Enterprise.....	25 to 80%	8.....			
<b>Griddles—</b>		Mortise Gravity.....	50%	<b>MISCELLANEOUS—</b>	
Cronk's.....	70%	Nos. 1, 3, 5.....	70 to 10%	Covert Mfg. Co.:	
		Nos. 40 and 50.....	70%	Safety Gate and Scuttle Hooks.....	25%
<b>Grindstone Fixtures—</b>		Parker.....	70 to 10%	Grass.....	No. 2, \$1.65; 3, \$1.80; 4, \$2.00
P. S. & W. Co.....	50 to 50 to 10%	Sargent's, Nos. 1, 3, 5, 11, 18.....	70 to 10%	Hooks and Eyes—Brass.....	60 to 10%
Sargent's Patent.....	60 to 10 to 10%	W. H. Co.'s No. 2 Mortise Gravity.....	60%	Hooks and Eyes—Mal. Iron.....	70 to 10 to 10%
Stowell.....	50%	Stanley's Steel Gravity Blind Hinges,		Cotton, Box and Hay.....	60 to 60 to 10%
		with Screws, \$1.30 # doz. sets. 80 to 10%			
<b>Gunpowder—</b>		<b>Hitching Cords—</b>		<b>Horse Clippers—</b>	
See Ammunition.		Covert Mfg. Co.....	45%	See Clippers.	
<b>Gun Wads—</b>		<b>Hoes—</b>		<b>Horse Nails—</b>	
See Ammunition.		<b>Steel Goods Association List, Aug. 1,</b>		<b>Nos. 6 7 8 9 10</b>	
<b>Hafts—</b>		1899.		A. C. ....	25c 23c 22c 21c 21c
Britton's.....	# doz. \$6.50	Asphalt Hoes.....	65%	<b>American, all sizes.....</b>	
<b>Halters—</b>		Cotton Hoes.....	70 to 10 to 10 to 5 to 5%	10 1/2 c net	
Covert Mfg. Co.:		Cotton Chopper Hoes.....	75 to 10 to 7 1/2%	<b>Nos. 6 7 8 9 10</b>	
Jute Rope Halters.....	35%	Garden Hoes.....	75 to 5%	Anasable.....	28c 26c 25c 24c 23c
Sisal Rope.....	20%	Harper's No. 7 Mortar Hoes.....	65%	Anchor.....	28c 21c 20c 19c 19c
Web Halters.....	45%	Jersey Hoes.....	65%	C. B. K.....	25c 23c 22c 21c 21c
		Kretzinger, Cut-Ezy.....	75 to 5%	Capwell.....	19c 18c 17c 16c 16c
<b>Halter Chain—</b>		Ladies' Cotton Hoes.....	75 to 10 to 7 1/2%	Chaplain.....	28c 26c 25c 24c 23c
See Chain.		Laid Steel Edge Hoes.....	25 to 5 to 2 1/2%	<b>Clinton Fin.....</b>	
<b>Hammers—</b>		Meadow and Rhode Island Hoes, 75 &	5 & 2 1/2%	19c 17c 16c 15c 14c	
<b>HANDLED HAMMERS—</b>		Mortar and Street Hoes.....	75 to 7 1/2 to 5%	28c 26c 25c 24c 23c	
Humason & Beckley.....	40 to 10%	Planter Hoes, Regular Pattern.....	70 to 80%	<b>Essex.....</b>	
Magnetic Tack, Nos. 1, 2, 8.....	\$1.25	Rough Finish Shank Cotton Hoes.....	75 to 12 1/2%	28c 26c 25c 24c 23c	
H. & B. Tack.....	50 to 10%	Special Hoes.....	75 to 10 to 5%	<b>Lyra, all sizes.....</b>	
Maydole's.....	83 1/2 to 40 to 10%	Special Mortar Hoes.....	40 to 10 to 2 1/2%	25c 23c 22c 21c 21c	
Peck, Stow & Wilcox.....	40 to 40 to 10%	Sunhem Meadow Hoes.....	75 to 5 to 2 1/2%	Maund S.....	
A. E. Nail.....	40 to 10%	Tobacco Hoes.....	75 to 20%	25c 23c 22c 21c 21c	
Engineers and B. S. Hand.....	60 to 10%	Toy Ladies' and Boys' Hoes.....	70 to 10 to 10%	Neponset.....	
Sargent's New List.....	45 to 45 to 10%	Truck Hoes.....	50 to 10 to 2%	Northwestern 80c 23c 22c 21c 20c	
Verree.....	50 to 10%	Warren Hoes.....	60%	<b>Putnam.....</b>	
Warner & Noble's New List.....	25%	Weeding Hoes and Rakes.....	75%	28c 21c 20c 19c 18c	
				Snowden.....	
<b>HEAVY HAMMERS AND SLEDGES—</b>		<b>Hollow Augers—</b>		9 1/4c 9 1/4c 9 1/4c 9 1/4c 9 1/4c net	
Under 8 lb.....	# lb 40c	See Augers and Bits.		Vulcan.....	
8 to 5 lb.....	# lb 35c	<b>Hollow Ware—</b>		23c 21c 20c 19c 18c	
Over 5 lb.....	# lb 30c	<b>ENAMELED—</b>		<b>Horse Shoes—</b>	
Wilkinson's Smiths.....	9 1/2 c to 10 c # lb	Agate Nickel Steel Ware, list July,		Horse and Mule, per keg.....	
		1899.....	35%	Burden's, all sizes.....	
<b>Hammock Ropes—</b>		Granite Ware, list Jan. 1, 1894, revised		Bryden, Phoenix, Perkins, &c.....	
Covert Mfg. Co.:		Jan. 2, 1895.....	40 to 10%	Diamond State, Shoenberger, Cres-	
Jute.....	35%	Second Quality, Agate Nickel Steel.....	65%	cent, &c.....	
Sisal.....	20%	Second Quality, Granite.....	70 to 10 to 70 to 10 to 10%	Factory Shipmen's.....	
<b>Hand Cultivators—</b>		<b>Iron Clad:</b>		<b>Horse Ties—</b>	
Ulrich Mfg. Co.:		Peppered Ware, high list.....	70%	Covert Mfg. Co.:	
Osborne's.....	# doz., \$15.00	Mottled Ware, high list.....	75%	Cotton.....	
		Never Break Enameled.....	50 to 5 to 30 to 10%	Hemp.....	
<b>Handles—</b>		<b>STOVE HOLLOW-WARE—</b>		Jute.....	
<b>IRON, WROUGHT OR CAST—</b>		Ground.....	60 to 10%	Sisal.....	
Chest Handles, Sargent's.....	50 to 10%	Unground.....	70%	<b>Hose, Rubber—</b>	
Chest Handles, Stearns' No. 1, Door		<b>WHITE ENAMELED-WARE—</b>		Boston Belting Co.:	
or Thumb.....	80c. 70%	Boilers and Saucepans.....	50 to 50 to 10%	"Boston".....	
Nos. 0 1 2 8 4		Maslin Kettles.....	70 to 10 to 75 to 5%	Competition.....	
# doz. \$ .90 \$1.00 \$1.08 \$1.35 \$1.50		Tinned Boilers and Saucepans.....	50 to 50 to 10%	Extra.....	
Drawer Handles.....	50 to 10%			N. J. Car Spring & Rubber Co.:	
Ring Handles.....	60%	<b>SILVER-PLATED—</b>		Extra Para.....	
Roggin's Latches.....	35 to 35 to 10%	4 mo. or 5% cash in 30 days.		Reliable.....	
Shelf Box Handles.....	65%	Hartford Silver-Plate Co.....	40 to 5%	Staple.....	
Trunk Handles.....	60%	Holmes & Edwards Silver Co.....	40 to 15 to 5%	Standard.....	
Tub Handles.....	60 to 10%	Meriden Britannia Co.....	40 to 5%	<b>Ice Awls, Chippers, &amp;c.—</b>	
		Reed & Barton.....	40 to 5%	Copeland Ice Pick.....	
<b>STORE DOOR HANDLES—</b>		Rogers & Brother.....	40 to 5%	# gr. \$9.00 net	
Bronzed, with Cylinder Lock.....	50%	Simpson, Hall, Miller & Co.....	40 to 5%	Crown.....	
Bronzed.....	50 to 50 to 10%	William Rogers Mfg. Co.....	40 to 10%	Gem Ice Shave.....	
Japanned, with Nuts.....	45 to 10%	<b>Hooks—</b>		Sargent's Ice Awls.....	
Japanned, with Plate.....	45 to 10%	<b>AGRICULTURAL—</b>		Snell's.....	
Japanned, without Plate.....	45 to 10%	Potato, all kinds.....	70%	Star.....	
		Manure.....	70%	<b>Ice Cream Freezers—</b>	
		Iowa F. T. Co.'s Clam.....	60 to 10 to 2 1/2%	See Freezers, Ice Cream.	
				<b>Ice Shredders—</b>	
		<b>BUSH—</b>		Enterprise, No. 33. # doz. \$6.00. 25 to 30%	
		Jennings & Griffin's.....	33 1/2 to 5%	No. 34. # doz. 15.00. 25 to 30%	
				<b>Jack Chain—</b>	
				See Chain.	

**Jack Screws—****See Screws.****Kettles—**

Spun Brass, Plain.....15¢@20¢  
Spun Brass, plated inside with White Metal.....10¢@15¢

**Knives—**

Ames':  
Bread Knives, ½ doz \$1.50.....20¢  
Butcher Knives.....25¢  
Shoe Knives.....25¢  
Cronk's Chopping.....33½¢  
Dunlap Kitchen and Bread Knives.....25¢  
Foster Bros.' Butcher, &c.....30¢  
Goodell's:  
Bread Knives Ass'n list.....net  
Butcher.....net  
Shoe Knives.....40¢  
Hay and Straw, see Hay Knives.  
Table and Pocket, see Cutlery.  
Wilson's Butcher Knives.....net

**Knives, Hay and Straw—**  
See Hay Knives.

**Knobs—**

Bardsley's Wood Door, Shutter and Base.....10¢  
Base, Rubber Tip, ½ in. Bead, ½ gr. \$1.50 Carriage, Jap.....gr. 80¢. 60¢  
Door Mineral, R. & E. list.....50¢  
Door Por. Jap'd, " ".....50¢  
Door Por. Nickel, " ".....50¢  
Picture, Judd's.....50¢@10¢  
Picture, Sargent's.....60¢@10¢  
Yale & Towne Wood.....net

**Latches—**

Cronk's Barn Door.....Net, \$2.25  
Lane's Barn Door.....40¢@40¢@10¢

**Lawn Mowers—**

Champion.....75¢@10¢  
Clipper Improved.....50¢@10¢@10¢  
Continental.....60¢@10¢  
Enterprise.....40¢@10¢  
Genuine Philadelphia Mowers:  
Styles M., S., C., K., T.....70¢@10¢  
Style A. (all steel).....60¢@10¢  
Style E., Low Wheel.....60¢@10¢  
Style E., High Wheel.....70¢@10¢  
Drexel, low list.....60¢  
Gold Coins, low list.....60¢  
Great American.....70¢@10¢  
Imperial.....60¢@10¢@10¢  
New Departure, High Wheel.....70¢@10¢  
New Departure, Low Wheel.....75¢  
New Easy.....60¢@10¢@10¢@10¢  
New York.....60¢@5¢  
Pastime:  
12 in. 14 in. 16 in.  
\$6.00 \$6.25 \$6.50 each net  
Pennsylvania.....60¢@10¢  
Racine.....60¢  
Rapid Transit.....70¢@10¢  
Standard.....60¢@5¢  
Sunbeam.....60¢@10¢

**Lawn Sprinklers—**

Enterprise.....25¢@30¢  
Gibbs' Arc.....½ doz. \$10.00  
Gibbs' Hustler.....½ doz. 5.00  
Philadelphia Lawn Mower Co.:  
Philadelphia Lawn Sprinkler:  
No. 1, No. 2, No. 3.  
½ doz. \$12.00 \$15.00 \$24.00.....80¢

**Leaders—**

Covert Mfg. Co. Cattle.....45¢

**Lead Pipe, Etc.**

Lead Pipe, full lengths.....6c  
Lead Pipe, cut lengths.....6½c  
Lead Pipe, Tin Lined.....12½c  
Block Tin Pipe.....87½c  
Sheet Lead, full rolls.....7c  
Sheet Lead, cut rolls.....8c  
Quantity discount, 20%

**Lemon Squeezers—**

Berger Bros. ½ doz. 8-in. \$1.00; 10-in. \$1.40.....20¢  
Dean's, No. 1, ½ doz. \$5.50; 2, \$3.35; 3, \$1.65; Queen, \$2.50, net  
Hotchkiss, Straight Flush, ½ doz. \$9.60  
Jennings' Star.....½ doz. \$1.90@2.00  
Little Giant.....50¢@50¢  
Porc. Lined, Iron.....\$3.25@3.50  
Porc. Lined, Wood.....½ doz. \$6.00  
30¢@10¢@40¢

Wood, Common, ½ gross, No. 0, \$5.00; No. 1, \$6.50; No. 2, \$10.00

**Letter Box Plates—**

Name Door Plate.....50¢@50¢@10¢  
Name Plate.....70¢  
Number Door Plate.....60¢@60¢@10¢  
Sargent's.....60¢@10¢@70¢

**Levels—**

C. E. Jennings & Co.'s:  
Hexagon.....25¢@10¢  
Iron Bench, new design.....25¢@10¢

**Lifters—**

See Transom Lifters.

**Lines—**

Cotton and Linen Fish, Draper's.....50¢  
Cotton Chalk, 20 feet.....60¢@10¢  
Cotton Trot.....33½¢  
Masons':  
Colored Cotton.....40¢@10¢  
Flax.....40¢@10¢  
No. 0 to 5.....20¢

Samson Cotton, No. 4, \$2.00; No. 4½ \$2.50.....10¢  
Silver Lake, Braided, No. 0, \$6.00 No. 1, \$6.50; No. 2, \$7.00; No. 3, \$7.50 ½ gross.....25¢@30¢  
Ventilator Cord, Samson Braided, White or Drab Cot. ½ doz. \$7.50 20¢  
Wire Clothes, 100 feet, No. 18, \$2.25; No. 19, \$2.00; No. 20, \$1.75.

**Loaded Shells—**

See Ammunition.

**Locks—**

DOOR LOCKS, LATCHES, &c.  
Branford Lock Co.....net prices  
Champion Night Latches.....40¢  
Lockwood Mfg. Co.....50¢  
Moore's Elevator Door.....40¢  
Norwalk Lock Co.....40¢  
Plate.....33½¢  
R. & E. Mfg. Co.....45¢@10¢  
Reading Hardware Co.....40¢  
Sargent & Co.....40¢@40¢@10¢  
Yale.....net prices

**CABINET—**

Eagle Lock Co.....33½¢  
Corbin.....33½¢  
Yale.....33½¢

**PADLOCKS—**

Acme Bicycle and Satchel, ½ doz., \$9.00.....40¢  
Ames Sword Co.....40¢  
Brown's Brass.....25¢  
Brown's Chain.....25¢  
Champion.....40¢  
Eagle.....40¢  
Scandinavian.....90¢@25¢  
McWilliams.....25¢  
Smith & Egge Bicycle.....50¢  
Wrought Iron.....75¢@10¢  
Yale Lock Co.....net prices

**TRUNK—**

Corbin's.....25¢@10¢  
Eagle.....25¢@10¢

**Machine Bolts—**

See Bolts.

**Mail Boxes—**

See Boxes, Mail.

**Mallets—**

Sargent's List:  
Hickory.....50¢@50¢@10¢  
Lignumvitæ.....50¢@50¢@10¢

**Mattocks—**

Cronk's Garden.....25¢  
Regular Goods.....60¢@10¢

**Meat Cutters—**

American.....30¢  
Nos. 1 2 3 4 B 5  
Each \$5 \$7 \$10 \$25 \$50 \$60  
Dixon's.....½ doz. 33½¢  
Nos. 1 2 3 4  
\$14 \$17 \$19 \$30  
Enterprise.....25¢@25¢@7½¢  
Nos. 5 10 12 20 22 32  
Each \$2 \$3 \$2.50 \$5 \$4 \$6  
Hales Pattern, ½ doz.....70¢@70¢  
Nos. 11 12 13  
\$27 \$33 \$45  
Home No. 1, ½ doz. \$36.....60¢  
Little Giant.....50¢@10¢  
Nos. 805 310 312 320 322  
\$35 \$48 \$44 \$72 \$68  
Miles' Challenge, ½ doz.....45¢@45¢@10¢  
Nos. 1 2 3  
\$22 \$30 \$40  
Woodruff's, ½ doz.....33½¢  
Nos. 100 150  
\$15 \$18  
Beef Shavers (Enterprise).....25¢@30¢  
Chadborn's Smoked Beef Cutter.....½ doz. \$60.00

**Meat Juice Extractors—**

Enterprise.....25¢@30¢

**Metals, Anti-Friction—**

Magnolia Metal Co.:  
Magnolia, Anti-Friction.....½ lb  
No Name.....15c  
Mystic.....10c  
F. o. b. New York or Chicago.

**Melting Ladles—**

Monroe's Patent.....½ doz. \$4.00, 40¢  
P. S. & W.....35¢@10¢@40¢  
Reading.....50¢@10¢  
Sargent's.....60¢@60¢@10¢  
Warner's.....30¢

**Mitre Boxes—**

C. E. Jennings & Co.....40¢  
Seavey's, ½ doz. \$30.....40¢

**Mop Wringers—**

Matchless (Canton, O.), ½ doz.....\$12.00

**Motors—**

COFFEE MILL—  
Specialty Novelty Co.....each \$5.00

**Nails—**

WIRE AND CUT NAILS—  
See Review of the Markets for quotations.  
Wire Nails and Brads, Paped, Ass'n list, July, 1899.....85¢@5¢@10¢

**PICTURE—**

Brass Head, Combination list.....50¢  
Brass Head, Sargent's list.....70¢@70¢@5¢  
Niles' Patent.....40¢  
Porcelain Head, Comb'n list.....40¢  
Porcelain Head, Sargent's list.....50¢

**FURNITURE—**

Antique Bronze.....10¢  
China.....25¢  
Fire Gilt.....10¢  
Plain.....40¢

**Nail Pullers—**

Ajax, 5 lbs.....½ doz. net \$7.50  
Black Hawk, ½ doz.....\$9.00  
Cyclops.....35¢  
Eclipse.....½ doz. 18.00, 25¢@10¢@10¢  
Eureka, No. 74.....½ doz. net \$8.50  
Eureka, No. 75.....½ doz. net 8.00  
Giant, No. 1, ½ doz. \$18.00; No. 1½, \$18.50; No. 2, \$15.00.....30¢@5¢  
Lightning.....½ doz. \$18.00, 20¢  
National.....½ doz. 24.00, 10¢  
Pelican.....½ doz. \$9.00, 40¢@10¢  
Scranton, No. 2.....½ doz. \$10.00  
Scranton, No. 3.....½ doz. 9.00

**Nail Sets—**

Buck Bros.....27½¢  
Cannon's Diam'd Point, ½ gro. \$12, 25¢  
Humason's.....50¢@10¢  
Hunters' Cup Point, Knurled.....½ gro. \$10.00  
Hunters' Cup Point, Plain.....4.00@4.75  
Octagon.....4.00@4.75  
Round, assorted.....3.00¢@3.25  
Square.....4.00¢@4.25  
Snell's:  
Octagon.....\$4.75  
Corrugated.....6.50  
Knurled.....9.00

**Nippers—**

Acme.....50¢  
Smith's Cutting.....50¢  
Todd's Cutting.....50¢

**Nut Crackers—**

Acme, Japanned.....\$30.00. 40¢  
Acme, Nickel Plated.....30.00. 20¢  
Turner & Seymour Mfg. Co.....50¢

**Nuts—**

Hot pressed, square, blank.....\$5.60  
Hot pressed, hexagon, blank.....6.80  
Hot pressed, square, tapped.....5.60  
Hot pressed, hexagon, tapped.....6.80  
Cold punched, plain, square, blank 5.20  
Cold punched, hexagon, square, blank.....5.60  
Cold punched, plain, square, tapped.....5.20  
Cold punched, plain, hexagon, tapped.....5.60

**Oilers—**

Brass and Copper.....40¢@10¢@50¢  
Cushman & Denison's: ½ doz. \$5.00  
Gem.....50¢  
Leader.....50¢  
Perfect Oilers.....1.50  
Star Pocket Oilers.....75¢  
Draper's:  
Brass.....70¢@10¢  
Steel.....70¢@10¢

**Malleable, Hammers, New Style.**

Malleable, Hammers, Old Pattern, same list.....50¢@10¢  
"Paragon," Brass.....50¢@10¢@60¢  
"Paragon," Zinc.....70¢@70¢@10¢  
Tower & Lyon Bicycle.....25¢  
Wilmer & Hobbs Mfg. Co.'s Steel Anti Rust.....70¢@10¢@75¢  
Zinc and Tin.....60¢@10¢@65¢

**Oil Stones, etc.—**

PIKE'S WASHITA—  
Lilly White, ½ lb.....\$ .60  
Pike's Washita Mounted No. 1: ½ doz. 8x2.....\$12.00  
7x2.....11.00  
6x2.....10.00  
5x2.....9.00  
4x1½.....7.00  
3½x1.....5.50  
Discount, 33½¢@10¢.

Pike's Washita Axe Stones:  
About 2x2x½, to 1½, ½ lb.....\$ .34  
About 2x2x½, extra selected......40  
Discount, 33½¢.

**India Oil Stones.....25¢@33½¢****Packing, Steam—**

RUBBER—  
Boston Belting Co.:  
"Boston".....60¢  
"Excelsior" Plumbago, Pure, ½ lb \$1.00.....50¢@10¢  
Extra.....60¢  
Standard, Fair Quality.....70¢@10¢@75¢  
MISCELLANEOUS—  
American Packing.....8c@10c  
Cotton Packing.....13c@14c  
Italian Packing.....10½¢@12c  
Jute.....5c@5½¢  
Russian Packing.....12c@13½¢

**Padlocks—**

See Locks.

**Parers—**

APPLE—  
Advance.....\$ 4.50  
Baldwin.....5.00  
Bonanza.....each 5.00  
Dandy.....each 7.50  
Eureka, 1898.....each 16.00  
Family Bay State.....12.00  
Improved Bay State.....\$27@30.00  
Little Star.....4.00  
New Lightning.....5.50

Penn.....8.75  
Perfection.....4.00  
Reading, 73.....4.00  
Reading, 78.....7.00  
Scott's Pat. Rotary.....\$15.00, 90¢  
Turntable, Old Style.....4.50  
Turntable, 1898.....5.50  
White Mountain.....4.00  
POTATO—  
Saratoga.....\$5.50  
White Mountain.....4.50

**Pencils—**

Dixon's: ½ gro. \$3.67@8.75  
Carpenter's, Blue or Red Lead.....4.00@7.50  
Lead.....2.18¢@4.38  
Lumber.....6.87  
Mascot, Hexagon.....3.75  
Mascot, Round.....3.10

**Percussion Caps—**

See Ammunition

**Picks—**

Railroad or Adze Eye, 5 to 6, \$12.00.  
6 to 7, \$13.00.....60¢@10¢@60¢@10¢

**Planes and Plane Irons—**

WOOD PLANES—  
Bailey's (Stanley R. & L. Co.)  
Bench, First Quality.....50¢@10¢@60¢  
Bench, Second Quality.....50¢@50¢@10¢  
C. E. Jennings & Co.....50¢@10¢  
Molding.....40¢@5¢  
IRON PLANES—  
Chaplin's Iron Planes.....50¢@10¢@60¢  
C. E. Jennings & Co., Iron.....50¢@10¢  
Sargent's.....60¢  
Standard Tool Co.....50¢@50¢@5¢  
Stanley Rule & Level Co.:  
Bailey's.....50¢@100¢  
Miscellaneous.....25¢@10¢  
Steer's Iron Planes.....50¢@1¢

**PLANE IRONS—**

Auburn "Thistle".....} 80¢@10¢@40¢  
Ohio.....}  
Sandusky.....} 30¢  
Buck Bros.....\$5.00@5.25 to 8  
Butcher's.....25¢@10¢  
C. E. Jennings & Co.....50¢@10¢  
Stanley Rule & Level Co.....50¢@10¢  
L. & I. J. White.....20¢@5¢@25¢

**Pliers and Nippers—**

Button's.....70¢  
Carew's Pat. Wire Cutters.....25¢  
Cronk's:  
Button Pattern.....70¢  
Fencing Pliers, ½ doz. \$12.00.....25¢  
Flat and Round Nose.....40¢  
Gas Pliers, No. 100.....40¢  
Stubbs' Pat. Pliers.....60¢  
Wire Cutter and Bender.....50¢  
Hall's Nippers, ½ doz. No. 2, 5 in. \$18.50; No. 4, 7 in., \$21.00.....40¢@10¢  
Hall's Pliers.....70¢  
Humason & Beckley Mfg. Co. 50¢@50¢@10¢  
Wm. Johnson's Gas Pliers.....66½¢  
Morrill's Parallel, ½ doz. \$12.00, 30¢@5¢  
Smith's Slide Cutting.....50¢@50¢@5¢  
P. S. & W. Cast Steel.....50¢@50¢@5¢  
P. S. & W. Tinniers' Cutting Nippers.....add 8¢ dis. 10¢

**Plow Bolts—**

See Bolts.

**Plumbs and Levels—**

Cook's.....40¢@10¢@10¢  
Davis':  
Inclinometers.....30¢  
Iron Levels.....25¢@10¢  
Diston's.....70¢  
Machinists'.....25¢  
Pocket Levels.....70¢@10¢@75¢  
Stanley's.....70¢@10¢@70¢@10¢  
Stanley's Duplex.....25¢@10¢@10¢  
Stratton's Pat.....25¢  
Wood's Extension Sight.....25¢

**Poachers—**

See Egg Poachers.

**Police Goods—**

Tower & Lyon's.....25¢

**Polish Metal—**

Prestoline Liquid, New List.....40¢  
Prestoline Paste.....33½¢@40¢  
U. S. Metal Polish Paste, 8-oz. boxes, ½ doz.....\$ .50  
½ gross.....4.50  
1½ lb. boxes, ½ doz.....1.25  
1 lb. boxes, ½ doz.....2.25  
U. S. Liquid, 8-oz. cans, ½ doz.....1.25  
½ gross.....12.00  
Barkeeper's Friend Metal Polish, ½ doz.....1.75  
½ gross.....18.00

**Polish, Stove—**

Dixon's Plumbago.....½ lb  
Joseph Dixon's.....½ gro. \$5.75, 10¢  
Gem.....½ gro. 4.50, 10¢

**Poppers, Corn—**

Round or square, ½ doz. ½ gro.  
1 qt.....\$ .75 \$ 7.00  
1½ qt......85 9.50  
2 qt.....1.15 10.50  
Quincy Corn Popper, 1 qt., ½ doz. \$3.00; 2 qt., \$4.00.....33½¢

**Post Hole Diggers—**

Dixon's Samson Digger.....\$34.00, 25¢  
Iwan's Split Handle, ½ doz. net.....\$8.50  
Iwan's Perfection, ½ doz. net.....\$9.00  
Ryan's.....½ doz. \$20.00, 25¢



<b>Post Hole Augers—</b>		<b>Spring, good quality, ½ doz., \$1.70 to \$1.80</b>		<b>COLD HANDLED—</b>		<b>Compass, Keyhole, Pruning, Dove-tail, &amp;c.</b>	
Iwan's Patent Improved.....40%		Spring, Leach's Pat.....15%		Enterprise Mfg. Co. of Pa.....30&5%		Butcher Saws and Blades.....35%	
Vaughan's, 6 to 9 in., ½ doz. net.....\$6.00		Tinners' Solid, P. S. & W. Co.....\$1.44, 55%		Self-heating.....½ doz. \$10.00, 2%		Haines' Needle Point.....40%	
		Tinners' Hollow, P. S. & W. Co.....20&2%		Self-heating, Tailors'.....½ doz. \$2.10, 25%		C. E. Jennings & Co.'s:	
				Sensible Nickel.....½ doz. \$7.00		Butcher.....25&10	
				Sensible Polished.....½ doz. 6.50		Hand Panel, Rip and other Saws.....25&30%	
				Sensible, Tailors'.....½ doz. 4½c		Peace:	
						Cross Cuts.....45&10%	
						Hand Panel and Rip.....25&10%	
						Richardson:	
						Circular and Mill.....50&50&10%	
						X Cuts.....45&10%	
						Hand Saws.....25&10%	
						Star, Butcher.....25%	
						Woodrough & McParlin Cross Cuts.....45&10%	
		</					

<b>Screw Drivers—</b>	<b>Shears, Hedge—</b>	<b>Snaths—</b>	<b>Stove Bolts—</b>
Brace Screw Drivers.....25&10&5%	Wm. Wilkinson & Sons.....50%	Scythe.....40&45%	See Bolts.
Buck Bros.....30%			
Screw-Driver Bits.....27 1/2%	<b>Sheaves—</b>	<b>Soldering Irons—</b>	<b>Stove Polish—</b>
Champion.....40%	<b>SLIDING DOOR—</b>	Covert Mfg. Co.....20%	See Polish, Stove.
Disston's Flat Blade, Electric, Tele-	Corbin's list.....60&10&2%	<b>Spoke Shaves—</b>	<b>Sweepers—</b>
graph and Cabinet Makers'.....70%	Hatfield's Pattern.....70&10&80%	Bailey's (Stanley R. & L. Co.).....50&10%	See Carpet Sweepers.
Electric Spiral No. 01.....5.00 net	M. W. Co., list July, 1898.....50&10&60&5%	Iron.....50&10%	
Electric Spiral No. 02.....40&10%	Stowell's Anti-Friction.....50%	Millers Falls.....15&10%	<b>Tackle Blocks—</b>
Ellrich's Socket and Ratchet.....40&10%	Patent Roller.....60&10&60&10&5%	Seymour Smith & Sons, Iron.....20%	See Blocks.
Fray's Hol. Hdie. Sets, No. 3.....\$12.50	R. & E., list August 15, 1895.....60&10&60&10&5%	Wm. Johnson's:	<b>Tacks, Brads, &amp;c.</b>
Howard-Aillard.....A1 2 doz., \$9.00 net	Russell's Anti-Friction, list Decem-	Wood, Best.....80%	List Jan. 15, 1899.
C. E. Jennings & Co.....40&10%	ber 18, 1895.....60&2%	Wood, 2d quality.....33 1/2%	American Cut Tacks.....90&25%
Jennings & Griffin.....60 1/2%	<b>SLIDING SHUTTER—</b>		S. S. Cut Tacks.....90&30%
Jones Reversible Spiral No. 1, 2 doz.	Reading list.....60%	<b>Spoons and Forks—</b>	Carpet Tacks:
\$18.50 net; No. 2 2 doz.....\$12.00	R. & E. Mfg. Co.'s.....60&60&10%	Boardman's:	American, Blued.....90&10&10&10%
Sargent & Co.'s:	Sargent's list.....70%	Britannia Spoons, Catalogue "C"	American, Tinned.....90&10&10&10%
No. 1 Forg. Blade.....50&10&50&10&5%		Nickel Silver, Catalogue "C"	Swedes Iron Tacks:
Nos. 20 and 40.....60 1/2%	<b>Shells—</b>	net, List	S. S.....90&10&10%
Screw-Driver Bits (Snell's) 2 doz.....60c	See Ammunition.	net, List	Bill Posters' and Railroad Tacks:
Stanley R. & L. Co.'s:	<b>Shot—</b>		S. S.....90&40%
No. 64, Varnished Handles.....60&10%	See Ammunition.	<b>SILVER PLATED FLAT WARE—</b>	Common and Patent Brads.....70&10%
No. 86.....70&10%	<b>Shovels and Spades—</b>	L. Boardman & Son. Catalogue "C"	Finishing Nails.....70&10%
Snell's Nos. 5 and 10.....75%	Association prices to small trade.	net List	Gimp Tacks:
Tower & Lyon:	No. 2, Polished, Square or Round	"1847".....40&10%	S. S.....90&40%
Champion.....40%	Point, D or L Handle:	"Anchor".....50&10%	Hungarian Nails, Steel.....80&15%
Magazine.....25%	A1, B2,	"Eagle".....50&10%	Lace Tacks:
Machinists'.....40%	1st Grade. 2d Grade	"Star".....50&10%	S. S.....90&40%
Balsley's Patent.....33 1/2%	Plain Back.....\$10.50 \$9.60	Rogers, Smith & Co.....50&10%	Looking Glass Tacks.....70&10%
Williamson's:	Strap Back.....9.00 9.00	Rogers & Hamilton.....50&10%	Trimmers' Tacks:
Beauty, 2 doz.....\$1.00 40%	Cleveland Pattern. 10.20 9.30	Holmes & Edwards.....50&10&10%	S. S.....90&30%
Gem, 2 doz.....90c 40%	C3, D4,	German Silver, unplated.....50%	Trunk and Clout Nails:
C. T. Williamson Wire Novelty Co. 40%	3d Grade. 4th Grade		Steel, Black.....80&5%
	Plain Back.....\$3.70 \$3.10	<b>KNIVES AND FORKS NO. 12—</b>	Steel, Tinned.....80&5%
	Strap Back.....8.10 7.50	2 doz. net.	Upholsterers' Tacks:
	Cleveland Pattern. 8.40 7.80	"1847".....\$3.50	S. S.....90&40%
	All other sizes, add 30c. doz.	"Anchor".....3.25	
	Black, deduct 30c. doz.	"Eagle".....3.25	<b>MISCELLANEOUS—</b>
		"Star".....3.25	Double Point, in dozens,
		Rogers, Smith & Co.....3.25	90&10&10&10&10&10%
		Rogers & Hamilton.....3.25	Double Point, in bulk.....80%
		Holmes & Edwards.....3.00	Matting.....80%
			Shade, in dozens.....90&10&10%
			Shade, in bulk.....80%

Floor Pulley, Wood Sheave, Fig. 486	doz. 2.25
Hanging Hooks for Double Steel Track	doz. .65
Hanging Hooks for Single Steel Track	doz. .65
Hanging Hooks for Wood Track, 10 in.	doz. .55
Hanging Hooks for Wood Track, 14 in.	doz. .65
Malleable Frame K. P. Pulleys, Fig. 676	doz. 2.40
Malleable Rafter Brackets, 4 doz.	4.40
Nellis Fork	each, 1.60
New Myers Iron Rod Car	3.25
Reed Wood Frame Pulley with Hook, Fig. 434	doz. 2.00
Rev. Car, Double Steel Track	3.50
Rev. Car, Wood Track	3.25
Rope Hitch	doz. 1.75
Single Rail Car, Single Steel T.	3.50
Single Rail Steel Track with clamps	ft. .09
Sprout's Shear Fork, each	\$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565	doz. 1.85
Sure Grip Sling Car, Steel or Wood Track	6.00
Walker Fork, each	1.25
Wrought Rafter Brackets, 4 doz.	4.40

**Transom Lifters—**

Ajax	50&10&50&10&5%
Bronze Metal, with Safety Spring	50&50&10%
Crescent	70&70&10%
Dickson's	60%
Nickel Plated	60&10%
Payson's Solid Grip, Nos. 308 and 304, 100	\$12.00
Shaw's:	
Copper Finished	80&10%
Lever	70&70&10%

**Traps—****FLY—**

Balloon	doz. \$1.25, gro. \$12.00
Globe	doz. 1.25, gro. 12.00
Harper	doz. 1.40, gro. 15.00

**GAME—**

Star, Blake's Pattern	60&10&10%
Enterprise Mole	15%
H. & N.	65%
Newhouse	45&50%
Victor	75%

**MOUSE AND R**

Erie Rat	40&40&10%
Hotchkiss:	
Metallic Mouse	50%
Improved Rat	50%
New Rat	50%
Mouse, Bonanza, 4 doz.	90c@1.00
Mouse, Catch-'em-alive, 4 doz.	\$2.50, 15%
Mouse, Delusion	40%
Mouse, Ideal, 4 gro.	\$9.00
Mouse, Round Wire, 4 doz.	\$1.00, 10%
Mouse, Wood, Choker, 4 doz. holes, 9@10c	
Marty French Rat and Mouse Traps (Genuine):	
No. 1, Rat, each \$1.13, 4 doz.	\$12.00
No. 3, Rat, 4 doz., \$8.00; case of 50	5.25
No. 3 1/2, Rat, 4 doz., \$4.75; case of 72	4.25
No. 4, Mouse, 4 doz., \$3.50; case of 72	2.75
No. 5, Mouse, 4 doz., \$2.75; case of 150	2.25
Schuyler Rat Killer, No. 1, 4 gro., \$15.00; No. 2, 4 gro.	\$15.00
Mouse, No. 3	9.00
Smith & Egge Mfg. Co.: 4 doz.	
Superior Rat Trap	\$15.00
Yankee Mouse Trap	5.50
Yankee Rat Trap	11.00

**Trowels—**

Brade's Brick	30%
Diastons:	
Brick and Pointing	30%
Plastering	25%
"Standard Brand" and Garden	40%
C. E. Jennings & Co.:	
Brick	30%
Plastering	25%
Pointing	30%
W. & McP. Plastering	25%
Peace's Plastering	25&25&5%
"Rose" Brick, Plastering and Moulders	25&5%

**Vegetable Slicers—**

Enterprise Mfg. Co.	25%
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**Vises—**

Solid Box	40&10&50%
V. W. & W.	40%
Fisher-Norris	15&10%
Armstrong's:	
Combination	50%
Plain and Hinge	60%
Athol, Oval Slide	60%
Adams, Diamond	40%
Bonney's Champion	40%
Fisher & Norris Double Screw	15%
Holland's	40%
Howard's	40%
Little Giant Bench	25&10%
Lowell Hand	38 1/2%
Massey:	
Perfect	15&90%
Clincher	30&40%
Wood-Working	15&20%
Planer	15&20%
Comb. Pipe	40%
Millers Falls:	
Mechanics	net@10%
Oval Slide	50&10%
Ball Clamp	45%
Gravity	net
Hand	15%
Moore's	30%
Phenix	33 1/2%
Prentiss	20&25%
Sargent's	40%
Simpson's Adjustable	40%
Stephens	25&33 1/2%
Trenton	40&40&5%
Wright's Pipe	40%

**SAW FILERS—**

Bonney's No. 2, \$15.00	40&10&50%
Cincinnati	40%
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Stearns Rubber Jaw, Nos. 10 and 33, 33 1/2&40%	
Wentworth's	40%

**Wads—**

See Ammunition.

**Wagon Jacks—**

Covert Mfg. Co.'s, Steel	45%
Lane's Steel	33 1/2&5%

**Washer Cutters—**

Otis A. Smith's	20&10&10%
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**Well Wheels—**

Japanned, 8 to 14 inches	70%
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**Weed Extractors—**

"Pastime"	doz. \$1.75 net
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**Window Cleaners—**

Barnes Mfg. Co.	40%
Clayton's	25&10%

**Window Stop Adjusters—**

Ives' New List	25&5%
Taplin's "Perfection"	50%

**Wire Gauges—**

See Gauges.

**Wire and Wire Goods—**

Brass Wire	20%
Bright Wire Goods, New List	85&10%
Cast Steel Wire	50%
Copper Wire	15%
Annealed and Tinned on Spools	70%
Brass and Copper on Spools	60%
Spooled Wire, ass'd for Retailing	70%
Market Wire, Bright and Annealed:	
Nos. 6 to 9	70&10%
Nos. 10 to 18	72 1/2&5%
Nos. 19 to 26	75&7 1/2%
Nos. 27 to 36	75&10&2 1/2%
Coppered and Galvanized:	
Nos. 6 to 9	66 1/2&5%
Nos. 10 to 18	70%
Nos. 19 to 26	70&10%
Nos. 27 to 36	70&10&10%
Tinned:	
Nos. 6 to 14	70&10&5%
Nos. 15 to 18	70&5&5%
Nos. 19 to 26	70%
Nos. 27 to 36	60&10&10%
Picture Wire, List of Oct. 2, 1900	85&85&10%
Steel Music Wire, Nos. 12 to 30, imported	lb. 60&70c
Stub's Steel Wire	\$6.00 to \$ 33 1/2%

**Wire Clothes Lines—**

See Lines.

**Wire Cloth, Netting, &c.—**

Galvanized Wire Netting 80&10&80&20%	
Painted Screen Cloth, good quality, 100 sq. ft.	\$1.00@1.10

**PAINTS, OILS AND COLORS.****Oils—**

Linseed, City, Raw, in barrels, 4 gal. 88c	
Linseed, City, Boiled, in barrels, 4 gal. 85c	
Out of Town on Spot	gal. 88c
Calcutta, Raw, in barrels	gal. 85c
Lard, Prime City	gal. 65&66c
Extra, No. 1	47&48c
No. 1	41&43c

**Paints and Colors—**

Barytes, Foreign Floated, 4 ton, \$30.00@31.00	
Barytes, American Floated, 4 ton, \$19.00@20.00	
Barytes, Crude	ton 9.00@ 10.00
White Lead, American, Dry, in bbls.	lb. 6&6 1/2c
White Lead, American, in Oil, in lots of less than 500 lbs.	lb. net 7c
In lots of 500 lbs. and over	lb. 6 1/2c
White Lead, Foreign, in Oil	lb. 8&9 1/2c
Litharge, Kegs	lb. 6 1/2&7c
Zinc, American, Dry	lb. 4 1/2&5 1/2c

**Putty—**

In bulk	\$1.90
In bladders	2.40
In cans, 50 lb.	2.00
In cans, 25 lb.	2.25
In cans, 12 1/2 lb.	2.50

**Wire Rope—**

New List July 1, 1899.

Cast Steel	30%
Iron	30&30&10%
Iron, Galvanized	25&10%

**Wire Rope Clips—**

Crosby	25%
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**Wire Stretchers—**

W. C. Heller's Grip	doz. \$1.50
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**Wrenches—**

Agricultural	70&10&75%
Allen's Pocket (Bright)	\$2.00@3.20
Alligator	70%
Baxter's	60&10%
Bemis & Call's:	
Briggs Pattern	30&10%
No. 2 Cylinder	55%
No. 3 Pipe, Bright	50%
Patent Combination Black	40&5%
Patent Combination Bright	40%
Bicycle:	
Club	40%
Superior	40%
Featherweight	40%
Protection	40%
Boardman's	30&33 1/2%
Coe's:	
Genuine	40&10&5&5%
"Mechanics"	40&10&10&5&5%
Coe's Pattern, Wrought Bar	60&5&5%
Donohue's Engineer	40%
Eagle Pipe	50&10%
Gem	33 1/2%
Stillson Pipe	50%
Taylor Pipe and Nut	40%
Acme	60&60&5%
Bull Dog	60&10%
Hercules	70%
J. H. Williams & Co.	25%

**Spirits Turpentine—**

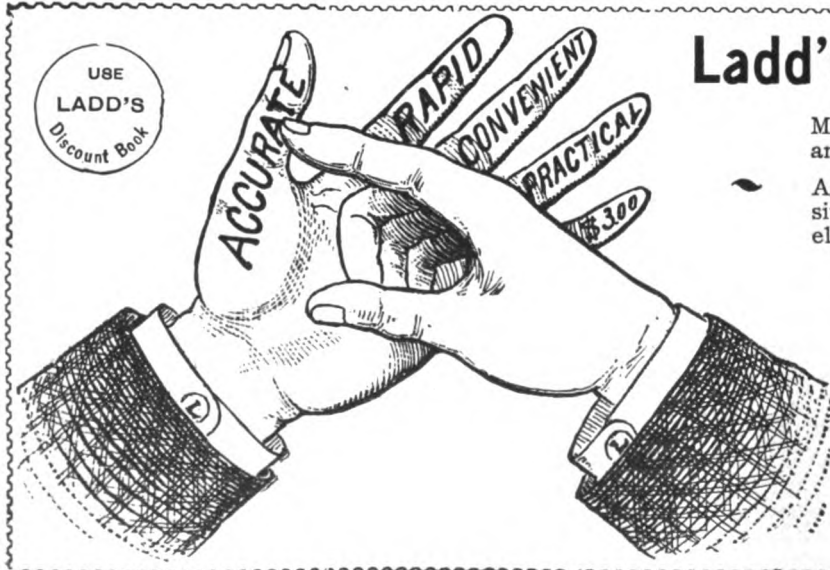
In regular bbls	40 c
In machine bbls	41 c

**Dry Colors—**

Blue, Chinese	35 @40 c
Blue, Prussian	33 @38 c
Blue, Ultramarine	6 @30 c
Sienna, Italian, burnt & powdered	4 1/2@10 c
Sienna, Italian, raw & powdered	3 @ 7 c
Umber, Turkey, burnt	3 1/2@ 3 1/2c
Umber, Turkey, raw	3 1/2@ 3 1/2c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in bulk	15 @16 c
Indian Red, American	2 1/2@ 3 c
Indian Red, English	4 1/2@ 8 1/2c

**Colors in Oil—**

Black Lampblack, best	13 @15 c
Black Lampblack, common	8 @10 c
Blue, Chinese	35 @40 c
Blue, Prussian	33 @35 c
Blue, Ultramarine	14 @18 c
Sienna, burnt	11 @13 c
Sienna, raw	11 @13 c
Umber, burnt	11 @13 c
Umber, raw	11 @13 c
Brown, Vandyke	11 @13 c

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**Faucets, Metal.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Faucets, Wood.**

John Sommer's Son, Newark, N. J.

**Fence Machines.**

Torrent Pump & Fence Co., Cleve-  
land, O.

**Fences, Wire and Iron.**

W. J. Adam, Joliet, Ill.  
J. E. Bolles Iron and Wire Works,  
Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.  
Enterprise Foundry & Fence Co.,  
Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland,  
Ohio.

**Field Hoes.**

Geneva Tool Co., Geneva, O.

**Files.**

G. & H. Barnett Co., Philadelphia.  
Alfred Field & Co., New York.  
Hayes File Co., Detroit, Mich.  
Nicholson File Co., Providence, R. I.

**Filters.**

A. L. Baron Mfg. Co., New York.  
Champion Safety Lock Co., Cleve-  
land, O.  
Globe Filter Co., New York.

**Fire Arms.**

Alfred Field & Co., New York.  
Harrington & Richardson Arms Co.,  
Worcester, Mass.  
Remington Arms Co., New York.  
J. Stevens Arms & Tool Co., Chicopee  
Falls, Mass.

**Flat Ware.**

See Plated Ware.

**Floor Plates.**

Wilmot & Hobbs Mfg. Co., Bridge-  
port, Conn.

**Flower Pot Stands.**

Gilbert & Bennett Mfg. Co., New  
York and Chicago.

**Fodder Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Food Choppers.**

Enterprise Mfg. Co. of Pa., Phila., Pa.  
Sargent & Co., New York, and New  
Haven, Conn.

**Forgings, Carriage.**

Columbus Bolt Works, Columbus, O.

**Foundry Riddles.**

Gilbert & Bennett Mfg. Co., New  
York and Chicago.

**Frame Pulleys.**

Fox Machine Co., Grand Rapids, Mich.  
Sargent & Co., New York.

**Fruit Presses.**

Enterprise Mfg. Co. of Pa., Phila-  
delphia.

**Furnace Shovels.**

Geneva Tool Co., Geneva, O.

**Galvanizing, Electro.**

U. S. Electro-Galvanizing Co., New  
York.

**Garden Hoes.**

Geneva Tool Co., Geneva, O.

**Garden Tools.**

Alfred Field & Co., New York.  
Geneva Tool Co., Geneva, O.  
Underhill, Clinch & Co., New York.

**Gasoline Cans.**

J. H. Eller & Co., Canton, O.

**Gasoline Lamps.**

Argand Vapor Lamp Co., Detroit,  
Mich.  
Chicago Solar Light Co., Chicago, Ill.  
H. Merkel, St. Louis, Mo.

**Gas Pliers.**

Cronk & Carrier Mfg. Co., Elmira,  
N. Y.  
Smith & Hemenway Co., New York.

**Gauges, Butt.**

Stanley Rule and Level Co., New  
York.

**Glass Cutters.**

John Byrnes, New York.  
Smith & Hemenway Co., New York.

**Glue.**

Allerton-Clarke Co., New York.  
Baeder, Adamson & Co., New York,  
Philadelphia, Boston and Chicago.  
N. Y. Cabinet Glue Works, New York.  
Tower & Lyon, New York.

**Graphite.**

Joseph Dixon Crucible Co., Jersey  
City, N. J.

**Grass Hooks.**

Iowa Farming Tool Co., Ft. Madison,  
Ia.  
Underhill, Clinch & Co., New York.

**Grindstones.**

Cleveland Stone Co., Cleveland.

**Gummers, Saw.**

E. C. Atkins & Co., Indianapolis, Ind.

**Gunpowder.**

Tower & Lyon, New York.

**Gun Implements.**

Remington Arms Co., New York.  
Union Hardware Co., Torrington,  
Conn.

**Hair Felting.**

Baeder, Adamson & Co., New York,  
Philadelphia, Boston and Chicago.

**Halter Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Halters, Web and Rope.**

Covert Mfg. Co., West Troy, N. Y.

**Hammers.**

John H. Graham & Co., New York.  
Arthur R. Robertson, Boston, Mass.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Stanley Rule and Level Co., New  
York.  
The Scranton & Co., New Haven,  
Conn.

**Handles, Tool.**

Berger Bros. Co., Philadelphia.  
Geneva Tool Co., Geneva, O.  
N. Y. Mallet & Handle Works, New  
York, N. Y.

**Hangers, Coat and Hat.**

Cronk & Carrier Mfg. Co., Elmira,  
N. Y.

**Hangers, Pipe.**

Berger Bros. Co., Philadelphia.

**Hangers, Barn Door.**

Cronk & Carrier Mfg. Co., Elmira,  
N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Hangers, Joist and Wall.**

National Iron & Wire Co., Cleveland,  
Ohio.  
Van Dorn Iron Works Co., Cleveland,  
Ohio.

**Hangers, Parlor Door.**

John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Sargent & Co., New York.

**Hardware Mfrs' Agents, Etc.**

John H. Graham & Co., New York.  
Robert Murray, New York.  
Underhill, Clinch & Co., New York.

**Hardware Specialties.**

Clark & Cowles, Plainville, Conn.  
Enterprise Mfg. Co. of Pa., Phila-  
delphia.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Robert Murray, New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.

**Harness Dressing.**

Frank Miller Co., New York, N. Y.

**Harness Snaps.**

Covert Mfg. Co., West Troy, N. Y.  
W. & E. T. Fitch Co., New Haven,  
Conn.  
Sargent & Co., New York.

**Hasps and Staples.**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools.**

F. R. Myers & Bro., Ashland, Ohio.

**Hay Forks.**

Ashtabula Tool Co., Ashtabula, O.  
Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Fort Madi-  
son, Ia.  
Underhill, Clinch & Co., New York.  
Willoughby Fork & Mfg. Co., Wil-  
loughby, O.

**Hay Knives.**

Iwan Bros., Streator, Ill.

**Heaters, Gas.**

Lawrence Stove Mfg. Co., Buffalo, N. Y.

**Heaters, Oil.**

Plume &amp; Atwood Mfg. Co., New York, Boston and Chicago.

**Hinges.**Clark Mfg. Co., Buffalo, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.**Hinges, Shutters.**

Clark Mfg. Co., Buffalo, N. Y.

**Hinges, Spring.**Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.**Hinges, Trunk, Box and Door.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Holsting Machinery.**Burr Mfg. Co., Cleveland, Ohio.  
Kimball Bros. Co., Council Bluffs, Ia.**Hones, Razor.**Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.**Hooks.**Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.**Horse and Cattle Ties.**

Covert Mfg. Co., West Troy, N. Y.

**Horse Nails.**Ausable Horse Nail Co., New York.  
Capwell Horse Nail Co., Hartford, Conn.**Horse Rasps.**G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.**Hose, Fire, Linen.**

Roosendale-Reddaway B. &amp; H. Co., Newark, N. J.

**Hose Menders.**

John H. Graham &amp; Co., New York.

**Hose Pipe.**

F. E. Myers &amp; Bro., Ashland, Ohio.

**Hose, Rubber.**

F. E. Myers &amp; Bro., Ashland, Ohio.

**Hot Plates.**

Lawrence Stove Mfg. Co., Buffalo, N. Y.

**Ice Balances.**John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.**Ice Cream Freezers.**John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.**Ice Chisels.**John Chatillon & Sons, New York.  
Iowa Farming Tool Co., Ft. Madison, Iowa.**Ice Creepers.**Edwin B. Stimpson & Son, New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.**Ice Picks.**John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
C. E. Jennings & Co., New York.**Ice Tools.**John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.**Iron, Sheet.**

Bruce &amp; Cook, New York.

**Iron Fences.**Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Iron Work.**J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Jack Chains.**

Smith &amp; Egge Mfg. Co., Bridgeport, Conn.

**Ladders.**Berger Bros. Co., Philadelphia.  
Lane Bros. Co., Poughkeepsie, N. Y.  
F. E. Myers & Bro., Ashland, Ohio.**Lamps, Bicycle.**John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.**Lanterns.**

R. E. Dietz Co., New York.

**Lard Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Lawn Fences.**W. J. Adam, Joliet, Ill.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Lawn Mowers.**Enterprise Mfg. Co. of Pa., Philadelphia.  
Underhill, Clinch & Co., New York.**Lawn Rakes.**Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.**Lawn Sprinklers.**

Smith &amp; Hemenway Co., New York.

**Lawn Tools.**

Geneva Tool Co., Geneva, O.

**Lead.**Bruce & Cook, New York.  
Colwell Lead Co., New York.**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Lead Pipe.**

Colwell Lead Co., New York.

**Lemon Squeezers.**Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.**Levels.**Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.**Locks and Knobs.**Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Sargent & Co., New York and New Haven, Conn.**Lubricants.**

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.**Manicure Files.**

Emil Forquignon Mfg. Co., New York.

**Manure Forks.**

Geneva Tool Co., Geneva, O.

**Manure Hooks.**

Geneva Tool Co., Geneva, O.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Measuring Tapes.**Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.**Meat Choppers.**John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Meat Cutters.**Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.**Metallic Paint.**L. D. Berger, Philadelphia.  
Bruce & Cook, New York.**Mills, Coffee and Spice.**John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Mitre Boxes.**C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.**Motor Cycles.**

Patee Bicycle Co., Indianapolis, Ind.

**Mowing Machine Oilers.**

Wilmot &amp; Hobbs Mfg. Co., Bridgeport, Conn.

**Nails.**Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.**Nail Pullers.**Bridgeport Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.**Nail Sets.**John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.**Needles.**

Alfred Field &amp; Co., New York.

**Nippers.**Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.**Nuts.**Atlas Bolt and Screw Co., Cleveland, Ohio.  
Columbus Bolt Works, Columbus, O.**Office Railings.**J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Gilbert & Bennett Mfg. Co., New York and Chicago.**Oilers.**Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.**Oil Cans.**

J. H. Eller &amp; Co., Canton, O.

**Oil Heaters.**

Plume &amp; Atwood Mfg. Co., New York, Boston and Chicago.

**Ornamental Iron Work.**Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Padlocks.**Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.**Paints.**L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Sherwin-Williams Co., Cleveland, O.  
Standard Paint Co., New York.**Pans, Dripping.**

Fillgrove Bros. &amp; Co., Ironton, O.

**Paper Clips.**

Cushman &amp; Denison, New York.

**Patents.**

Davis &amp; Davis, New York.

**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Pig Lead.**Colwell Lead Co., New York.  
Swarts Metal Refining Co., Chicago.**Pipe Cutters.**Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.**Pipe Straps.**Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.**Pistols.**

J. Stevens Arms &amp; Tool Co., Chicopee Falls, Mass.

**Planes.**C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.**Plated Ware.**M. S. Benedict Mfg. Co., E. Syracuse, N. Y.  
Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.**Plates, Machinery.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Pliers, Fencing.**Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.**Plumbers' Supplies.**L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.**Pocket Cutlery.**John Chatillon & Sons, New York.  
Alfred Field & Co., New York.  
Jackson Knife & Shear Co., Fremont, O.**Police Equipments.**

Tower &amp; Lyon, New York.



**Pelish, Stove.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Post Hole Augers.**

Iwan Bros., Streator, Ill.

**Post Hole Diggers.**

John H. Graham & Co., New York.  
Iwan Bros., Streator, Ill.

**Potato Hooks.**

Geneva Tool Co., Geneva, O.

**Poultry Netting.**

Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.

**Power Hammers.**

The Scranton & Co., New Haven, Conn.

**Price Books.**

Hardware Publishing Co., New York.

**Pruning Shears.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Pulleys, Hoisting.**

Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.

**Pumps.**

John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.  
Torrent Pump & Fence Co., Cleveland, O.

**Punches, Spring.**

Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Railings, Wire and Iron.**

J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.

**Railroad Brasses.**

Magnolia Metal Co., New York.

**Rail, Barn Door.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railway and Mill Supplies.**

American Railway Supply Co., New York.  
R. Woodman Mfg. & Supply Co., Boston.

**Raisin Seeders.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Rakes.**

Ashtabula Tool Co., Ashtabula, O.  
Geneva Tool Co., Geneva, O.  
John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.

**Razors.**

Alfred Field & Co., New York.  
Jackson Knife & Shear Co., Fremont, O.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.

**Razor Strops.**

Smith & Hemenway Co., New York.

**Reamers.**

C. E. Jennings & Co., New York.

**Reels, Wood.**

John Sommer's Son, Newark, N. J.

**Registers, Warm Air.**

Berger Bros. Co., Philadelphia.

**Revolution Counter.**

Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Revolving Horse Hay Rakes.**

Geneva Tool Co., Geneva, O.

**Rifles**

Rapid Rifle Co., Grand Rapids, Mich.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Rivets.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. F. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.

**Rivet Sets.**

Eyelet Tool Co., Boston, Mass.

**Roller Skates.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.

**Roof Bolts.**

Columbus Bolt Works, Columbus, O.

**Roof Rods.**

Columbus Bolt Works, Columbus, O.

**Roofing Cement.**

J. L. Perkins & Co., Chicago, Ill.

**Roofing Paint.**

J. L. Perkins & Co., Chicago, Ill.

**Roofing Plates.**

Merchant & Co., Inc., Philadelphia, Pa.

**Roofing and Roofers' Supplies.**

American Steel Roofing Co., Middletown, Ohio.  
L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Merchant & Co., Inc., Philadelphia, Pa.

**Rubber Pump Buckets.**

Torrent Pump & Fence Co., Cleveland, O.

**Ruberoid Roofing.**

Standard Paint Co., New York.

**Rules.**

Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.

**Sad Iron Handles.**

J. A. Cochrane, Cleveland, O.

**Sad Irons.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Safety Razors.**

Southington Cutlery Co., Southington, Conn.

**Sand and Emery Paper.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Sand Screens.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Sash Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Sash Cord.**

Samson Cordage Works, Boston.  
Tower & Lyon, New York.

**Sash Fixtures.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Locks.**

Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.

**Sash Pulleys.**

Fox Machine Co., Grand Rapids, Mich.  
Sargent & Co., New York.

**Sausage Stuffers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Sargent & Co., New York.

**Saws.**

E. C. Atkins & Co., Indianapolis, Ind.  
Henry Diston & Sons, Philadelphia, Pa.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.

**Saws, Butchers'.**

John Chatillon & Sons, New York.

**Saw Sets.**

E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.

**Saw Tools.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Scales.**

John Chatillon & Sons, New York.  
Osgood Scale Co., Binghamton, N. Y.  
Pelouze Scale & Mfg. Co., Chicago.

**Scoops.**

Underhill, Clinch & Co., New York.

**Screens, Wire.**

Underhill, Clinch & Co., New York.

**Screws.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Screw Cases.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Screw Drivers.**

Bridgeport Mfg. Co., Bridgeport, Conn.  
John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.

**Screw Plates.**

Alfred Field & Co., New York.

**Scythes and Grass Hooks.**

Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.

**Scythe Snaths, Grass and Bush.**

Geneva Tool Co., Geneva, O.

**Scythe Stones.**

Cleveland Stone Co., Cleveland, O.  
Geneva Tool Co., Geneva, O.

**Seal Presses.**

Charles Morrill, New York.

**Seals.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Sectional Shelving.**

J. D. Warren Mfg. Co., Chicago.

**Sewing Machines.**

New Domestic Sewing Machine Co., New York.

**Shade Lines.**

Samson Cordage Works, Boston.

**Sharpening Machines.**

John Chatillon & Sons, New York.

**Shears and Scissors.**

Bridgeport Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
R. Heinisch's Sons Co., Newark, N. J.  
Jackson Knife and Shear Co., Fremont, O.  
Joseph Rodgers & Sons, New York.

**Sheet Lead.**

Colwell Lead Co., New York.

**Sheet Steel.**

Dunbar Bros., Bristol, Conn.

**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.  
Sargent & Co., New York.

**Ship Tools.**

G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.

**Shot.**

Colwell Lead Co., New York.

**Shot Guns.**

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Shovels.**

Underhill, Clinch & Co., New York.

**Sidewalk Chisels.**

Geneva Tool Co., Geneva, O.  
Underhill, Clinch & Co., New York.

**Sidewalk Cleaners.**

Geneva Tool Co., Geneva, O.

**Sidewalk Lights.**

J. E. Bolles Iron and Wire Works, Detroit, Mich.

**Sidewalk Scrapers.**

Geneva Tool Co., Geneva, O.

**Sidewalk Shovels.**

Geneva Tool Co., Geneva, O.

**Silver Ware.**

M. S. Benedict Mfg. Co., E. Syracuse, N. Y.  
Luther Boardman & Son, East Hadam, Conn.

**Sink Bolts.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Sink Cleaners.**

John W. Sadlow, Brooklyn, N. Y.

**Skates, Ice and Roller.**

John H. Graham & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Union Hardware Co., Torrington, Conn.

**Skate Sharpeners.**

Smith & Hemenway Co., New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Skewers.**

John Chatillon & Sons, New York.

**Slaw Cutters.**

E. C. Atkins & Co., Indianapolis, Ind.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
C. E. Jennings & Co., New York.

**Snow Shovels.**

Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Solder.**

Berger Bros. Co., Philadelphia.  
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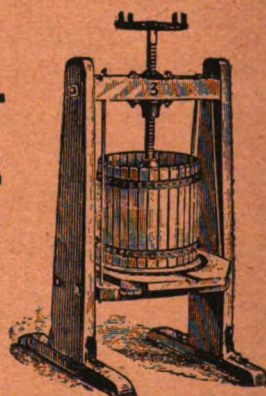


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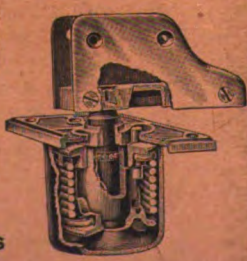
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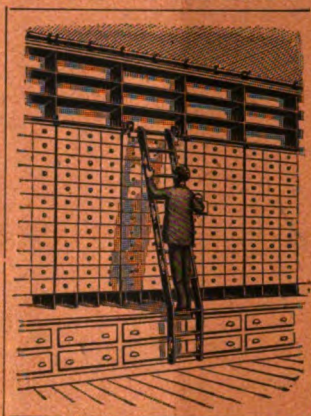
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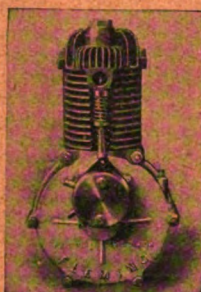
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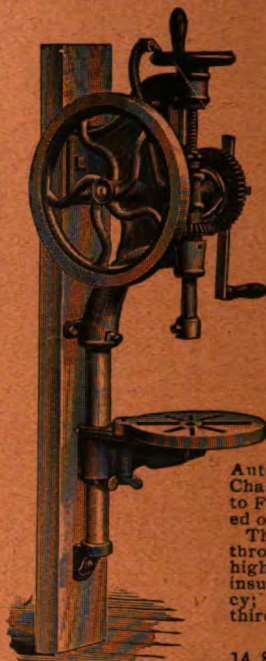
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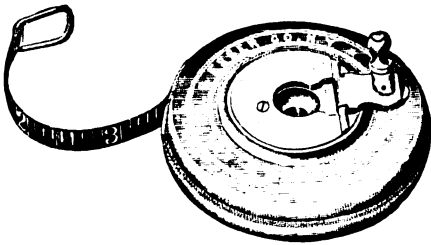
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Our tapes are favorably known since many years. They are

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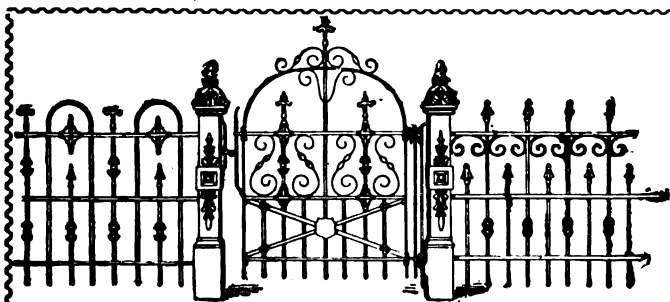
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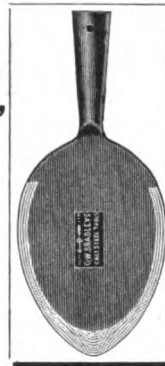
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Drawing Knives,  
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**B. Ruby Four Hole Range, for Hard or Soft Coal or Wood.**

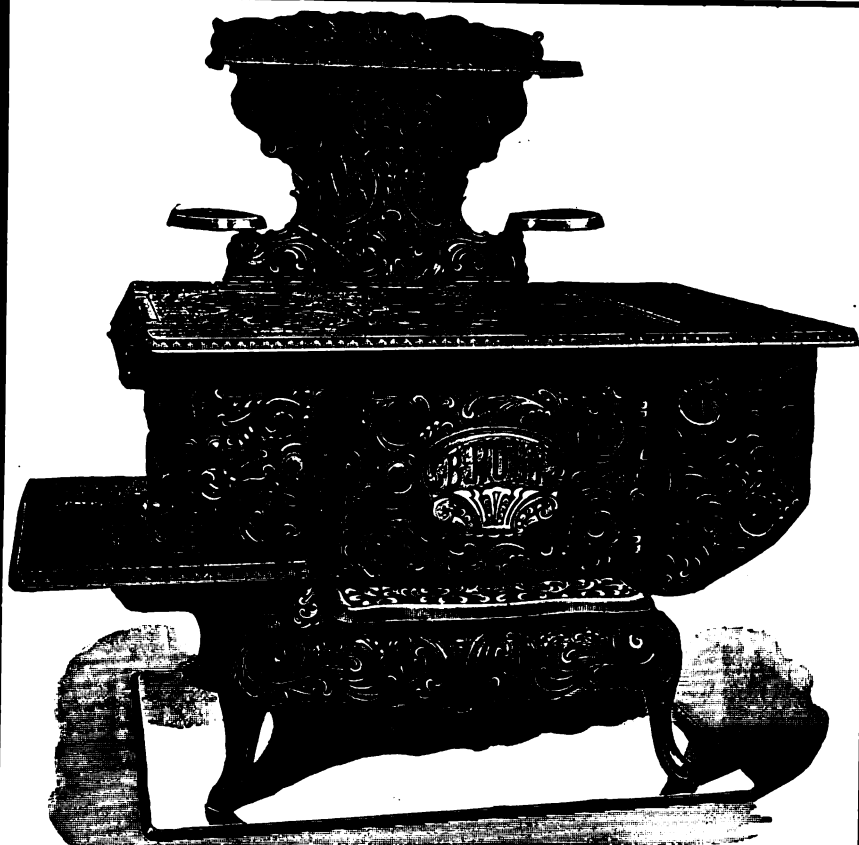
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Largest oven in the market.  
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Full draw Hearth.  
Duplex or flat Grate.  
Grates can be removed without disturbing fire box linings.

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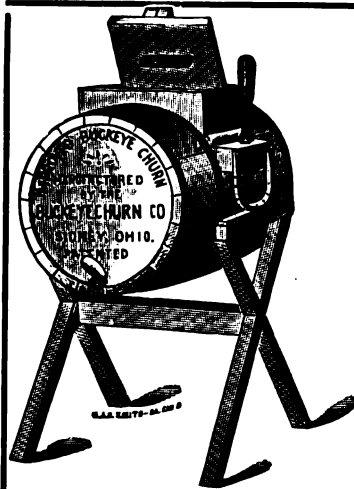
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ALL GRADES OF GRIT.  
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The farmer wants it,  
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Dixon's Cycle Chain Graphites.

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Dixon's Carpenter Pencils.

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 For Street and Steam Railroad Cars.  
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## SPIRAL SCREW-DRIVERS

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

The most complete and best finished line in the world, consisting of



No. 1, Length without Bit, Spiral extended, 16 1/4 in., closed 11 1/4 in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

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... "Electric" Spiral Screw-Driver...

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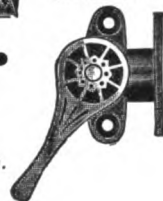
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*You take no risk on the quality. We make only the best!*



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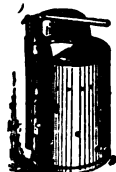
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**HAIR FELTING** for covering Boilers, Steam and Water Pipes, and lining Refrigerators.

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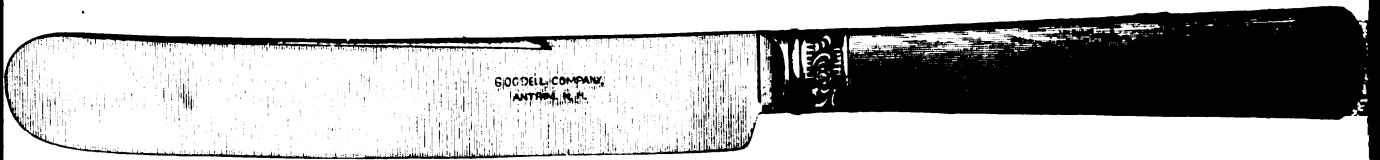
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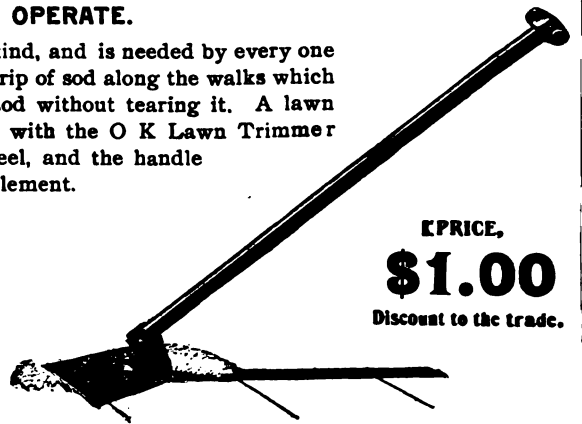
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SIMPLE, DURABLE, EASY TO OPERATE.

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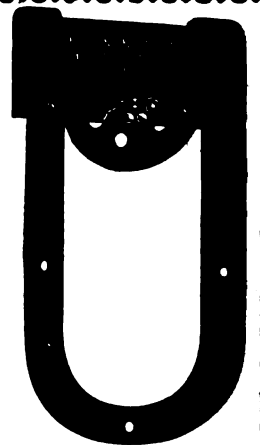
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(PATENTED)

Will Fit any Plain or Hose Faucet

Filtering material of charcoal and quartz.  
Flow of water not decreased by use of Filter.  
Filtering material easily cleaned and re-  
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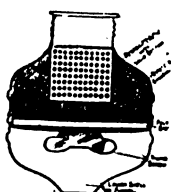
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Sectional View

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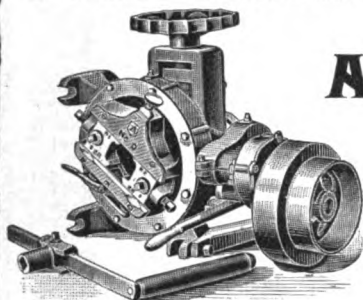
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PIPE THREADING AND CUT-  
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They are all "Standards" and Never  
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Manufactured by  
**New York Cabinet  
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A strong durable Animal  
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*For Woodworkers,  
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Put up in self-sealing cans  
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96

Catalogue on Application

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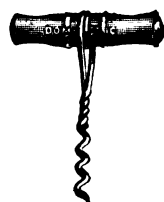
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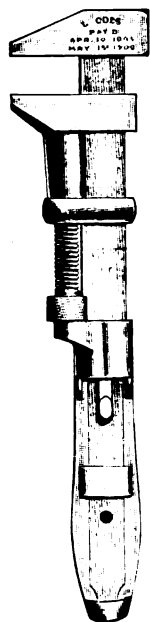
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RETAIL READILY FOR 10 CENTS EACH

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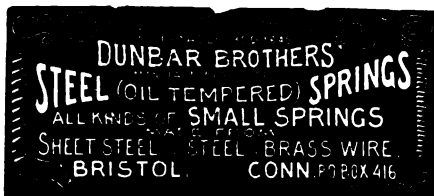
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ESTABLISHED 1839. REGISTERED APRIL 9, 1895.  
PATENTED APRIL 30, 1895, AND MAY 15, 1900.

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piece of metal; the ferrule and cup tip firmly  
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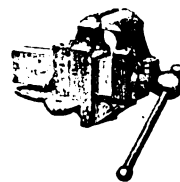
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Manufacturers of

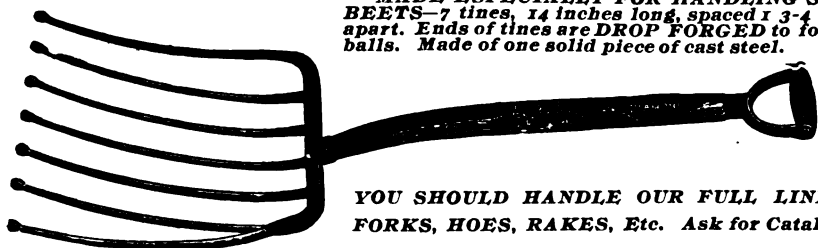


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MADE ESPECIALLY FOR HANDLING SUGAR  
BEETS—7 tines, 14 inches long, spaced 1 3-4 inches  
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we are securing from your paper are  
greater than ever before.




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*40 Sizes and Styles for Hand and Power from \$1.25 to \$300.00*

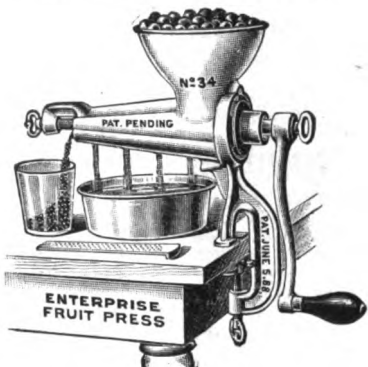


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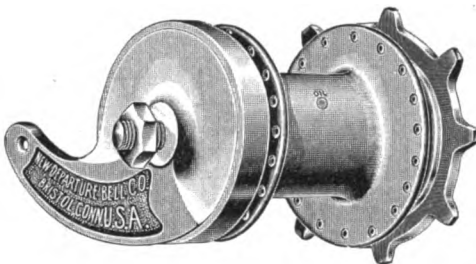
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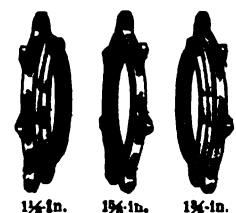
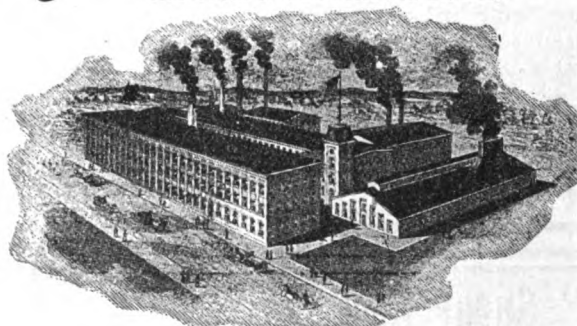


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**First in Standard of Excellence and Superiority.**

THE HOME OF THE COASTER BRAKE.

The  
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 Coaster



Any chain link from 1 1/4 in. to 1 3/4 in.  
 Any pitch sprocket from 1/4 in. to 1 in.  
 Any size sprocket from 7 to 18 tooth.

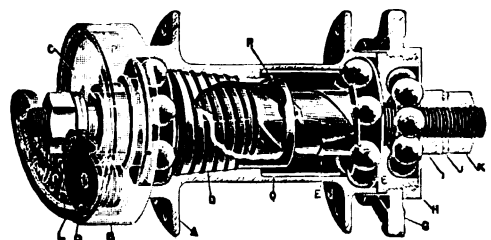
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# THE "DISSTON SAW" WILL DO MORE WORK

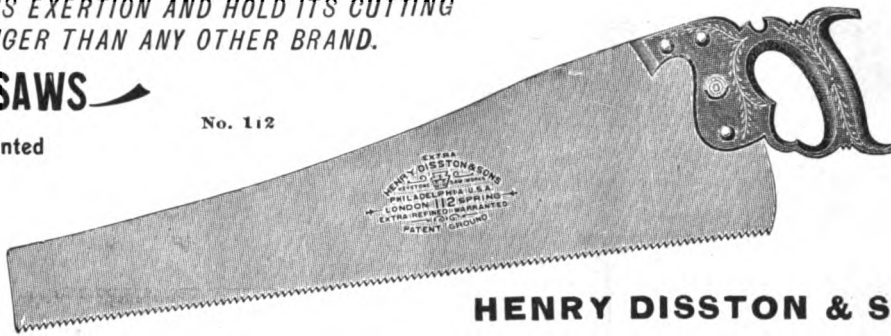
WITH LESS EXERTION AND HOLD ITS CUTTING  
EDGE LONGER THAN ANY OTHER BRAND.

## DISSTON SAWS

Are Fully Warranted

As to  
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and  
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No. 112



Owing to the  
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**SKEW BACK SAW**  
of the superior quality  
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we have placed on the  
market the  
No. 112.

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Took all the following prizes

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NEW JERSEY RIFLE  
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in fact almost everything  
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Peters Cartridges are all loaded  
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Improved Quick and Easy Ris-  
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there is no kind that produces such im-  
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same amount of advertising and it is  
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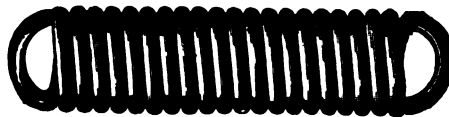
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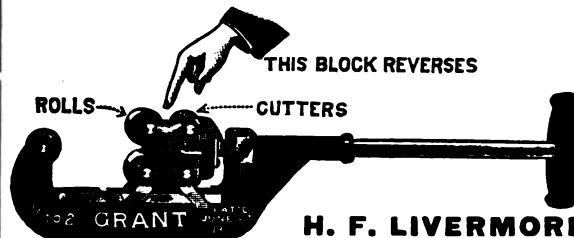
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ONE IS ENOUGH TO CARRY.  
CUTS FROM  $\frac{1}{8}$  TO 2 IN.

Cuts with 3 cutter wheels, or  
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Changes Instantly.

Strong, light and simple. Noth-  
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Manufacturers of

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Roll and Rotary Wire Straighteners. Butt Drilling Machinery. Butt Milling Machinery.  
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Foot Presses. Sprue Cutters, Etc., Etc.

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Made for special use of Gunsmiths, Fitters, Electricians and Mechanics requiring a strong, substantial screw driver with a short stub blade.

Made in one size only: Blade 5-16 diameter, 1 1/8 long, entire length of Screw Driver 5 3/4 ins.



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HARDWARE.



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Lightest and  
Strongest Made.

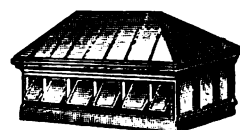
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Largest Variety  
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**ARE THE BEST.**  
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**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
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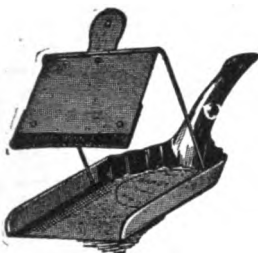
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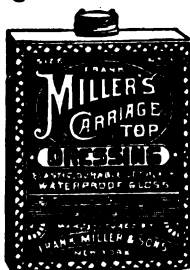


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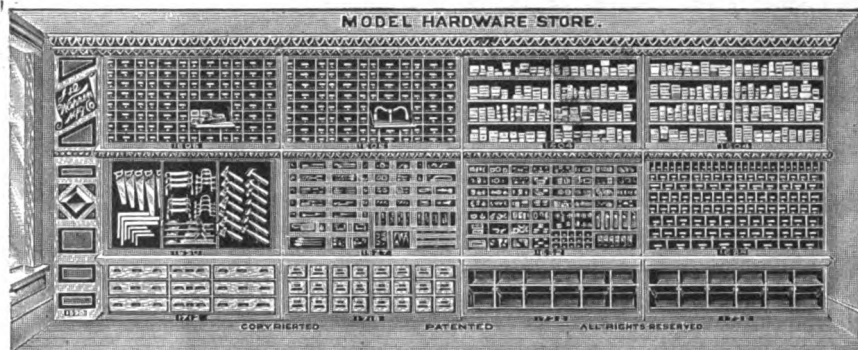
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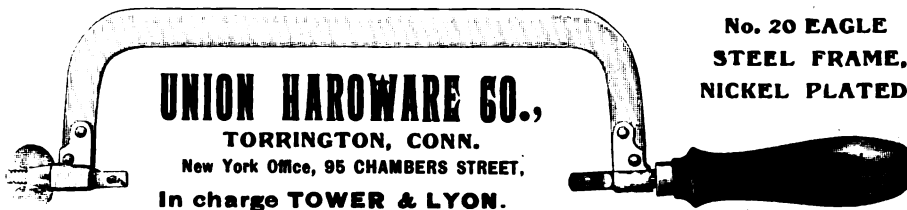


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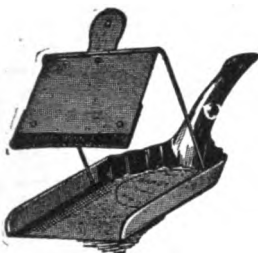
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will throw away the  
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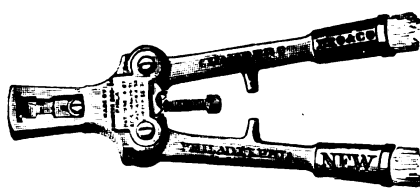
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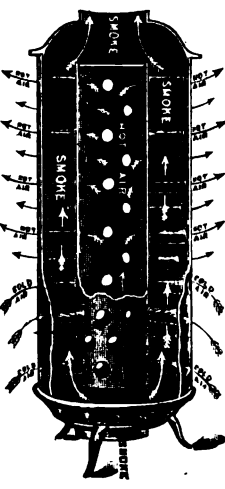
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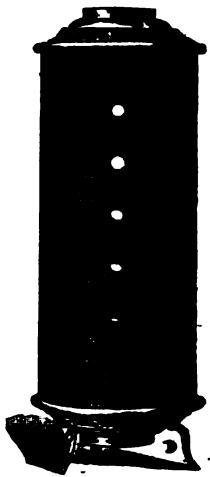



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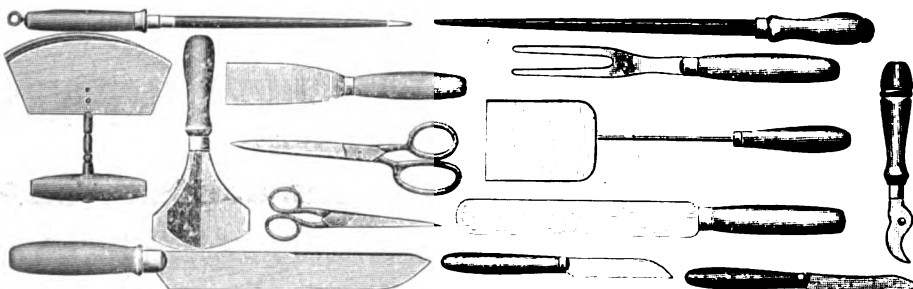
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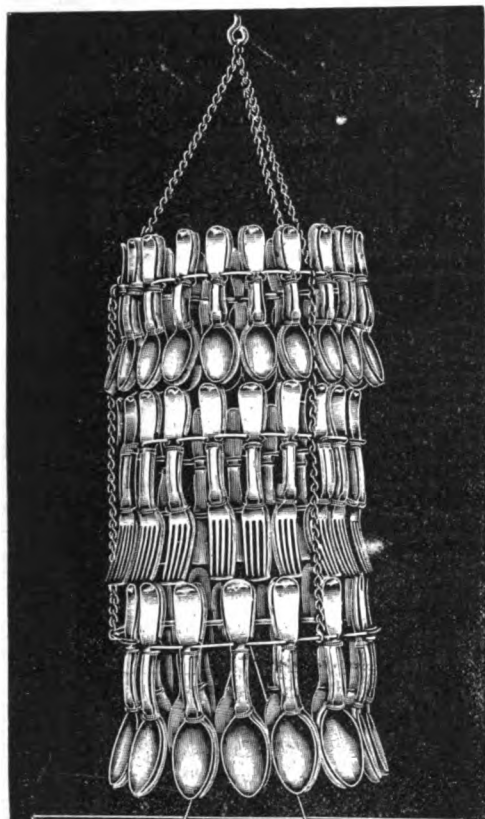


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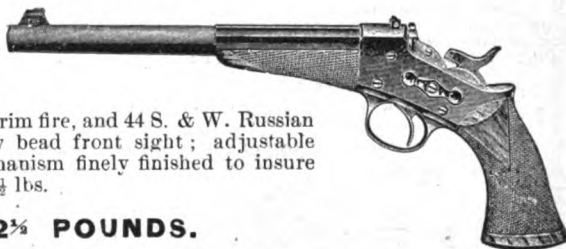
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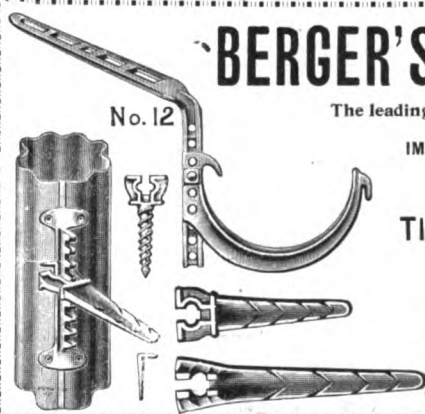


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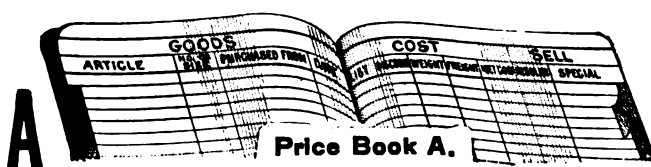
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Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

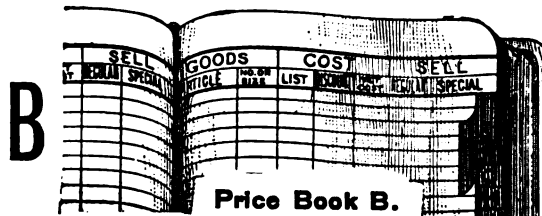


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Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. *Size of page, 4 x 7 inches.*

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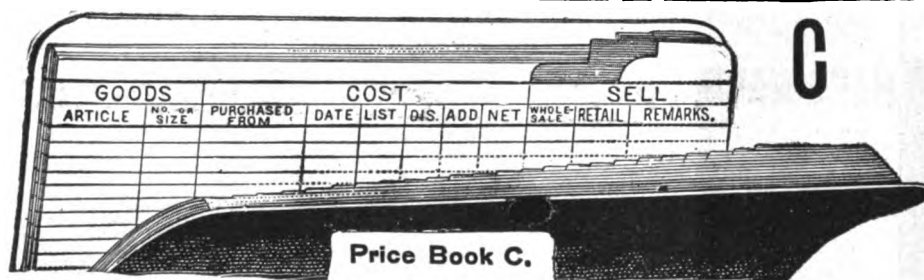


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In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. *Page, 4 x 7 inches.*

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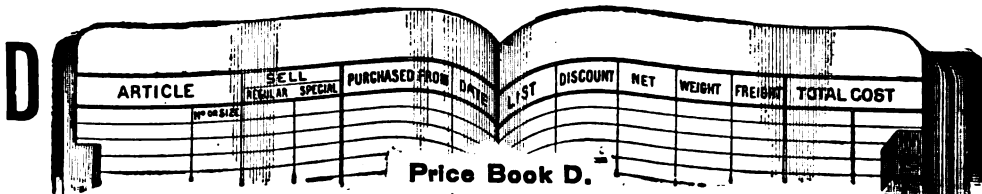
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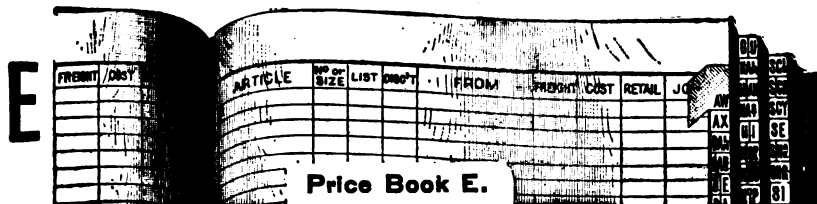
A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

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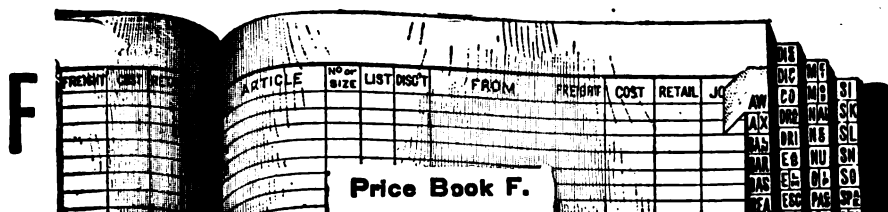


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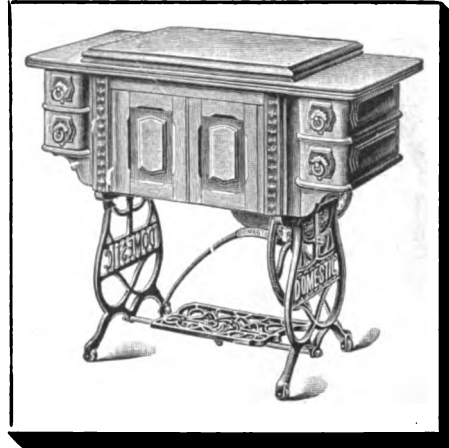
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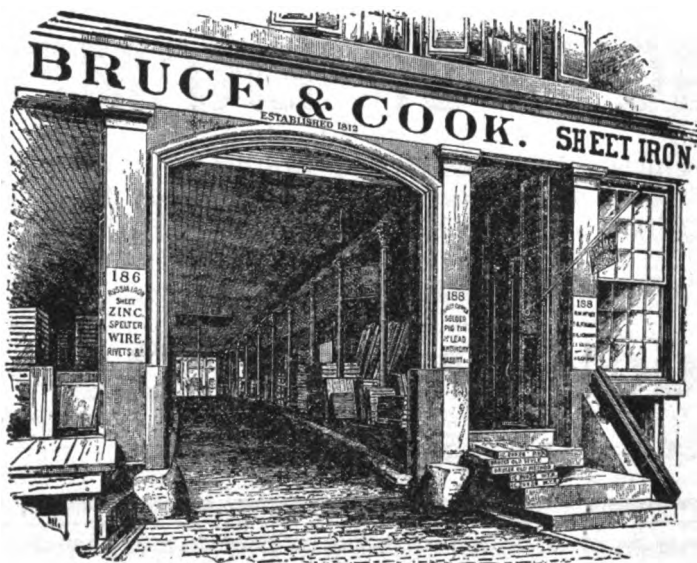
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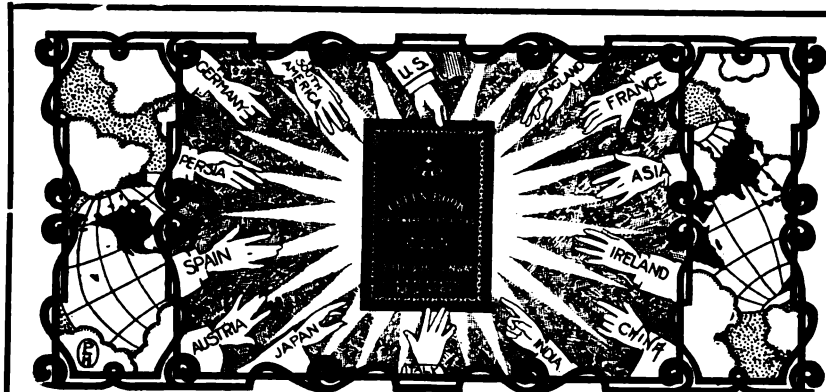
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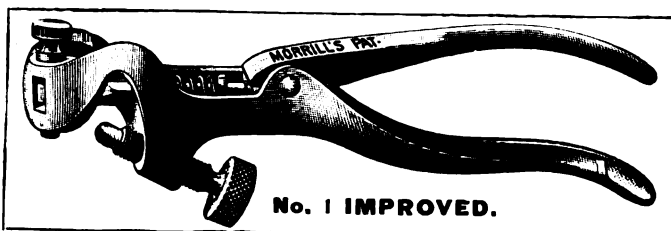
## MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.



Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



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For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

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Always Sharp! No Slipping of the Horse!  
No injuries as caused by other Calks.  
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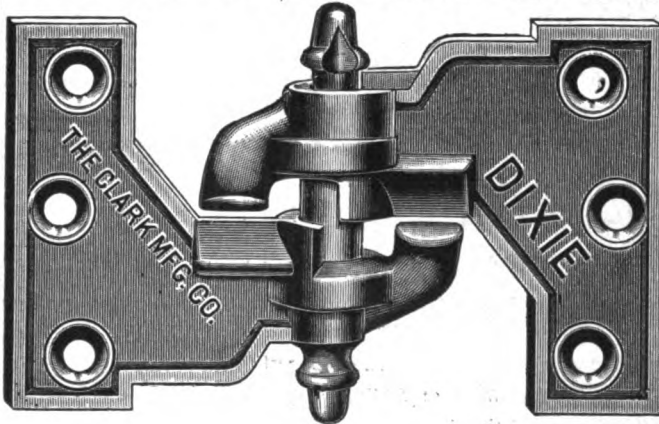
**"DIXIE"**

—AND—

**"BUFFALO REVERSIBLE"**  
**SHUTTER HINGES.**

—AND—

CLARK'S SURFACE BLIND  
HINGES, GATE HINGES,  
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HINGES, CAST DOOR  
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DAMPERS, ETC.



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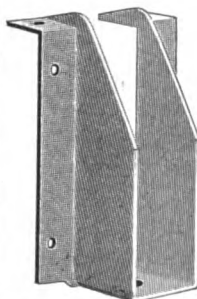
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Patented May, '96

**NATIONAL STEEL JOIST HANGER,**  
FOR WOOD HEADER AND BRICK WALLS.

**THE NATIONAL IRON & WIRE CO.,**

Structural and Builders'  
Iron Work.

Sole Makers,  
**CLEVELAND, O.**

**CHANDLER & BARBER, F. B. HAWKINS CO., PALACE HARDWARE CO.,**  
New England Agents, Boston, Mass. New York Agents, New York, N. Y. Pacific Coast Agents, San Francisco, Cal.



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100 copies duplicated in black ink from pen.  
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PRICE COMPLETE \$7.50

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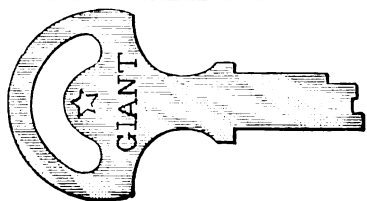


Smooth or  
Government  
Finish.

Furnished the U. S.  
Post Office De-  
partment for mail  
bags for nearly  
twenty years.

## ALL PADLOCKS

made with four  
tumblers each.



WRITE FOR  
CATALOGUE.

THE SMITH & EGGE MFG. CO.,  
BRIDGEPORT, CONN.

# Varnish will do it ?

The woodwork of a house, furniture and other articles that have lost their lustre can readily be brightened up with a little varnish. We make all kinds for all purposes. Put up in small packages for the household trade. Ask for descriptive price list.

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## THIS CAN ▲ ▲ ▲

HAS A

### Clock Spring Steel Bottom

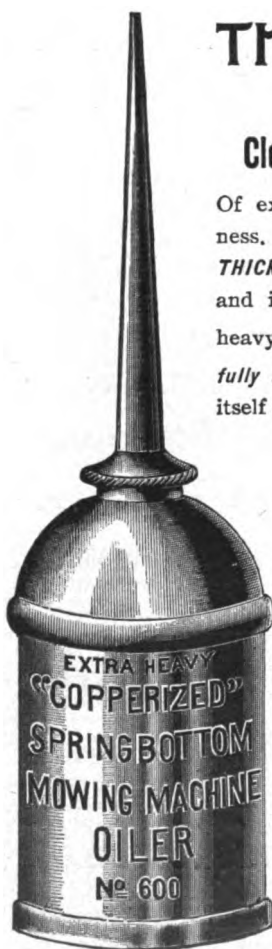
Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, Beautifully Finished. It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR  
SPRING DELIVERY.

The Wilmot & Hobbs  
Mfg. Co., ▲ ▲ ▲

BRIDGEPORT,  
CONN. . .



## Thousands Dead and Dying.

Thousands of once prominent brands of goods are dead or being killed by the great army of imitators.

Anyone simulating your label or package is robbing you, and can be stopped.

Don't be among those whose business is being ruined by Trade Mark Pirates.

The only organization that can help you, is

THE INTERNATIONAL  
TRADE MARK  
PROTECTIVE COMPANY.

320 Broadway, New York, N. Y.

# HARDWARE

The Ervin Machine and Stamping Co., who are the successors to the Forest City Stamping Co., have moved into a new brick building on Michigan Street, Cleveland. The new shop is being fitted for the manufacture of Hardware specialties and sheet metal presses. J. M. Ervin is manager of the new firm.

The Kirk-Latty Mfg. Co., Cleveland, O., are about to let contract for the erection of another story to a portion of their present factory. This will give them an addition to their floor space of 275 x 50 feet. At the same time they contemplate extensive improvements of their office facilities, greatly enlarging its present area. Their volume of business increasing monthly makes these changes necessary.

By a recent decision made by the highest tribunal in Great Britain it has been adjudged that a trades union, whether registered or unregistered, is a corporation that can be sued, and its funds made responsible for wrongs inflicted by it or its agents. If sustained and acted on this means much to the labor unions of that country, where industrial organization is complete and thorough. It will certainly promote caution and perhaps prevent some of the wild and reckless labor reprisals. It is also made evident that an organization that can be sued has the right to sue, litigation being accessible to both parties. The decision is, however, important and momentous, and is likely to find many supporters in other countries than Great Britain.

The shipments of wire and wire nails made from Eastern ports during the month of July aggregated nearly 5,000 tons, an increase of 40 per cent over the shipments during June. South America continues to be the principal purchaser of wire, twenty-two consignments going to South American ports, amounting to about 2,000 tons. Australia also figured as a large purchaser of wire, nearly 1,000 tons going to her ports. The shipments to Great Britain amounted to nearly 700 tons.

The J. Stevens Arms and Tool Co., of Chicopee Falls, Mass., are offering to distribute the sum of \$500 to the sixty young persons sending them before October 1 the sixty best targets made with Stevens rifles. The prizes range from \$50 to \$5. Send them 10 cents in stamps and state the calibre of your rifle and they will mail twelve official targets and conditions of the contest.

The Harrington & Richardson Arms Co., Worcester, Mass., are building a large addition to its plant on Park Avenue. The principal purpose of the new building is to give additional storage capacity, which is demanded because the company have added shot guns to its product, which had previously been confined to revolvers.

We learn from Secretary-Treasurer Fernley that elaborate preparations are being made for the approaching Convention in Cleveland, October 9th, 10th and 11th, of the National Hardware Association of the United States. It is on the programme that immediately after the adjournment of the Convention it will be prepared to visit the Pan American Exposition in Buffalo. Arrangements in the meantime will be made for the large number of delegates in that city, in one or two hotels near the Exposition grounds. These hotels have not as yet been selected, but the matter is under consideration, and they will be found deserving of the patronage it is intended to bestow upon them.

The publishers of the *Nassau Guardian* have issued an "Almanac for 1901 with a Guide to the Bahamas," making a neat little pamphlet of over 100 pages. It contains the customs tariffs of the islands, together with a historical sketch of the colony and descriptions of its climate, products, etc. It also has a classified directory of the principal business houses of the island. Copies can be obtained from the office of the *Nassau Guardian*, Nassau, New Providence.

The H. B. Ives Co., of New Haven, Conn., have purchased the letters patent, business and good will of the Champion Safety Lock and Novelty Co., of Cleveland, O., so far as they pertain and relate to the Royal Sash Locks, formerly one of their specialties.

Pig-iron production in the first half of the current year amounted to 7,674,613 gross tons of 2,240 pounds. This total is the result of the completed statistics given out by the American Iron and Steel Association. There was an increase of only 32,044 tons over the production for the first half of last year, but a gain of 1,527,940 tons over the output for the second half.

F. E. Myers & Bro., the progressive manufacturers of Pumps, Hay Tools, Store Ladders, and other important specialties, gave their numerous employees a picnic on the 10th inst. It was the initial proceeding of the kind in which they had been interested, but proved so great a success, and provided so much solid enjoyment to those who were present, it is contemplated to establish it as an annual feature hereafter. The picnic took place at Chippewa Lake, and the employees, with their sweethearts and wives, required seventeen cars to transport them to the festive scene. While the company's working force numbers but about 400, it is calculated that nearly 1,000 people participated in the hospitality of the occasion.

The Janesville Hay Tool Co., which has been located for a long time at Janesville, Wis., are compelled by the great increase in their business to seek a more central location, and have removed their principal office to Chicago, where it will be located at 122 Lake Street. The removal has been in order to secure improved shipping facilities, and as many of the principal owners of the company live in Chicago, it was calculated that it would tend to the concentration of their business interests in making the change. This well-known company are pioneers in the manufacture of appliances used in hay handling and carrying, their business in this line having been a most successful one from the start. No year in their history has reached the proportion of the one just passed, which was so greatly in advance as to make this change a very desirable one.

W. H. Crosier will open a Hardware store at Hall's Corners, N. Y., some time during September, and will be pleased to receive from manufacturers and others any circulars or catalogues that would assist him in the selection of his stock.

The American Bicycle Co., of Toledo, O., quite recently shipped three high power steam automobiles to Cape Town, South Africa. It is a matter for pride to know they were ordered by the British government for use of army officers stationed in the colonies. It is not supposable that they would have been selected had they not been judged comparable with the machines of France and Germany.



# HARDWARE

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NO. 10

**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade.

**HARDWARE** is published on the 10th and 25th of each month. The subscription is \$1.00 a year, payable in advance.

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HARDWARE PUBLISHING CO.,

275 Broadway, New York.

L. E. MITCHELL,	President.
A. P. MITCHELL,	Secretary and Treasurer.
HENRY HOPKINS,	Editor.
A. E. BOLLES,	Advertising Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

The demand for goods is very active, the previous indications for an unusually good Fall trade holding up admirably. This, coupled with a feeling that goods may be in scant supply, has made early orders from the retailers a certainty. The limited supply of regular goods so far has been confined to heavy Hardware, where the material needed is nearer the iron and steel raw products, and over the making of which the force of the strike is more severely felt; such goods as sheet iron and steel, light hoops and bands, tin plates, etc., are in extremely scant supply even at the present time, and all within reach are held at advanced quotations. Goods in the production of which such supplies are needed, will feel the effect of the stringent conditions engendered by the strike, and be difficult to obtain for some time to come, unless some change comes over the spirit of the strikers' "pipe" dream, which it is the general impression will not be long delayed. The strike is being felt in many channels of traffic, but still the trade of the month in a general way has been fully as heavy as the preceeding month, which was an unusually good one.

With the entire trade hustling the manufacturers for all they are worth, and the manufacturers hustling the mills for deliveries on orders, in some cases given months ago, the "trials of the trade" would form the basis of a big book. It will not be long before ordinary staples, like Wire Nails and other wire specialties will give cause for speculation as to "when they may be expected to arrive" and then trouble enough will confront the anxious buyer.

Prices on staple products in the line of Hardware, have

not been advanced to any greater extent than a more rigid set of quotations, and closer conditions of sale. Of course, unless the first of September brings with it some manifestations of an early settlement in the field of labor, it is going to embarrass the manufacturers in doing the just thing to all concerned by either naming higher prices for a limited output, or declining to name specified dates of delivery.

The dealers in the section of the country where crops were most largely damaged, are reported as buying with no fear of the crop conditions having any tendency to stifle trade. They realize the farming community are in good financial condition, and even if they should meet with a single reverse, it is not going to cripple their purchasing seriously.

Collections are considered fair for the season. Our Philadelphia correspondent calls attention to the constant temptation to expansion of credit by dealers when surrounded by good times, so that later, when their consuming customers are deprived of employment, and a hardening of easy conditions naturally ensues, it creates a financial stringency difficult to provide for bringing trouble enough in its wake.

## Our Commerce With Germany.

Recent discussions regarding the commerce between the United States and Germany lend especial interest to some figures just presented by the Treasury Bureau of Statistics, which show the growth of commerce between the two countries in the last thirty years, and in detail during the last ten years. These figures show that imports into the United States from Germany have increased from \$27,000,000 in 1870 to \$100,000,000 in 1901, and that exports from the United States to that country have increased from \$42,000,000 in 1870 to \$191,000,000 in 1901—an increase of nearly 300 per cent. in imports from Germany and of nearly 400 per cent. in exports to Germany.

On the export side, the greatest growth has been during the last five years, in which time our exports to Germany have doubled, being in 1896, \$97,897,197, and in 1901, \$191,072,252. This growth is distributed among a large number of articles. Comparing our exports to Germany in 1895 with those of 1901, corn has increased from \$1,672,539 in 1895 to \$17,305,229 in 1901; wheat, from \$1,522,736 to \$7,871,573; lard, from \$8,018,516, to \$13,700,875; oil cake and oil cake meal, from \$2,339,885, to \$5,242,634; flour, from \$740,264 to \$2,011,259; agricultural implements, from \$556,914, to \$2,677,319; and copper, from \$1,604,390 in 1895 to \$7,785,496 in 1901. Machinery of all kinds, including steam engines, increased from \$1,595,135 in 1895 to \$8,109,095 in 1900, the figures for 1901 in this item being not yet available.

On the import side, the articles which show the greatest growth during the last decade are coal tar colors and dyes, chemicals, laces and embroideries, earthen, stone and chinaware, and sugar. Coal tar colors and dyes have increased from \$1,272,275 in 1891 to \$3,822,162 in 1900; other chemicals, from \$1,868,988 to \$3,968,116; laces and embroideries, from \$945,186 to \$2,402,372; earthen, stone and chinaware, from \$1,475,057 to \$2,787,163, and sugar, from \$7,209,150 to \$12,346,734.

An examination of the statistics issued by the German Government shows that articles from the United States formed, in 1891, 10.4 per cent. of her total imports for consumption, while in 1900 they formed 16.9 per cent. Of her exports, those to the United States in 1891 formed 10.7 per cent. of the total, and in 1900, 9.3 per cent.

The tables which follow show (1) the exports of principal articles from the United States to Germany in 1891, 1895 and 1901; and (2) our imports from, and exports to, Germany from 1870 to 1901:

## EXPORTS OF PRINCIPAL ARTICLES FROM THE UNITED STATES TO GERMANY IN THE FISCAL YEARS 1891, 1895 AND 1901.

ARTICLES.	1891.	1895.	1901.
Cotton, and manufacturers of...	\$50,401,821	\$43,078,399	\$76,856,133
Corn .....	2,042,407	1,672,539	17,305,229
Lard .....	7,048,006	8,018,516	13,700,875
Mineral oil, refined.....	9,422,356	4,712,990	8,833,931
Wheat .....	295,953	1,522,736	7,871,573
Copper .....	399,676	1,604,390	7,785,496
Oil cake and meal.....	1,182,041	2,339,885	5,242,624
Tobacco, unmanufactured.....	3,757,770	3,910,388	3,913,656
Agricultural implements.....	233,781	556,914	2,677,319
Oleomargarine .....	1,253,556	1,962,673	2,647,375
Bacon, hams and pork.....	578,408	1,342,380	2,260,510
Flour .....	41,039	740,264	2,011,259
Fertilizers .....	360,784	2,165,121	1,941,064
Lumber .....	262,088	341,125	1,745,993
Cotton seed oil.....	168,075	931,560	1,407,808
Timber .....	560,422	777,925	1,229,787
Seeds .....	852,393	672,905	1,288,109
Turpentine .....	583,861	463,263	1,226,880
Leather and manufactures.....	394,075	262,122	959,913
Sewing machines.....	609,750	472,203	863,469
Paraffin and wax.....	209,921	254,061	732,245
Furs and fur skins.....	629,820	580,401	593,681
Tallow .....	594,536	121,390	516,498
Beef, salted.....	665,610	550,326	395,402
Hides and skins.....	200,913	308,630	393,133
Scientific instruments.....	166,354	135,333	368,360
Beef, canned.....	593,034	518,260	247,804
Books, maps, etc.....	97,966	121,457	181,260

Fiscal year.	Imports into U. S. from Germany.	Exports from U. S. to Germany.
1870 .....	\$27,015,821	\$42,288,877
1875 .....	40,247,712	40,466,025
1880 .....	52,211,237	57,062,263
1885 .....	63,241,753	62,222,791
1890 .....	98,837,683	85,563,312
1891 .....	97,316,383	92,795,456
1892 .....	82,907,553	105,521,558
1893 .....	96,210,203	83,578,988
1894 .....	69,387,905	92,357,163
1895 .....	81,014,065	92,053,753
1896 .....	94,240,833	97,897,197
1897 .....	111,210,614	125,246,088
1898 .....	69,697,378	155,029,972
1899 .....	84,225,777	155,772,179
1900 .....	97,374,700	187,347,889
1901 .....	100,293,666	191,072,252

## Death of W. K. Ross.

William Kenneth Ross, well known to the Hardware men of the United States, died in Montreal Thursday morning, August 8th, of an affection of the heart from which he had been ailing for the past year and a half. He had been under the necessity of remaining most of the time in Montreal with his brother, Dr. George T. Ross, still conducting his business, and yet calmly awaiting death. He was buried from the home of his brother on August 10th.

W. K. Ross was born in Ayrshire, Scotland, and was a son of the late Kenneth Ross, a railroad contractor. He came out with his parents to this country, settling in Hamilton, Canada, where, as his first business venture he became connected with the retail Hardware trade in that city. Finally relinquishing it, he became the representative of the firm of Hardware manufacturers' agents, Lane, Gale & Co., Troy, New York, with whom he was associated for a number of years. He subsequently formed a partnership with Fuller Bros., New York, doing business as The Ross & Fuller Association, New York and Chicago, and continued as the senior of that firm for nearly twenty-five years. He was a most active business man, and one held in the highest esteem by all with whom he had business relations. Being possessed of a magnificent physique and a strong personality, he was noted for the noblest characteristics possible to an energetic salesman, representing, as he did, so many first-class manufacturers during the number of years that he was actively employed. Among the names of those represented by him may be mentioned Henry Disston & Sons, Stanley Works, being the sole representative of these two important concerns in Canada; American Axe and Tool Co., Standard Tool Co., The Malin Co., J. M. King & Co., Hay-Budden Mfg. Co., Eagle Square Mfg. Co., New York Wire Cloth Co.,

Holroyd & Co., William Wilcox Mfg. Co., Owosso Mfg. Co., Lawrence Cordage Works, as well as a number of others. He traveled from the Atlantic to the far Western States, representing the largest houses and most important manufacturers on both heavy and shelf Hardware, and as it was his proudest boast that every customer he had was a personal friend, they will sadly miss his genial presence. Some twelve years ago his business had so greatly extended that he found it necessary to establish a branch in Chicago, where he could be nearer to the large consuming centers. He opened an



W. K. ROSS.

office in the Pullman Building, which became his headquarters, the New York business being left under the control of his partners, the Messrs. Fuller.

He had long recognized his malady as an incurable one, having consulted the best medical talent obtainable, not only in New York, but also in Chicago and Montreal. No man who ever enjoyed his friendship and knew how companionable, great-hearted and gentlemanly in every sense he was will ever forget the magnetic individuality and sterling integrity which were his most prominent characteristics.

## The Consolidation of the Shovel Manufacturers.

An incorporation has been made of a number of prominent shovel manufacturers under the title The Ames Tool and Shovel Co., which will have a capital stock of five millions of dollars. This combination has been in contemplation for a long time, but from some cause or other, the details have only recently been perfected. The Companies forming the combination will consist of The Oliver Ames & Sons Corporation, North Easton, Mass.; T. Rowland's Sons Co., Philadelphia, Pa.; the H. H. Myers Co., Beaver Falls, Pa.; Wright Shovel Co., Anderson, Ind., and the St. Louis Shovel Co., St. Louis, Mo., the most important concern in the list being the one first mentioned, which employs more than a thousand men, while the other concerns number their workmen by the hundreds. There is no expectation that the new Company will control the shovel output of the country. It is intended that it shall embrace a number of the largest producers and, to a great extent, lessen competition among themselves, and by their associating in this manner they will be in a position to purchase other plants as may be deemed desirable. It is on record, however, that during the last two years a number of independent plants have been established and others are in course of construction, so that, from the conditions already ascertained, it is not feared that overproduction will result, the demand keeping constant pace

with the supply. The plant at Beaver Falls, it is a well-known fact, has been kept running night and day for some time past, and employing between three hundred and four hundred men.

The organization of the Company, if not already perfected, will be in a few days, and the constituent plants, it is presumed, will all be represented in the directory. The Ames Shovel Works, whose absorption by the syndicate is reported, has had a remarkable history. Its success has been commented upon throughout the world. Its plant is to-day the largest of its kind in existence.

The company was founded by Hon. Oliver Ames, who was born in West Bridgewater, April 17, 1779. Soon after his marriage in 1803, Mr. Ames began to make shovels and hoes in North Easton, and for a while took his product to Boston for sale. He did not meet with success at the outset and gave away a number of shovels to Dorchester farmers along the wagon route he traveled to market, saying that some day the tradesmen who turned him down would regard it a privilege to purchase American-made shovels. At that time they used shovels made in England.

Mr. Ames was not discouraged by the seeming lack of interest of the shopkeepers in his shovels, and not long afterward found himself overrun with orders, some of which came from the very ones who at first would not purchase of him.

Upon the death of Mr. Ames the business was managed by Oakes Angier Ames, and on his death a few years ago Hobart Ames became president of the company and now holds that position.

## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law, No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

### Promissory Notes, Agreement as to Whole Debt Becoming Due on Default of One Installment.

**QUESTION:** A man has owed me several hundred dollars for some time, but has been unable to pay. Recently he became a member of a very prosperous firm. He has agreed to give me ten promissory notes indorsed by his firm in settlement of our account. If one of these notes falls due and is not paid, can I sue at once and collect the full amount of indebtedness?

**REPLY:** You cannot sue upon the notes which are not due, unless you had an agreement with the maker that on default in the payment of any one installment the whole of the sum remaining unpaid should at once become due. When a number of promissory notes are given, falling due at different periods, it is always well to take an agreement from the maker that if default in the payment of one note is made all the other notes shall become immediately due and owing. In this way, after a default has occurred, you are not obliged to wait until the other notes fall due, but you may sue at once.

### Insurance Policy, Beneficiary and Collection of.

**QUESTION:** Some time ago I took out an insurance policy upon my life and made the policy payable to my personal representatives or assigns. Kindly inform me how this policy would have to be collected if at my death I had not assigned my policy; and also where the beneficiary of an insurance policy is the personal representative of the deceased, can creditors of the deceased reach the insurance policy? If the creditors can reach a policy of this kind, I should like to know how I can prevent them from reaching it, as I intended this insurance for the support of my wife and children.

**REPLY:** Where an insurance policy is made payable to the insured or his representatives or assignees, at his death only the executor or administrator of the deceased can collect the policy if the policy was not assigned. Proofs of death must, of course, be prepared and submitted to the insurance company within a certain period, together with proof of the appointment of an administrator, or, if the deceased left a

will, proof that the executor therein named has duly qualified as such. A policy made payable to the personal representatives of a deceased belongs to and is the property of the estate. The creditors can therefore reach the proceeds of any policy made payable in this way. If it is your wish that only your wife and children should receive the benefit of this policy, you may assign the policy to your wife with the knowledge and consent of the Company. If this is done, at your death the policy would become the property of your wife, and creditors of yours could not reach it.

### Inheritance Tax—Direct and Indirect.

**QUESTION:** I own considerable real and personal property and at my death I desire it to go intact to my only son. I have no other relatives and my son would take all my property at my death even if I made no will leaving it to him. I should like to be informed whether any of this property will be subject to any tax, and if so what is the amount of the tax? I should like to know whether there is any way to avoid it?

**REPLY:** Under the inheritance tax law of New York State a tax of one per cent. is levied upon the transfer of the personal property of a decedent if his entire personal estate shall amount to \$10,000 or over. This is called the "direct" transfer tax because it is the tax which applies to the direct descendants of a deceased, or roughly speaking, to persons not more remotely related to the deceased than nephews and nieces. This tax is levied only on the personal property of the deceased and if the decedent's real property is willed to or goes by descent to persons nearly related to the deceased, it is not the subject of taxation under this law. The indirect tax, however, applies to both real and personal property, and is a tax of five per cent. upon every estate of the value of \$500 or over. Formerly this indirect tax could be avoided by making legacies of \$499 or any less sum than \$500, but this can no longer be done. Many people owning much property which would be subject to a very heavy tax, prefer to deed their property directly to the person to whom they wish to give it. If they do this so that it does not appear that the deed was executed in contemplation of death, the tax will be avoided. It must be remembered, however, that if this step is taken the donor loses entire control of his property from the day he delivers the deed, a deed being unlike a will, which may be changed and altered at the pleasure of the testator.

### Dissolution of Corporation—Appearance in Proceeding by Creditor.

**QUESTION:** I am a creditor of a corporation which has recently filed a petition for its voluntary dissolution. The corporation owes me about \$500, and the directors are an unreliable set of men who have contracted debts on the part of the corporation and now are trying to evade them by voluntarily dissolving the corporation. Kindly inform me what I should do.

**REPLY:** If you have been served with any papers in this proceeding, your first step should be to consult a lawyer and have him file a notice of appearance with the clerk of the Court in which the proceeding is pending. If this is done, the directors who are dissolving the corporation will be obliged to give you or your attorney notice of any and all proceedings which they may take. It is possible that you might be able to prevent the dissolution of the corporation if fraud on the part of the directors could be shown and it could be proved that the corporation was in reality solvent.

•

"I can't sleep nights since I read about that Rockefeller-Carnegie-Morgan combine of capital."

"Why not?"

"Every time I shut my eyes I see miles and miles of ciphers chasing a dollar mark across desolate wastes."—*Cleveland Plain Dealer*.

Politician—Tell me the best way to get out of politics.

Friend—Turn Prohibitionist.

"Oh, that's too sudden; I want to get out gradually."—*Ex.*



### Sargent & Co.'s New Catalogue.

Sargent & Co., New Haven, Conn., and New York, have just issued from the press and are now distributing to the trade their new catalogue, under date of 1901. It is certainly a fine specimen of catalogue construction, a class of book making for commercial purposes worthy of the conscientious catalogue department from which it emanates. No better idea of the difference between "compiling" and "constructing" a catalogue can be shown than in the compactly arranged pages filled with necessary information which are in evidence in the division covering the Locks, Knobs and Trimmings, this department alone filling 140 pages of this portly volume. It is a catalogue to be waited for and welcomed by the trade, among whom it is distributed, and one which will be fully appreciated for its completeness, its skilfully arranged pages and its typographical and artistically illustrated contents.

The catalogue forms a well-proportioned book of 1,050 pages including indexes. It is paged nominally as containing 1,269 pages, but through a re-arrangement of its contents, the folios from 281 to 500 are omitted, the book being complete in every essential particular without them. A view of the extensive plant of Sargent & Co., at New Haven, Conn., forms a frontispiece to the volume. Following this comes the Alphabetical Index, in which the articles are cross-indexed in a manner which makes a single reference sufficient to find any of its contents. This index covering 15 pages is followed by a numerical index of 17 pages to the General Hardware, referring to every page where a given number of an article may be found, and comprising in its scope all the goods manufactured by Sargent & Co., in New Haven, except Locks and Lock Trimmings.

The illustrations showing hand of locks are unique, the manner of doing so being original. The Lock is shown as it is in reality so any one may recognize it, and the door to which it is applied is embodied in the illustration of Lock to show how to use it, the door being shown half open.

There are few things that indicate more thoroughly the changed conditions surrounding the selling of Builders' Hardware than to look over the 140 pages devoted to a description and illustration of Locks that are now sold in sets with the furniture all complete to deliver, this, on special designs, applying not alone to Front and Vestibule Doors, but inside and sliding door Locks, with drop handles and flush lifts to match, and on some of the more important designs shows oval or round knobs, Front door Locks with and without cylinder work, and all such miscellaneous trim as Push Buttons, Extension Bolts, Door Pulls, Letter Box Plates, Drop Handles and Drawer Pulls, Flush Sash Lifts, Sash Pull Plates, Shutter Bars and Corner and Centre Hinge Plates, illustrating all in the same design throughout, in the most artistic manner, enabling the conceptions of the architects to find a proper development in harmony with the general design of the building under construction.

In this division of 140 pages the more important patterns take two pages to give adequate description, in which nine to seventeen miniature illustrations in artistic perfection are used to show the various articles at a glance made in any single design. List prices are given covering the numerous finishes described in the catalogue; and in such places where miniature cuts are used, care is taken to give full measurements for each article.

Even the ordinary styles of Rim and Mortise Locks can now be purchased, put up in sets complete with appropriate trim, reaching the retail dealer three sets in a box, so they may be handed to a consumer with no detail unaccounted for. Special information regarding Locks is given on each page where cut is shown, in a condensed form readily understood.

There is no catalogue placed before the trade in which such great precautions are taken to have it preserve its integrity during a commercial life time. In binding alone a comparison may safely be made with other catalogues with great advantage to this. The cover is of green cloth, stamped with

a design in gold of pleasing appearance both on side and back; the leather back is in three panels forming a heavy leather beveled spring back with stiff sides, the back of the book proper inside the covers being protected by a stiff guard which enables the volume to be opened out flat without the fear of a break of a single stitch. A fine super paper is used throughout in order to bring out the delicate lines of the handsome illustrations. For the part most used for reference purposes, the Indexes, and Finish and Design Pages, a three times heavier paper is used in order that the wear and tear will be imperceptible, and the types used throughout the volume show a care in selection and use, indicating the benefit of a long experience in this class of work. The catalogue, it is understood, is being included with current shipments made to customers.

### Norwalk Lock Works Closed.

As the result of action taken at a special meeting of the stockholders of the Norwalk Lock Works, the entire plant was closed recently, and will probably remain closed until a complete reorganization is made. The Lock shop has been for many years one of the largest plants in Norwalk, Conn., the company having employed between two and three hundred hands, with facilities for employing double that many. The company was organized in 1856. Its life before and during the war was but ordinary, but with the boom at the close of the Rebellion the company went to the front. In the years 1866 and 1867 the capital stock of the company was twice doubled, and the plant has paid as high as 45 per cent. dividends. Subsequently the plant was enlarged in many respects, and made more complete in every department, until it really assumed a leading position among the lock plants of the United States, its specialty having been the best grade of locks, for the manufacture of which the name of the company was well recognized. Of late years it has failed to keep up with the modern character of the lock industry of the present time, the grade of goods more largely represented by its production being a class that was subject to the greatest competition, and the works were constantly run at a disadvantage, and unable to show any profit, the bulk of the goods for the trade in which they competed not being of the highest class. The present temporary and voluntary suspension is regarded by those who are immediately concerned as not likely to extend to any great length of time. No doubt some method will be discovered by which under a reorganization of the present affairs a more profitable future is before this old established concern.

### A Good Idea.

The postoffice department announces that to facilitate the correct issue of postal money orders, and to further improve its money order service, it has introduced, for distribution by business firms to their patrons, and for the convenience of those who have occasion to remit to such firms, special forms of applications for money orders, in which the name and address of the payee are conspicuously printed in red ink. The department will furnish such forms free of cost, and will cause them to be sent to any applicant, in such reasonable quantity as may be desired, upon request made therefor through the postmaster at any money order office. It has already become the practice of many large advertisers, insurance companies, publishers, seedsmen, etc., to inclose one of these application forms with each bill, catalogue, invoice, prospectus, etc., issued by them; and the results are said to show that the method commends itself to a large class of persons who make purchases by means of mail orders, and who have been in the habit of paying therefor in postage stamps or in coin or notes sent in the open mail. These application blanks will be printed with the directions printed in any foreign language. The department is sending out a circular showing how the blank looks when so printed—also in red.—*Printers Ink.*

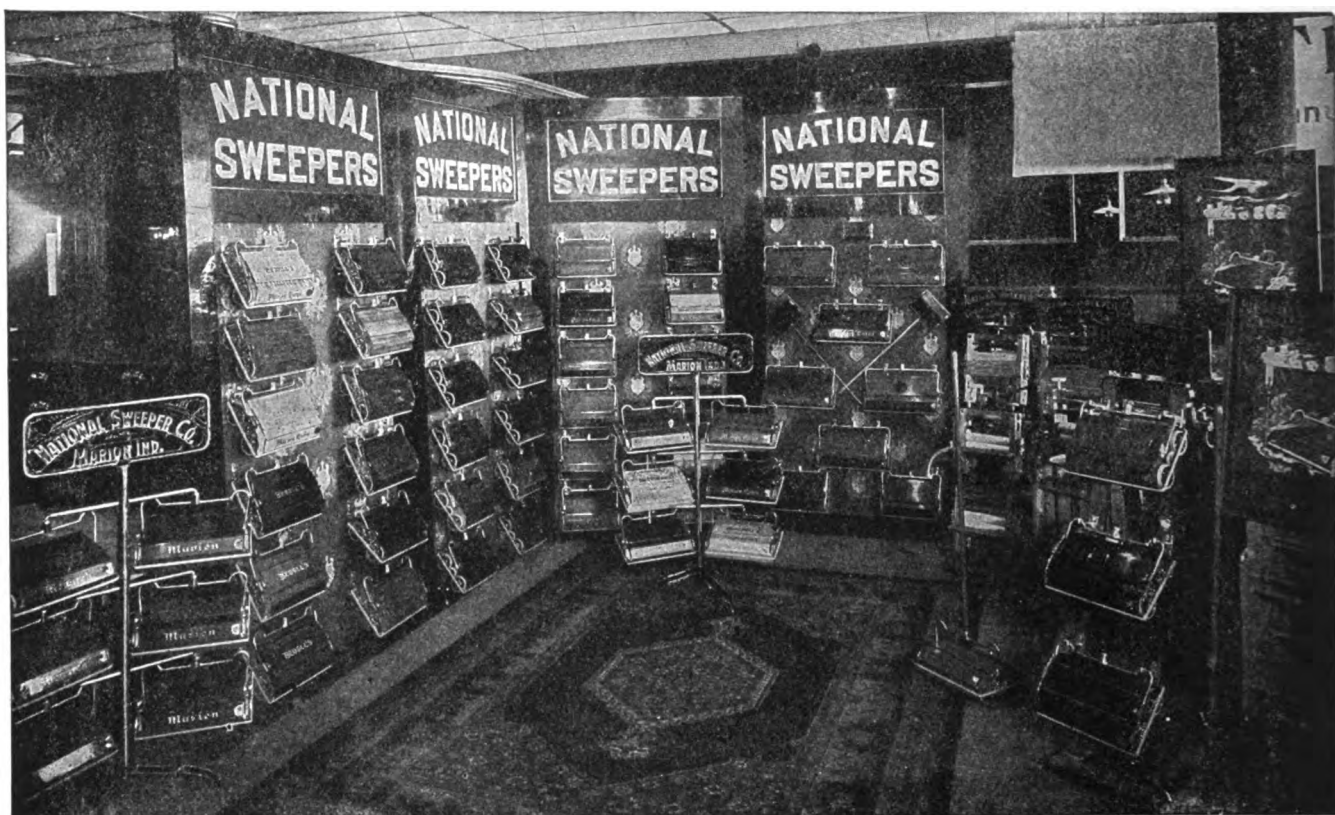
### National Sweeper Co.'s Specialties.

The line that attracted universal attention at the recent furniture exhibition, held at Grand Rapids, Michigan, was that of Carpet Sweepers and Clothes Wringers manufactured by the National Sweeper Co., Marion, Indiana. This Company is certainly to be commended for the attractive manner in which it displayed its goods. The display was tastefully and conveniently arranged, so that a thorough inspection of each Sweeper could be readily and easily made, and the "National Sweeper" booth was headquarters for those buyers at all interested in Carpet Sweepers or Clothes Wringers.

This firm has had its goods on the market for the short period of eight months, and to those who are not acquainted with the facts, it is surprising the rapid strides they are mak-

On the right of the accompanying cut is shown one of the new posters just issued by this Company; it is a handsome piece of work, being printed in fourteen different colors, and as it is absolutely free to all dealers we would suggest that those handling Carpet Sweepers write for one whether they are handling the National's goods or not.

The line of Wringers made by this Company should not be overlooked by those who deal in this class of goods; they have a full line and are making prices that are very attractive. It would be well for those dealers who have not seen the "National" line of Carpet Sweepers or Clothes Wringers to write for this Company's booklets; they issue one for their Sweeper department and one for their Wringer department, and they are very complete and will enable you to gain a very fair idea of the goods.



ing. In the history of the manufacture of Carpet Sweepers no such display of finishes was ever shown, there being thirty-six different and distinct finishes displayed. The line consists of all sizes, from the smallest Toy Sweepers to the largest size for public hall and hotel use. They have just perfected and placed on the market a new model, which is known as the "Marion Queen;" this is made of the finest of veneers—mahogany, bird's-eye maple, curly birch, burlled ash, etc., and is finished as highly as the finest piece of furniture made. This Sweeper will be fitted with their new "Roller Bearings," which are described in another column of this issue.

The National Sweeper Company is "down to the minute" with its goods and its methods of selling. Another of its recent innovations is the method of packing each Sweeper in a separate cardboard box. Although this adds considerable to the expense of packing, they claim they are more than repaid, as it enables them to send their goods out without packing them in excelsior and the Sweepers arrive at destination in much better condition. It also makes a cleaner shipment for the dealer, who has no rubbish to clean up after opening up the case, and the Sweepers can be transferred right from the packing box to the shelves, and are not only much more convenient to handle but can be sent out to their customers without any additional wrapping. Without a doubt, dealers will appreciate this.

### D. Dorendorf.

D. Dorendorf, successor to C. H. Lilly, 44 Centre Street, New York, whose advertisement will be found in another column of this issue, is engaged in a line of business to which the attention of the Hardware trade is deservedly called. He is a manufacturer of copper weather vanes, long ladders, scaffolding for buildings and clothes poles for tenements; supplies lightning rods, erects flags and flag poles without special limit as to size.

Among the erections with which Mr. Dorendorf's name is associated may be mentioned the following: The flag pole on the Produce Exchange tower and copper cable lightning conductors connected therewith, which are probably the largest in the world; the vane on the Post Office, New York, was manufactured by him, and considered to be the largest in the United States; also the vane on the Grand Central Depot, 42d Street. He erected the large pole and weather vane that is on the Metropolitan Life Insurance Co.'s new building. Possessing facilities for the furtherance of work of this character he solicits correspondence with the Hardware trade whenever he can be of assistance.

He (watching another couple)—He is—er—somewhat older than she. Is he wealthy?

She—Very likely. I presume she didn't marry him just on account of his age!

## CONSULAR COMMERCIAL COMMENTS.

### SUGGESTIONS FOR EXPORTS OF IRONWARE AND MACHINERY.

The following suggestions for export of ironware and machinery were taken from trade papers and reports published in the interests of German exporters, and may be of value to our manufacturers:

#### STOVES IN BULGARIA.

Iron stoves, as reported by the Commercial Museum of Bulgaria, are coming in use more and more, having driven out of the market the tin-plated stoves, which used to be in great favor. Germany was the first country largely controlling that market, but has lately experienced formidable competition from Belgium and England.

#### AGRICULTURAL MACHINES IN RUSSIA, EGYPT, ALGERIA AND AUSTRALIA.

The St. Petersburg Commercial and Industrial Gazette calls attention to the "Zemstvo's" direct purchase of agricultural implements and machinery. This institution, a combination of agricultural interests, sends out representatives to buy machinery in large quantities, and it would be advisable to seek direct connection therewith.

As to Russia's import of tools, Germany furnishes the cheaper and medium grades, while the best qualities come from France and England. Pitchforks, spades, etc., are very rarely imported, although home industry is not able to supply the market to its full extent.

A British consular report from Alexandria says that, with the great progress made in cultivating farming land in Egypt, a greater demand for agricultural implements is to be expected.

Farmers are finding out the advantages of improved farm machinery, having in use already a number of thrashing machines.

The increase in the import of agricultural implements into Algeria is due to the large number of settlers emigrating to that country, and the French are making great efforts to drive America and England out of the market in this line.

Manufacturers desirous of selling their agricultural machines to Australia are recommended to follow the examples of Americans—having their machines set up and tried by a representative. English firms are beginning to adopt this method. Soils in Australia differ greatly, so that machines very useful in one region are altogether unserviceable in another.

#### IRONWARE IN ABYSSINIA.

Among the ironware used in Abyssinia, the British consul describes pans, diameter of 1 to 3 feet, about 4,000 being imported during the year, at a cost of 3 to 9 marks (71 cents to \$2.14) each. These are mostly furnished by India and Germany. Other articles imported comprise files, nails, penknives, padlocks, screws, saws—all together to the value of about 15,000 marks (\$3,570).

#### CUTLERY IN MOZAMBIQUE.

The British consul at Mozambique reports that Germany supplies the country with cutlery, England not being able to furnish as durable goods at the same prices. The natives care less for the appearance than for durability.

MAX BOUCHSEIN, Consul.

BARMEN, May 15, 1901.

#### CONGRESS OF HISTORICAL SCIENCES AT ROME.

The Department has received a note from the secretary of the Italian embassy, Mr. Carignani, dated Washington, July 24, 1901, in regard to the International Congress of Historical

Sciences to be held in Rome in the spring of 1902. The promoting committee asks that the Government of the United States send delegates to the congress and invites the participation of American scientists, artists, and men of letters. The congress will include all subjects of an historical character. The principal sections will be the following:

(1) Classical archæology; (2) numismatics; (3) history of oriental and classical antiquity; (4) history of ancient literature; (5) history of ancient law; (6) mediæval and modern, general and diplomatic history—diplomatic and archivist science; (7) history and mediæval and modern literature; (8) history of mediæval and modern art; (9) history of modern law; (10) history of economical and social science; (11) history of philosophy and of pedagogy; (12) history of religion; (13) history of geographic exploration and discovery—historical geography; (14) history of mathematical, physical, natural and mediæval science; (15) history of musical and dramatic art; (16) teaching of history.

The programme of exercises has not yet been definitely decided; suggestions for themes will be received until January, 1902. Persons desirous of taking part in the congress will send their names either to the president of the executive committee or to the general secretary, via dei Greci n. 18, Roma, with the membership fee of 12 lire (\$2.32), indicating the section in which they wish to be inscribed.

#### AMERICAN MANUFACTURES IN CAPE COLONY.

To make a list of all the articles of American manufacture sent here during the last four years would occupy many pages. They have, in the great majority of cases, been found efficient and durable. "That is another handy American trick," is a common saying. We cannot enter a home but what is seen some greatly appreciated American-made articles. Our kitchen ware and furniture adorn many a home. The natives are astounded when they see light, strong, and efficient American agricultural implements at work in the field. The American organ is a frequent sight, and scholars sit in the schools at neat and comfortable desks "made in America." American pews in the churches make poor services less tedious. The old and heavy English knives and axes are passing away and the American hatchets and scientific axes are cutting the kindling wood for the home and hewing down the forests. Where six yoke of oxen were once seen pulling an 8-inch plow, our American plows with one yoke now do the work, and the day is fast disappearing when it takes from six to eight yoke to draw a wagon; one American wagon, carrying the same load, can be drawn with two yoke, or a good team of horses. Imitation American products are ever present, but there is always something about them, some little addition or change, that discloses their origin.

The railroads are owned by the Government and were of great assistance during the war, although the destruction of lines and rolling stock has been considerable. In 1900, £942,709 were expended for engines, cars, new works and for relaying the roads with 60-pound steel rails, in all of which the United States had a share. The railways are well conducted and every year pay a goodly revenue to the Government. Over 40,000 tons of coal, mostly colonial, are consumed monthly.

Cape Town, July 5, 1901.

JAMES G. STOWE,  
Consul-General.

Clerk—"What do you wish, ma'am?"

Mrs. O'Toole—"Oi want to sae some mirrors."

Clerk—"Hand mirrors?"

Mrs. O'Toole—"No; some thot ye kin sae ye'er face in.



## PATENTS.

The following list of Patents, Trade Marks and Designs of interest to our patrons are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

## Patents Expired August 5, 1901.

## PATENTS EXPIRED AUG. 5TH, 1901.

- 302,896 ROOF-BRACKET, E. W. Daily, West Berlin, Mass.
- 302,902. SAW-SET, H. Flater, Findlay, O., assignor of one-half to G. R. Marvin, same place.
- 302,929. HANDLES FOR COVERS OF VESSELS, J. Musgrave, Norwich, Conn.
- 302,984. GATE-HINGE, A. B. Clark, Richmond, Ind.
- 303,003. SCREW-DRIVER, G. W. Hael, Minneapolis, Minn.
- 303,015. LIFTING-JACK, Gardner Hunting, Jr., E. Hampden, Me.
- 303,031. BENCH HOOK, J. McVane, Boston, Mass.
- 303,067. BOLT AND RIVET CLIPPER, J. W. Stokes, Syracuse, N. Y.
- 303,138. BOW-SAW, C. Ensminger, Albany, assignor of one-half to B. F. Eaton, Coxsackie, N. Y.
- 303,230. HAMMER FOR HOLDING AND DRIVING TACKS, ETC., J. W. Niebel, Tiffin, O.

## PATENTS ISSUED AUG. 6TH, 1901.

- 679,719. ROOFING SEAMER, W. C. Bell, Syracuse, N. Y.
- 679,920. RADIATOR, A. Stadel, Jersey City, N. J.
- 680,016. SHUT OFF NOZZLE FOR FIREMEN'S HOSE, J. M. Baker, Providence, R. I.
- 680,021. MITER BOX, A. L. Chandler, Chicago, Ill.
- 680,055 and 680,056. PLANE, E. S. Marks, Auburn, N. Y., assignor to Ohio Tool Co., of New York.
- 680,065. SCREW DRIVER OR KINDRED TOOL, B. T. Noble, Southington, Conn.

## PATENTS EXPIRED AUG. 12TH, 1901.

- 303,299. BENCH VISE, Mortimer G. Lewis, Lowville, N. Y.
- 303,319. GAS BURNER, C. Pietz, New York, N. Y.
- 303,338. BENCH-PLANE, J. F. Taber and W. F. Gibbs, Clarion, Iowa.
- 303,345. VISE ATTACHMENT, W. Vanderman, Willimantic, Conn.
- 303,380. HYDRANT, John Richardson, New York, N. Y.
- 303,414. SASH-FASTENER, J. Y. Bassell, Cincinnati, O., assignor to Attwell Mfg. Co., Covington, Ky.
- 303,435. DOOR-KNOB, Edwin Alfred Johnston, Allegheny City Pa.
- 303,467. FASTENER FOR KNOB-SPINDLES, Le Grand Terry, Horseheads, N. Y.

## PATENTS ISSUED AUG. 13TH, 1901.

- 680,216. SAD-IRON, Arthur T. Beach, Brooklyn, N. Y.
- 680,230 and 680,231. LUMBER-JACK, N. R. Deppe, Maysville, N. C.
- 680,279. WASHTUB WITH WRINGER ATTACHMENT, S. Richman, New York, N. Y., assignor to National Enameling and Stamping Co., same place.
- 680,298. LATCH, A. B. Vane, London, England.
- 680,300. SPIKE EXTRACTOR, E. E. Welsh, Lawrence, Kan.
- 680,367. FLAT IRON, T. D. Stewart, Chicago, Ill, assignor by mesne assignments to Ryder Mfg. Co., Binghamton, N. Y.

## A Good Employer.

Much has been said and written about what are the qualifications and characteristics of a good clerk, says *Hardware Trade*, and it is a subject of vital importance to the average retailer and his customers. But why not turn the tables for once, and inquire, in the interest of the clerks, what constitutes the best kind of an employer. One thing is certain, the character, habits, personal characteristics and general methods of any merchant will have much to do with the style

and conducts of his clerks, and this is especially applicable to young persons who are serving their first engagement in the store.

The employer should be consciously imperfect, liable to commit some errors, not simply blunders or common mistakes, but errors in judgment. Deliver me from the employer who is always right, and considers he can never be wrong in any way whatever. Or what is equally as disagreeable, let me have no service to do for him who, when he knows he is in the wrong, is too proud to acknowledge it. If a clerk should be honest to his employer, the latter should be honest with himself and his clerk as well. We have invariably found it true that the man who is generally right is the most willing to acknowledge his own mistakes; that the one who is conscious of some imperfections, is more charitable toward the unintentional failures of his employees, and the merchant who prides himself on his own infallibility is unjust with himself and unfair to his clerks.

I want an employer who has a good memory, who can remember not only what he has ordered done, but what he has failed to tell or instruct in. How often we have wished that people could remember their own shortcomings, so as to treat others with more leniency. The employer should have a memory going back to earlier days, when he was a clerk and subject to another's orders and criticisms. This kind of a memory has a great effect to sooth the temper when unpleasant incidents and accidents occur, and promote a very healthy amiability.

The employer should carry on his business so squarely with the public, as to have nothing to conceal from his clerks or to ask them to conceal from customers. If the clerks are to represent him with buyers, they must be posted and kept in their employer's confidence. They cannot be expected to learn without instruction, or to read the mind of experienced persons by simply being in their company. The right kind of an employer will talk business a great deal with his help, using the pronoun "we" on all possible occasions.

One thing more, the employer should take it for granted that his clerks wish to do what is right towards him and his patrons. If he cannot feel this way toward any one in his employ, he had better fill the place with some one else. A man's feelings and likes and dislikes will affect those around him. Suspicion suggests the doing of things not before thought of. Confidence reposed in others makes them desire to deserve it. There should be no antagonism between the head, the hands and the feet of the same body, and the whole force of any mercantile establishment should work together for a common laudable purpose. In the foregoing suggestions we have aimed to refer only to those qualifications of an employer which are most often overlooked:

## Inkless Printing Briefly Explained.

The Leavenworth (Kansas) *Times* gives the following brief description of inkless printing: Certain chemicals are mixed with the paper pulp and the paper when manufactured is just like ordinary paper, and as the chemicals are cheap, the paper costs little more than ordinary white paper. When touched with an electric current it yields a dense black mark, which is indelible. Ordinary presses, such as are now in use, divested of the inking mechanism, can be fitted with the electric apparatus. One wire of an electric circuit is attached to the type or stereotype plate and the other to the cylinder that presses the paper against the type. The current causes every spot in relief on the type touching the paper to print its form on the paper, just as if ink were used, but without any dampening and smearing. It is said that half-tones, electrotypes, wood cuts, and all metal designs in relief print more perfectly than by the present method. The current passing through an incandescent lamp is sufficient to do all the printing on a large press.—*Press and Printer*, Boston, Mass.

## MICHIGAN RETAIL HDWE. DEALERS' ASS'N

### WEDNESDAY MORNING SESSION.

The Sixth Annual Convention of the Michigan Retail Hardware Dealers' Association convened in Detroit at the Hotel Cadillac Wednesday and Thursday, August 14th and 15th. The first session was held at ten o'clock, President Hubbard in the chair. The meeting was promptly called to order, but the usual formality of roll call was dispensed with until the afternoon session, not a sufficiently large number of members being present to go on record.

After some informal business was attended to, such as payment of dues, receiving members, etc., an address of welcome was given the delegates by Mayor Maybury, of Detroit, who delivered a very characteristic address which was listened to attentively by those present, and was responded to by President Hubbard, who stated that he and the members of the Association appreciated very much the hearty welcome of the Mayor, and had no doubt but what they would have a very enjoyable time in accordance with the programme. In closing his remarks he extended an invitation to the Mayor to accompany the Convention to St. Clair Flats, where the Thursday afternoon session was to be held. He, at the same time, extended an invitation to the jobbers present to accompany the Convention.

A telegram was received from Vice President Henry C. Minnie, Eaton Rapids, which read as follows: "Circumstances over which I have no control prevent me from attending meeting; am very sorry; hope you will have pleasant and profitable meeting. Give my regards to the boys. This is the first meeting I have been unable to attend and would gladly be with you if it were possible."

The following Committees were then appointed:

Committee on Credentials.—Chairman, O. S. Gale, Albion; Burton Nye, New Haven, and J. G. Pattison, Detroit.

Committee on Resolutions.—Chas. F. Bock, Battle Creek; A. Harshaw, Delray and Geo. J. Phillips, Allegan.

Committee on Constitution and By-Laws.—Henry C. Weber, Detroit; F. R. Bruske, Saginaw, and C. E. Pipp, Otsego.

Question Box.—Arthur J. Scott, Marine City; E. H. McGowan, West Branch, and W. A. Wattles, Battle Creek.

After the appointment of the various committees and other informal business the meeting adjourned until two o'clock.

### WEDNESDAY AFTERNOON SESSION.

Upon the assembling of the delegates at the Wednesday afternoon session upon the calling of the roll, there were seventy-five present. The meeting went into executive session. President Hubbard then read his annual address. This address was an extremely interesting one, and was listened to with interest by those present. We give a number of extracts from it as follows:

#### PRESIDENT'S ANNUAL ADDRESS.

The future hope for the existence and usefulness of this organization depends upon our acts during this session and the impression these acts leave on the minds of our wavering brothers. We must warm up in our work now and each feel a personal responsibility in its success; become acquainted with each other quickly and throw into our brief two days' session the same zeal, industry and intelligence we practice in our daily home work. We must reach the boiling point by noon to-day and not draw the fires until the Tashmoo Captain orders us ashore to-morrow evening. Sufficient opportunities for pleasure have been arranged for by our secretary and the official board, to give us needed rest, but we have few enough working hours remaining in which to do the important work and I ask your aid in expediting the same. Business men talk to point always and I know your "make up" well enough to

know you can be relied upon to bring results out of this session which will convince the watchful eye of friend and foe that there is merit in our cause; that there is need in the retail Hardware ranks for an organization of this kind, and this one is trying to place itself in line with the greater power—the National Association.

#### FACING NEW CONDITIONS.

The members of that organization are yourselves—you are honest, earnest, unselfish. We are facing new conditions, but not difficult to successfully meet and manage if we become a unit. The manufacturers and jobbers are not unfriendly to us—on the contrary they are friendly. They realize our value and want our business, but the catalogue houses and department stores are livelier fellows than we have been, and already put themselves in shape to do business broadly and for cash. We have been following old lines while they have marked out new ones. The manufacturer and jobber want the customers who will make them the most money in the shortest time, so I suggest we consider improved methods at this meeting which will tend to make us more valuable to our manufacturing and jobbing friends, and naturally bring them over to our side, rather than adopt an aggressive course now or ever, unless compelled. We are the legitimate distributors of factory products. We do our business legitimately and on close margins, do as little baiting of the game into commercial traps as possible and the people know it. All of them are not patronizing these great city department stores—some who did that have been cured. While we feel the stings of their competition, don't you believe those houses are not feeling our awakening and the better we unite at this home gathering and put our cash and sympathy into the National, the nearer we will get to the jobber and manufacturer and the better we will be hated by the piratical catalogue house and department and racket stores.

The retail Hardware merchant who believes he can paddle his own canoe, just as he has always been doing or as his father did, will wake up to find the bottom ripped out his boat by contact with a new variety of rock growing in the bed of the old stream. The retail merchant can convince himself that his environments are freshly picked and of a new variety, by strolling through his stock in search of items not under control of trusts or combinations. I only refer to this because I am naturally mirthful and enjoy funny things presented in humorous ways, and the way our hands and feet are tied and then cross tied, and we are told to laugh and enjoy the situation, fills a man full of laughter who is hustling for bread and butter for his babies.

#### AN ORGANIZER NEEDED.

Elect for the organization the strongest organizer to be found—capitalize him and his plant so he can employ assistants for detail work and he be free to go from State meeting to State meeting, you advising with him about dates of the same and do not have them conflict. Have him enthuse you by telling you what he has accomplished. Then, and not until then, can we answer our wavering brothers' inquiry "What has been accomplished by organization?" Had all this been said ten years ago it would have fallen on deaf ears. New stings by new competition has brought about this condition.

#### LOOK OUT FOR THE CARS.

What I have said to you would make an outsider say, "That man has lost his business—no man would take such a position in the midst of prosperity." The exact opposite is the true condition, not only with me but with you. More money has been made in our places of business during the last two years than any two years in the past fifteen or twenty—but we had the stock or contracts. Crops have been good, manufacturing and building increasing and all have been booming satisfactorily, and I only ask you to pause as you do at the railroad crossing and read the danger sign and look both ways for trains. We have had a jolly ride to the crossing, now don't let ourselves be killed by carelessness.

#### JOBBER'S ARE RETAILERS' FRIENDS.

I will conclude by reference to our relations to the Jobbers' Association. Your committee has met theirs, the Jobbers'

have studied trade conditions better than we have, and they are closer to the manufacturer than we can hope to get. They realize our business is more or less demoralized, and they know why it is so, for they are frequently in contact with the same competition and know the difficulties of the situation, but they are willing to be our allies in fighting the common enemy. And I hope, in your deliberations, you will consider we have no better friends nor those who will be found more loyal than they. They were unexpectedly frank and freely and satisfactorily answered all inquiries we were intelligent enough to ask and seemed entirely willing to do so.

We are now fairly open for business, and I want a free exchange of ideas and want every member to take an interest in this session and help reap profits by making business more pleasant and profitable.

Treasurer H. C. Weber then made his annual report, and was followed by Secretary Cozzens who presented his report, which was an exhaustive one, and from which we make a number of extracts of general interest.

#### REPORT OF SECRETARY COZZINS.

For the second time in my business experience the duty of reporting the condition of our association and its progress since its last annual meeting devolves upon me. The record of the past year's development and progress cannot be measured as accurately as has heretofore been the case, because of the fact that your executive committee, after a careful investigation of the subject, decided to try a new plan of soliciting membership this year in preference to the one adopted the year before, which, while successful, had been very difficult to operate owing to the impossibility of getting the right sort of timber for soliciting. Last year, as you will remember, we put an organizer on the road about three months before our convention, and, although there was no money in the undertaking, he put on about 140 new members during his career of employment. An effort was made to follow this plan this year, but it was found impossible to secure a competent man who would give his time to the undertaking on the somewhat uncertain terms we were prepared to offer him, therefore the committee decided to make a vigorous effort to secure new members by correspondence should be made, and, in addition, to offer as a special inducement an opportunity to place some fire insurance with the Minnesota Retail Hardware Dealers' Fire Insurance Co., which, for the past three years, has been rapidly growing and doing excellent work among the Hardware dealers of Minnesota and other States. Under the laws of Minnesota that organization is not permitted to sell business outside of their own State, but they are allowed, however, to take any business brought them by another association.

\* \* \*

#### WHAT ASSOCIATION WORK HAS ACCOMPLISHED.

Occasionally you will meet a dealer who, when approached for membership in the State Association of Hardware Dealers, will ask, "What has been accomplished?" and the question is all right in its way, although we should think that the well-read merchant would have no trouble in ascertaining these facts for himself. The mere fact that a national organization of retail hardware dealers exists is of itself a potent influence in controlling many trade evils. One of the most important accomplishments that a dealer is able to put his hand on is the withdrawal of the Kelly axes from the lists of catalogue houses. After our last meeting the Kelly Bros. met with our executive committee and started in to argue that it was impossible to do this thing. Before they got through, however, they were convinced that unless they did do it, they were going to lose a large amount of trade which they were then enjoying in Michigan, and, while they made no promises that night, they certainly received suggestions which unquestionably caused a deal of hard thinking on their part. They went from Michigan to Indiana and met with exactly the same reception there, and the result was that shortly after the formation of the National Association, the Kelly people decided to withdraw their goods entirely from the catalogue houses, and it gives me pleasure to report that, in the last catalogue of a prominent Chicago house where previously these goods have been conspicuously in evidence there are no longer any Kelly axes listed.

\* \* \*

#### A HERCULEAN TASK.

In conclusion, I hope and believe that the work of the Michigan Association is going to grow from year to year in a steady and satisfactory manner. I believe that the results which grow out of these meetings are invaluable, both from

a social and a business standpoint as well. I hope and trust that interest in the National Association work will not wane, for I believe that out of it will flow the most important permanent results that are possible to be obtained from associated effort. It must be remembered that in endeavoring to remedy some of the glaring trade evils now existing, the retail Hardware dealers have undertaken a herculean task. These abuses have grown up gradually through a series of years and cannot be obliterated in a day. Here in Michigan the jobbers respect and heed the wishes of the Michigan Association, and we do not need national influence to help us, but when it comes to matters affecting Chicago, Indianapolis, Cleveland, Buffalo or St. Louis jobbers, Michigan has little influence by herself. Coupled with other States in the National, she will soon be able to make our influence felt as vigorously in those States as she has been able to do in Michigan alone. Interdependent upon each other, therefore, the Michigan and other State associations should work hand in hand for the furtherance of better trade conditions, better prices for staple goods and better profits all round.

Your secretary desires to express his thorough appreciation of the many warm personal friendships he has formed during his incumbency of office, and he trusts that the relations thus established may continue indefinitely.

At the conclusion of the Secretary's report it was intended that R. G. Chandler, of Coldwater, should read his paper on "The Best Methods of Conducting a Retail Hardware Store," but a telegram was received from him stating that on account of a bicycle collision he was unable to be present, and he epitomized the lesson to be given in his address by stating that "the best method of conducting a retail Hardware store under existing conditions is to get cash for your goods."

R. J. Cleland, of the Commercial Credit Co., Detroit and Grand Rapids, then read a long and important paper on "Credits and Collections," in which the subject was treated under a number of heads, and the illustrations given were forceful, interesting and full of wisdom. It was a very long address and deserves a special setting, which we hope to give it at an early date. It was listened to with considerable interest and no doubt formed the foundation of a number of good resolutions mentally made by the delegates present. At the conclusion of his address the meeting adjourned at 5 p. m. for the day.

#### THURSDAY MORNING.

In accordance with the programme Thursday morning was devoted to a delightful trip on the steamer Tashmoo, one of the fastest steamers on the Lakes. The delegates gathered at the White Star Line Dock shortly after eight and were soon enjoying the beautiful 35-mile sail through the Detroit and St. Clair Rivers, continuing through the Flats to the Star Island House. There, after investigating all the beauties of the grounds, a delightful dinner was participated in, succeeding which the delegates went into executive session in the ball-room of the Star Island House.

#### THURSDAY AFTERNOON SESSION.

At the Thursday afternoon session the Question Box was the first subject to be taken up, and quite a number of questions were disposed of. Irving A. Sibley, of South Bend, Ind., delivered an address on "The National Association and Its Possibilities," which was a subject of considerable interest to the Convention, and was listened to attentively.

Following Mr. Sibley, the Treasurer of the Association, Henry C. Weber, of Detroit, read an interesting paper upon a subject which commanded the attention of all the Hardware dealers present, as it was the fertile subject of "Window Dressing and Keeping Stock in Order," extracts from which we give as follows:

The successful merchant must have good wares and he must let the people know that he has them. In these times the newspaper has become a powerful factor as a means of advertising, and yet while it aids it cannot replace the advertisement which comes from the proper display of goods in a show window. The sphere of each is different. Let the newspaper bring the people to your show windows, and let the show windows bring them as customers into your store. Many a prospective customer attracted by a clever newspaper adver-



tisement has been repelled from the store of a merchant by a poor display of goods in his window. He has gone his way and said: "One cannot trust these newspapers any more," and here I may say that the many fake promises which some unscrupulous dealers have made in the advertising columns increase the importance of the show windows and the necessity of showing in them the best you have, in the best way you can. It costs so little to be nice and it goes so very, very far. In my discussion on this subject I cannot elaborate upon the views so well expressed by many who are better versed, more practical, and who take delight in performing the artistic work themselves. Every mercantile business has three drawing cards, which, when held and played together, seldom fail of their expected successful results: The newspaper that brings the people to your windows; the window show that brings the people to your store, and the merchant's affability and welcome, which keep them there and make customers of them. The window is invariably considered by the public to be the partial index of the store contents, and the better the display and the more elaborate this index the surer the results of its mission. Good attractions draw better than poor ones. Who would not rather listen to a brilliant orator than to a poor one? Who would not rather see a magnificent work of art than a daub, or listen to a grand opera singer than to a cheap concert hall howler? Your window should have the same consideration that you give to the employment of your help; it is your first silent salesman, and can give no offense, except through your own fault.

\* \* \*

#### INVENTORY EVERY MONTH.

A plan that I have found very useful and economic in my own store is to take an inventory of each department every month. This will disclose to you what goods are the most salable and also what class of stock it is desirable for you to dispose of by bargain. It will enable you to know at all times the exact needs of each department, whether it be to supply new stock of staple articles or to dispose quickly of stock which threatens to become a drag on the market.

\* \* \*

#### GOOD DISPLAYS BRING BUYERS.

It is hardly necessary to say that all goods, whether they find a ready sale or not, should be constantly kept in good order, because, no matter how old an article may be, if it is presentable, it has a selling value and may be called for by some one sooner or later. "Whatsoever is worth doing at all is worth doing well" is a general rule that has no exception. For the merchant to apply this rule with especial force to the proper display of his goods in his show windows and to the orderly and careful keeping of stock in his store is to swing himself onward in a successful career, but it means more than that. It is of greater significance than the individual success of any one man. It means more business, because a good display brings buyers and buyers make business. More business means more labor. More labor means better wages. Better wages means more clothes and more shoes, with better and healthier bodies inside of them. It means more houses and better-fed families occupying them. It means more schools and wider instruction imparted to the youth that attends them. It means more hospitals and better service to the sick that suffer in them. It means more books and more leisure to read them. It means abundance, prosperity, and the spread of intelligence, the offspring of wages and business, and the progressive merchant, the man who finds the consumer for the producer; who makes a market for the product of labor and manufacture, is the sponsor for all these blessings.

At the conclusion of the address of Mr. Weber, G. R. Lott, Secretary of the Chicago Retail Hardware Dealers' Association, explained the co-operative buying system of the Association of which he was Secretary.

This was followed by the election of officers for the ensuing year. The nominating committee, consisting of C. F. Bock, Battle Creek; C. E. Pipp, Otsego, and Fred J. Cook, Fowlerville, reported the following selection for the ensuing year: President, H. C. Minnie, Eaton Rapids; Vice President, G. W. Bruske, Saginaw; Secretary, Fred H. Cozzens, Detroit; Treasurer, Henry C. Weber, Detroit. Executive Committee, two years, Samuel Winchester, Jackson; Fred J. Cook, Fowlerville; C. J. Pipp, Otsego; A. Harshaw, Delray, and A. J. Scott, Marine City.

The following resolution was unanimously passed:

"Resolved, Hereafter trade press representatives are to be

honorary members without pay, and we will arrange so that all papers can be read at open session, as honorary members will not be admitted to executive session." It will be noted that the Convention, as they did last year, elected as President a member who was absent, Mr. Minnie having telegraphed his inability to be on hand.

Among the number of manufacturers and their representatives who were present at the Convention the following may be mentioned:

J. P. H. Armstrong, Devoe & Reynolds Co., Lansing Mich.  
 George Auer, Auer Register Co., Toledo, O.  
 C. C. Barton, Morley Bros., Saginaw, Mich.  
 J. O. Becroft, Estate of P. D. Beckwith, Dowagiac, Mich.  
 U. L. Bigelow, Morley Bros., Saginaw, Mich.  
 John W. Bowman, *Stores & Hardware Reporter*, St. Louis.  
 Frank L. Bromley, Michigan Stove Co., Detroit.  
 John O. Campbell, Art Stove Co., Detroit.  
 A. J. Carson, E. C. Atkins & Co., Indianapolis, Ind.  
 T. J. Chamberlain, Buhl Sons & Co., Detroit.  
 Frank H. Conant, Freeman, Delamater & Co., Detroit.  
 F. T. Crandall, Art Stove Co., Detroit.  
 D. T. Crowley, Peninsular Stove Co., Detroit.  
 A. H. Dane, Michigan Stove Co., Detroit.  
 James M. Dwyer, Peninsular Stove Co., Detroit.  
 Wm. A. Dwyer, Art Stove Co., Detroit.  
 Fred A. Fuller, Freeman, Delamater & Co., Detroit.  
 Day Gordon, Morley Bros., Saginaw, Mich.  
 W. E. Jackson, E. C. Atkins & Co., Indianapolis.  
 D. C. Kay, Freeman, Delamater & Co., Detroit, Mich.  
 W. T. Leckie, Estate of P. D. Beckwith, Dowagiac, Mich.  
 G. R. Lott, Chicago, Secretary Chicago Retail Hardware Dealers' Association and Illinois Retail Hardware Dealers' Association.  
 D. J. Mahoney, Michigan Distributing Co., Lansing, Mich.  
 C. H. Miller, Champion Steel Range Co., Cleveland, O.  
 C. H. Miller, Peninsular Stove Co., Detroit, Mich.  
 H. L. Mosher, Estate of P. D. Beckwith, Dowagiac, Mich.  
 George H. O'Rourke, Freeman, Delamater & Co., Detroit.  
 M. J. Reilly, Art Stove Co., Detroit.  
 J. H. Sandell, Peninsular Stove Co., Detroit.  
 H. H. Sanford, Art Stove Co., Detroit.  
 Irving A. Sibley, South Bend, Ind., Executive Committee National Retail Hardware Dealers' Association.  
 R. R. Williams, *Iron Age*, New York.  
 Daniel Stern, *The American Artisan*, Chicago.  
 L. B. Young, Michigan Stove Co., Detroit, Mich.

#### New Cartridge Factory.

The American Cartridge Co., of Hartford, Conn., was recently incorporated with a capital stock of \$100,000, of which \$60,000 has been paid in, to manufacture, sell and deal in paper and metal cartridges for shot guns, rifles, pistols, magazine guns, mining and arms of every kind; also to manufacture and deal in gun powder and other explosives. The officers of the company are James Allen Wiley, President; Charles F. A. Eddy, Vice-President; William H. Corbin, Secretary and Treasurer. The same men are the directors. The factory for the present is located on the third floor of the Hartford Fire Insurance Co.'s Building, at 175 Pearl Street, Hartford. It is intended that work shall be begun within a short time. The company have been experimenting with, and is now ready to turn out, the most improved work of the character contemplated. For the present the principal industry will be confined to the manufacture of paper shells without powder in them, but later its scope of manufacture will be increased to cover the various lines referred to in the articles of incorporation. It is uncertain just at present how many men will be employed, as they have not entirely completed the plan of operation.

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Most everybody stands a chance o' leavin' his name fer the world to look at—on his gravestone.

## RECENT TRADE PUBLICATIONS.

KILBOURNE & JACOBS MFG. Co., Columbus, Ohio, have recently issued three very important catalogues, each of them devoted to a special line of their manufactures. Catalogue No. 7 is a pamphlet catalogue, small size, 128 pages, covering their entire line of Trucks of all kinds, Baggage Barrows, Express Wagons, Grain or Meat Wagons, and includes in its contents Store, Warehouse, Railroad, Hotel, Dry Goods, Carpet, Wagon and Leather Trucks; also Brick Cars, Wagons and Trucks, Push Carts, Skids, Hand Push Cars, etc. This is the most elaborate line of these goods represented in one catalogue that has come to our notice, and is of sufficient importance to make it desirable to add to the library of every Hardwareman handling any goods of this character, as scarcely an article coming under the name of Truck but what will be found between its covers. Catalogue No. 31 is a pamphlet catalogue of 72 pages devoted exclusively to an especial part of their product consisting of Small Cars of all kinds, which include Contractors' Dump Cars, Steel, Ore and Mine Cars and Skips; Steel Billet, Oven, Foundry, Factory, Coal and Coke Cars; Wood and Steel Platform and Yard Push Cars; Brick and Tram Cars; Railway Hand and Push Cars; Rolling Mill and Sheet Metal Cars; Steel Sugar Cars; Wooden Tramway Stone Cars; Tin Plate Cars; Steel Coke Buggies, Mineral Buckets, etc. It is certainly a wide assortment of this class of goods. This catalogue is printed on excellent paper, finely illustrated throughout in a manner to indicate their use in every instance, and would render it a very easy matter to facilitate the sale by the aid of the graphic illustrations. Catalogue No. 33 is a pamphlet catalogue of 84 pages, printed on excellent paper, with superior illustrations, the typographical part of it being printed in colors, and is devoted to their department of Wheel and Drag Road Scrapers, Bolted Wheelbarrows of all kinds; Contractors', Railroad and Grading Plows, Tubular Steel Dirt and Mining, Foundry, Coal and Coke Barrows, Contractors' Railroad and Farm Dump Carts. Embraced in its contents will also be found Wrought Steel Sinks, Pressed Steel Shop Pans, this company making a specialty of pressed steel shapes of various kinds. This is a very attractive and important catalogue for Hardwaremen. It is enough to mention this fact to have them write for one. Everything in the shape of wood and steel barrows will be found illustrated in a very graphic manner.

BROWN & SHARPE MFG. Co., Providence R. I., are distributing at their Exhibit in the Pan American Exposition an extremely handsome brochure, attractively gotten up in oblong form, on superb coated paper, which is called by them "Here and There in Our Shops." A very short history of the company is given, by which it is shown that starting in 1853, under the firm name of J. R. Brown & Sharpe, they continued until 1868, when the business was incorporated under its present name. The illustrations given in connection with the history of the company show the original plant, which was very limited in its dimensions, and on a two-page illustration the works now occupied by the company, giving an excellent idea of the foremost place they hold to-day among manufacturers of high-grade tools. The illustrations to which the title of the publication is given, are shown on separate pages, with a tinted background, the illustrations being fine half-tones, which show "Universal Milling Machines," "Grinding Department," "Automatic Gear Cutting Machines," "No. 12 Plain Milling Machines," "Automatic Screw Machines," and "Measuring Machines," each and all of them being parts of

some special department incorporated in their works. It is undoubtedly a very attractive exhibition of constructive excellence, that would naturally excite the pride of any one connected with the Hardware industry, the plant having steadily grown from a little wooden building with a floor space of only 1,800 square feet to its present proportions. The buildings now occupied are said to be among the best in America for their line of work, and have a floor space of 8 1-2 acres, the Company's payroll including about 2,000 employees.

HARRISON BROS. & Co., INC., of Philadelphia, have recently published a very handsome booklet denominated Antoxide (Anti-Rust), which is devoted to the subject of the painting of iron and steel surfaces; showing admirable qualities and many advantages to be derived from the use of this special article, in the interest of which the book is published. It goes into the subject very thoroughly, and its conclusions are extremely sound. It is handsomely illustrated throughout, showing a number of important structures that have been treated with this new "anti-rust" paint, which is a special rust-proof preparation for covering and protecting iron and steel. It comes in the form of an easy working, quick drying, ready mixed paint. It is not an ordinary linseed oil paint, but different in composition from all other paints designed for such use, by being chemically inactive in both pigment and vehicle, and is claimed to be absolutely rust-proof. It is calculated that as it is of a remarkably free working property, a gallon will cover from 800 to 1,000 square feet. This is a valuable publication on a subject of interest, and we hope our readers will send for it.

M. W. ROBINSON Co., 79 Chambers Street, New York. Pamphlet catalogue of 16 pages, well printed and illustrated, embracing the line of mechanical tools and specialties controlled by this old established company. They are owners of the Davis Level and Tool Co., whose improved Adjustable Iron Levels, Plumbs and Inclinoimeters are handsomely illustrated and described in the contents of this catalogue, making admirable specialties for the Hardware trade to handle. Embraced in its contents will be found Carew's Patent Wire Cutters, Tool Hafts, Buell's Screw Drivers and Hollow Handle Tool Sets, Jacobs Patent Mitre Boxes. Among their specialties are Hack Saws and Hack Saw Frames and Lock Jaw File Handles in a large assortment of sizes. The contents also include a full line of the Union Spring Hinges, well known to the trade, and Smith & Wesson's revolvers, of which this concern has, for a number of years, made large sales.

THE KIRK-LATTY MFG. Co., Cleveland, O., publish a pamphlet catalogue of 40 pages covering the line of goods manufactured by this Company. It is handsomely printed on coated paper, and profusely illustrated throughout with wood cuts showing all the different styles of bolts, machine screws, nails, rods and rivets of every description that form the product of this manufacturing plant. It thus forms a very useful book for a Hardware man to have in his library, as in it he may readily see the difference between so many goods with odd names that seldom get into his regular stock, among which may be mentioned threaded rods, upset, pointed and separator pins, pinch head and roller bearing pins, dog point and pinch head screws, pad screws, bung head and steple head bolts, etc.

## NEW GOODS AND SPECIALTIES.

### "Geneva" Shears.

Smith & Hemenway Co., 296 Broadway, New York, have recently acquired control of the product of the Geneva Shear Co., Geneva, N. Y. This company makes a complete line of Scissors and Shears, Straight and Bent Trimmers, both right-hand and left-hand; Barbers' Shears, Ladies' Scissors, Pocket and Buttonhole Scissors, Bankers' and Paper Hang-

the steel being Wardlow's best English shear steel, great care being taken in hardening and tempering to secure a good, even cutting and wearing edges.

### "Electrolite" Acetylene Lamp.

The Acetylene Gas Illuminating Co., 105 Walker Street, New York, are placing on the market an acetylene house



FIG. 1.

ers' Shears, etc., and will be an extremely advantageous addition to the line of popular Hardware goods already controlled by this well-known company. We give in this article a few illustrations of the product, indicating to some extent the finish and style of goods made by the Geneva Shear Co. Fig. 1 illustrates the 8-inch Straight Trimmer, No. 257, fitted with a patent screw, which is one of the special features of this line of goods. This shear is adapted to all kinds of work, is

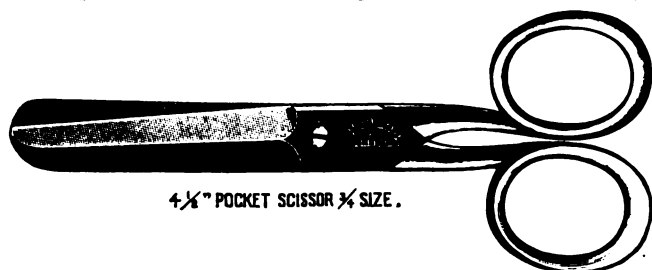


FIG. 2.

made from the best stock and very finely finished, either in full nickel-plate or japanned handles, with nickel-plated blades. Fig. 2 illustrates the Pocket Scissor, No. 262, which is fitted with the patent screw, and is provided with double swaged blades and beveled bows, the scissors being finished in nickel, and in common with the other goods, fully guaranteed. Fig. 3 shows the 8-inch Barbers' Shear, No. 259, also fitted with the patent screw. The improved shape makes it

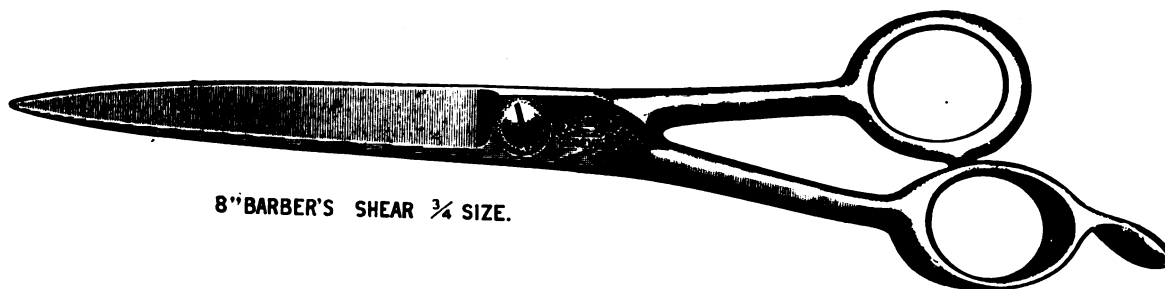
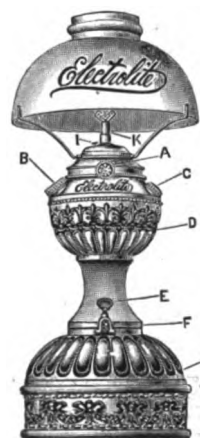


FIG. 3.

popular, and as great care is used in making, it has given great satisfaction wherever introduced. The Geneva Shear Co. state that they employ none but skilled workmen, use the best material possible, and by the aid of improved machinery and modern methods, are enabled to manufacture a finely finished article at a low price. All their goods are steel-laid,

lamp under the name of "Electrolite." We give an illustration of this lamp herewith. It is exceedingly attractive in appearance, and is constructed to give a capacity for one and a half pounds of carbide. Using a half foot burner (No. 2 von Schwartz 25 c. p.) the light will last about ten hours; with a larger burner, about 36 c. p., about seven hours. As it



"ELECTROLITE" ACETYLENE LAMP.

generates gas for immediate use only, it is ready for lighting at once. The lamp is built on the principle of providing for the "carbide feed," viz.: Feeding a small amount of carbide into a volume of water and so arranged there is no over-gen-

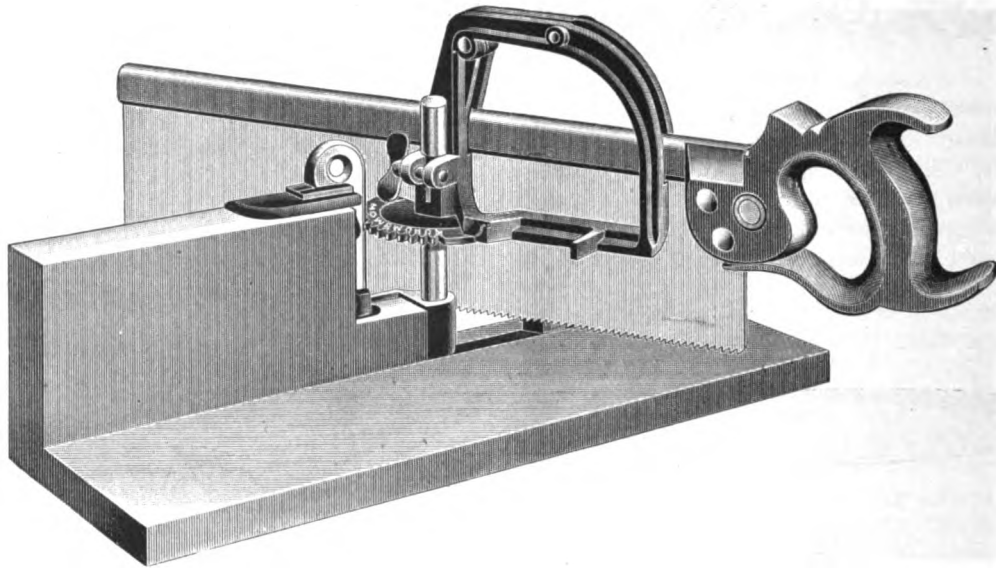
eration of gas. It is claimed by the manufacturers to be simplicity itself in its operation, being readily charged and easily cleansed, with an internal mechanism simple in character, having no liability of getting out of order. It is claimed to be extremely economical in its operation, and with no odor or smoke.



#### The Perfection Mitre Box (Detachable).

Tower & Lyon, 95 Chambers Street, New York, are placing upon the market through the Hardware trade the Perfection Mitre Box (Detachable), which is so much of an improve-

in its construction are 5 inches in diameter, having metal sides with rubber cushion tires clamped in such a position as to be impossible to get off or come loose. These wheels are placed on a small axle, which revolves with one of the



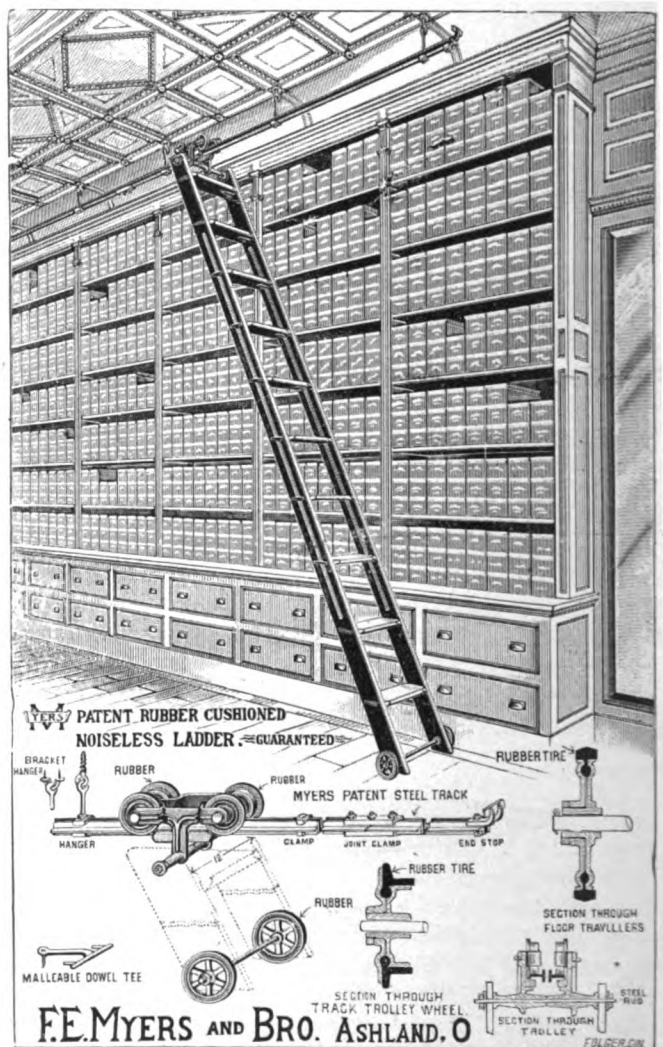
THE PERFECTION MITRE BOX (DETACHABLE).

ment on previous devices of this kind that it is calculated to meet with a ready and extended distribution. Among the numerous points of merit referred to by the manufacturers are the following: By means of a sliding key it can be instantly and rigidly adjusted for the more commonly used angles, which are indicated on the dial by the letters, R, M, P, H. O and W, referring to the points indicated by right angle or 90 degrees, mitre or 45 degrees, pentagon or 36 degrees, hexagon or 30 degrees and octagon or 22½ degrees, drawer and window sill pitch or 9 degrees, and can be adjusted for any arbitrary angle by means of a clamp screw. It is also provided with projecting gauge points, for setting with a bevel T square when desired. No especial saw is required, as any saw may be used in its operation. The guide may be lowered or raised at will, and held in position by a clamp screw, by which means the depth of the cut can also be gauged. When a back saw is used, in order to secure accuracy, the guide is made long and may be detached in a minute from the wood box and folded so as to carry in tool chest. They are designed to be marketed by the trade at \$3 each, that being the list price. Discounts and further particulars furnished on application to the above firm.

#### The Myers' Cushion Tire Store Ladder.

F. E. Myers & Bro., Ashland, O., among other numerous important specialties, are pushing the sale of the Myers Cushion Tire Store Ladder, an illustration of which we give in this article, which shows the different parts in detail. The track is constructed from their well-known double angle steel rail, and is suspended from the ceiling by means of lag screws, either jointed or rigid, or, if desired, by flanged plates and wood screws. By this means the track is placed close to the ceiling and can be elevated on an uneven ceiling with but little trouble, requiring no blocking or bridging, as is the case in a number of other instances. The ladder is constructed of the best clear Georgia pine, being nicely finished, filled and varnished; has open panel steps, five inches wide, and is provided with five-inch steps. Each step is separated at either end with a malleable dowel tee, which is claimed by the manufacturers to make the strongest and best construction. The width of the ladder is 12 inches. The trolley is self-adjusting and made of malleable iron, fitted with turned steel bearings, and is provided with three-inch anti-rattler wheels which are turned and bored on a lathe and fitted with special rubber tires. The floor travelers provided

wheels, the other running loose. It is designed in this manner in order that the ladder may adjust itself to the floor, this style of trolley in its action being noiseless, which is one

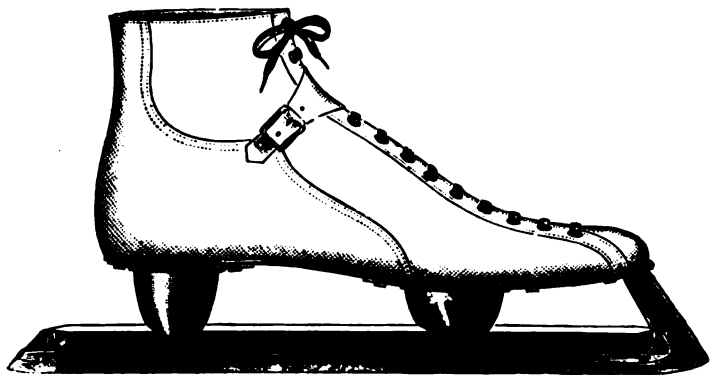


THE MYERS CUSHION TIRE STORE LADDER.

of the unique features in its construction. Those interested in the application of an equipment of this character will find it desirable to write to the manufacturers and obtain all the essential particulars.

**Fisher Tube Skates.**

The Crosby Co., Buffalo, N. Y., whose advertisement will be found in another column of this issue, are placing upon the market, through the Hardware trade, the Fisher Tube Skate, which is illustrated herewith. These are designed to furnish a strong and light skate that will be attractive in appearance, exceedingly comfortable in wear and extremely fast in use. The plates are of thin tool steel hardened and tempered, which rest against shoulders inside a triangular tube, being held in place by rivets and then soldered. The tubes and cups are constructed from sheet steel. The process of drawing them into shape, it is claimed, makes them unusually stiff. The cups are dovetailed and soldered to the tube. The toe and heel plates are of hardened sheet steel,



FISHER TUBE SKATES.

and are seamed to the cups. It is claimed by the manufacturers that this makes the toughest and strongest construction possible in an article of this description. Their lightness makes them extremely fast, and having a long blade ground absolutely flat (except at extreme ends of which are rounded to prevent tripping). The weight is designed to be distributed over the entire surface. The heaviest skater, it is claimed, will not force these blades into the ice. The ordinary concave skates cut up the ice in a manner that the use of a skate of this character would entirely obviate. The "Hockey" model skates, which are also made by this company, have blades slightly thicker, and of somewhat different front construction on account of the very hard usage to which they are subject.

The company publish an envelope size catalogue furnishing all the necessary particulars in regard to these skates, which they will gladly forward upon application.

**A New Corporation.**

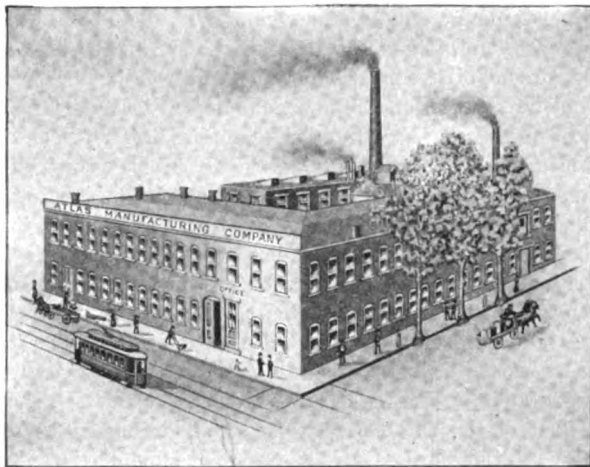
The Eastern Bolt and Nut Co. has been incorporated, with an authorized capital of \$100,000, to manufacture heavy Hardware. The incorporators named are Edwin A. Smith, Lincoln Davis and George G. Bell.

Providing satisfactory arrangements can be made with the Town Council with reference to exemption from taxation, it is understood the company's plant will be located in East Providence, R. I., the exact location as yet not being definitely settled. The company expects to employ about sixty men at the outset, and the goods manufactured will consist of bolts, cold punched nuts, machine screws, iron work for electrical and building construction and other articles of a similar nature.

The work of building the plant will be begun about Sept. 1, and will probably be completed in ninety days. The company now intends to begin operations Jan. 1. The officers of the company will be as follows: Edwin A. Smith, President; Lincoln Davis, Vice-President and General Manager; George G. Bell, Secretary and Treasurer.

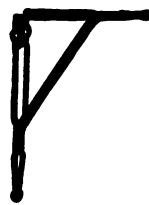
**The Atlas Mfg. Co.'s Plant.**

We are permitted to present to our readers an illustration showing the plant now in operation by the Atlas Mfg. Co., of New Haven, Conn., whose sole specialty, as is well known by our readers, is the manufacture of Bradley Steel Shelf Brackets. The factory represents, beyond doubt, the largest



THE ATLAS MFG. CO.'S PLANT.

plant in this country, and probably in the world, devoted exclusively to the manufacture of shelf brackets, its building containing 20,000 square feet of floor space, and is equipped throughout with the very latest and most modern machinery and appliances to facilitate the production of this important specialty. Many changes have been made, as our readers are aware from articles on this subject, in the more perfect construction of this well-known bracket, an illustration of which we give herewith, the result of which has been that the



PAT. APR. 5, 1892.  
NOV. 8, 1892.  
APR. 4, 1898.

export trade has been largely influenced in the distribution of this production to markets heretofore unknown to an article of its utility, although by far the larger part of the consumption is in this country through the regular Hardware trade. The company are building at the present time machinery which is designed to make the production almost entirely automatic. It is reasonably to be expected that this will largely increase the output while at the same time materially reducing the cost.

**The African Annual.**

The increasing interest in the industrial development of Africa taken by all commercial countries is necessarily attended by a demand for accurate information concerning all matters pertaining to the trade and commerce of the various countries, protectorates and colonies which make up the great African continent. The publications to meet this demand are constantly increasing. One of the latest is the *African Annual and Traders' Year Book*, the first edition of which has just been issued. This is a handy little volume of 160 pages, and comprises such information as customs, tariffs, directory of the mining companies of South and West Africa, data as to the area, population and government, with particulars as to mail days, postal rates, weights and measures, etc. The book is published at the office of *African Commerce*, 46 Fleet Street, London, E. C., England, at the price of two shillings and sixpence (60 cents) net.

### Formed to Take Over Seeberger Business.

The Brown-Hurley Hdwe. Co., of Des Moines, Ia., has been organized to engage in the wholesale Hardware business in Des Moines, and will file articles of incorporation in a few days. It has purchased the J. D. Seeberger stock from the Seeberger estate and, as soon as an inventory now being taken can be completed, will take possession of it and commence business. The company has a paid up capital stock of \$200,000, and it is claimed for it that it will be the largest Hardware jobbing concern in the State.

The stockholders in the new company are James G. Berryhill, of the Green Bay Lumber Co., and the Warfield-Pratt-Howell Co.; W. O. Finkbine, of the Green Bay Lumber Co.; W. S. Brown, of Duluth, largely interested in jobbing concerns in Minnesota; T. E. Hurley, present manager for the Seeberger estate, and who has been identified with the business for fifteen years; H. A. Miller, cashier of the Des Moines Savings Bank; E. W. Brown, who has been with the Seeberger house for fifteen years; F. J. Camp, who has served with the house a like period; John W. Howell, secretary and treasurer of the Warfield-Pratt-Howell Co.; C. C. Prouty, president of the C. C. Prouty Co., and largely interested in the Des Moines Drug Co.; George F. Henry, of the law firm of Berryhill & Henry; W. S. Lacy, who has been a traveling salesman for the Seeberger house for a number of years; D. Close, who comes from Duluth, and has been associated with Mr. Brown in business in that city, and Harry West, of Chase & West, furniture dealers, and who was for many years manager of the Liverpool & Des Moines Packing Co.

W. S. Brown will be President; E. W. Brown, Vice-President; T. E. Hurley, Secretary; F. J. Camp, Assistant Secretary, and H. A. Miller, Treasurer. The directory board is composed of J. C. Berryhill, W. O. Finkbine, W. S. Brown, T. E. Hurley, H. A. Miller, E. W. Brown and Harry West.

President Brown will probably give his personal attention to the business and those of the new stockholders who have been identified with the business in the past will continue in responsible positions with the new company, the management to rest largely with them.

With the Brown-Hurley Co., Des Moines has assurance of four large jobbing concerns in this line, one an exclusive Hardware concern, one an exclusive shelf Hardware concern and two that carry stocks in both branches of the trade.

### Genesis of the Amalgamated.

The Amalgamated Association of Iron, Steel and Tin Workers is the outcome of an organization once known as the United Sons of Vulcan. According to the *Pittsburgh Dispatch*, this was composed exclusively of puddlers and boilers in the iron mills of Pittsburgh. It was formed in 1858. It made but little ado for some years. It was to all intents and purposes a secret society, and the names of members as put on record in the lodges were often assumed. In 1861 and on to 1865 conditions in the iron trade were seriously disturbed by the Civil War. The prices of iron were of the shuttlecock variety, and went up and down and zigzagged in real fireworks fashion. The wages of puddlers fluctuated accordingly, and strikes were in order. The organization now began to figure as a potent factor in the labor world. There was lots of room for discontent, and also a more general disposition to remove irritation and friction as far as possible. In 1865 an invitation was extended to the ironmasters by the puddlers to meet in conference with the men and to arrange a scale of wages based on the selling price of iron. This was mutually agreed to, and the first sliding scale was adopted. The Sons of Vulcan now blossomed out into a national organization. This came about in 1865. In 1876 the yearly scale was inaugurated, running from June to June. This has been the practice ever since. Meanwhile the heaters and roll hands in the mills had formed a separate organization from the Sons of Vulcan. In 1876 the two organizations amalgamated, and formed the order of the Amalgamated Association of Iron and Steel Workers. The tin workers were added later on.

### Resignation of President Bindley.

We learn by a communication just received from T. J. Fernley, Secretary-Treasurer of the National Hardware Association, that President John Bindley has been compelled to tender his resignation on account of his inability to give the duties the attention necessary to its official proceedings, owing to the fact that he has undertaken certain private matters which require his entire attention. The concluding portion of the letter in which this announcement was made by President Bindley, we give herewith:

"The deep interest that I have always cherished in the objects, work and welfare of the organization will remain intact, and in retiring from office I desire to express my heartfelt thanks to each and every member for the uniform courtesy, support and consideration accorded me during the period it was my privilege and pleasure to preside over your deliberations.

"With the assurance of my continued best wishes for the success and an ever widening sphere of usefulness for our association, I am,

(Signed) Yours, very sincerely,  
"JOHN BINDLEY."

The Secretary-Treasurer is pleased to state that Mr. Bindley will continue as a member of the Advisory Board, and that his interest in the Association's work will suffer no diminution. He had already announced his intention to decline to allow his name to be used at the next Convention, fully realizing that the interests of the Association would not suffer by his resignation, particularly in view of the fact that its most efficient First Vice-President, Richard W. Shapleigh, of the Norvell-Shapleigh Hardware Co., St. Louis, has consented to act as President of the Association until the approaching Convention. It must be confessed that the affairs of the Association will be in good hands with Vice-President Shapleigh in charge, and the members are to be congratulated upon being able to command his services in this most responsible position of general administrative officer, his eminent ability for the position being so unanimously recognized by the entire Association.

### A Fine Record.

The Stevens-Pope rifle barrel carried off nearly all the prizes at the Bundefeste held at San Francisco, as will be seen by the following records:

#### KING TARGET.

Adolph Strecker.....	394
L. P. Ittel.....	392
F. C. Ross.....	375

All these records are above the previous King scores of the bund. The Stevens-Pope barrels win first nine places, and seventeen out of twenty winners.

#### HAN TARGET. (4 Shots. Possible 80.)

C. M. Henderson.....	79
H. M. Pope.....	78

Four men shooting Stevens-Pope barrels have 76. The Stevens-Pope win first six places and nine out of fifteen, making 75 and over.

#### RING TARGET. (Possible 75.)

L. P. Ittel.....	74
W. F. Belknap.....	74
Dr. L. O. Rogers.....	74

Four men using Stevens-Pope barrels have 75 and seven men have 72. The Stevens-Pope win the first six places and and eighteen out of twenty-one, making 71 and over.

#### STANDARD TARGET. (5 Shots. Possible 50.)

T. R. Geisel.....	49
Adolph Strecker.....	49
A. H. Pape.....	49

Five men using Stevens-Pope barrels score 48. Stevens-Pope win first six places, twenty-six out of thirty-two men, making 46 and over, use the Stevens-Pope barrel.

#### HUNTER'S BEAR TARGET.

T. N. Schofield, shooting the Stevens-Pope barrel, won first place, making 16 out of a possible 18.

Thirty-two out of thirty-five first five on seven targets.



### A Suppressed Point in the Steel Strike.

Even without acquaintance with the conditions surrounding the steel trade, the public appears to be getting a fair sense of what is the right of this unfortunate strike. But clearer appreciation will be had of the injustice of the Amalgamated Association's demand and the falsity of some of its recent claims, when the status of the opposing organizations is better known.

The United States Steel Corporation is represented in the published statements of the strike leaders as the most conspicuous example extant of a union of industrial organizations, which, while monopolizing production and controlling prices, would prevent labor from organizing and seeks to control the remuneration of labor as well as prices of products. With no word of defense for any act of the steel corporation or its constituent companies that looks to the prevention of competition or to undue exactions in prices, we believe the facts will be seen to be far at variance with the statements of President Shaffer and his associates. What are they?

The United States Steel Corporation is the only large producer of steel in the country to-day that stands in danger from the labor trust which the Amalgamated Association seeks to create. Not only does the company have competition in every one of its products—more in some, less in others—but without exception its strong competitors are absolutely untrammelled by the Amalgamated Association. Instead of the "steel trust" threatening the Amalgamated Association, as President Shaffer would have the public believe, the Amalgamated Association, by completely monopolizing the labor of the steel corporation and depriving the latter entirely of competition in its largest item of cost, would put that company at a serious disadvantage in competing for business both at home and abroad.

As is well known, the chief producers of steel in the United States, apart from the United States Corporation, are the Cambria Steel Co., Pennsylvania Steel Co., Maryland Steel Co., Lackawanna Iron and Steel Co., Jones & Laughlins, Ltd., Tennessee Coal, Iron and Railroad Co., and Colorado Fuel and Iron Co. Not one of these companies, together producing 25 per cent. of our output of steel, is burdened with the Amalgamated Association's regulations, its limitations of output and its denial to the manufacturer of the full benefit of improved machinery. It is not to be wondered at that the United States Steel Corporation saw reason for refusing to aid the Amalgamated Association in more completely controlling its mills, while the association at the same time that it ties the hands of the leading company leaves the latter's competitors untouched.

When this is said, it is not to be implied that cheap wages are the advantage which the non-union mills of the United States Steel Corporation and its competitors enjoy. Homestead and other plants of the Carnegie Steel Co., with the highest average wage in the world, are a standing answer to that claim. Rather, the advantage is in securing free play to the genius of American engineers who by their labor-saving inventions have made the outputs of American steel works the wonder of the iron masters of the world. That the Amalgamated Association cannot be trusted with the control of American mills has been demonstrated time and again. What it aims at is indicated by the extracts from its constitution, printed in another column. Unrestrained, its rule would be intolerable and unspeakably disastrous to the American steel industry, seeking the world's markets against well entrenched competitors in England and Germany. For the United States Steel Corporation to yield to the demand made upon it six weeks ago would be comparable to the folly of a strong man allowing himself to be bound hand and foot before standing up to meet an adversary.—*Iron Trade Review*.

### Letter Writing.

Letter writing is an important branch of business education, and the man who possesses the knowledge and ability to write a graceful, courteous, straight-to-the-point letter is of considerable value to any large business house. The writing of letters, it may be observed, requires a distinct talent of its own. A man who may be able to talk well or write a readable article fails ignominiously when called upon to indite a pleasing epistle. When he undertakes the task, he feels himself to be in another sphere of action, and the words that flow easily under different circumstances fail to come at his bidding. As a matter of fact, good letter writers are rare. This is proven by the large number of poorly worded, uncouth missives that seem to dominate business correspondence, and suggests the thought that it might pay young men to turn their attention to achieving success in this department.—*Profitable Advertising*, Boston, Mass.

### Insufficient Postage on Foreign Letters.

The following letter from a correspondent in Buenos Aires, Argentine Republic, touching short postage on letters from the United States, is self-explanatory:

Kindly instruct your members and in general American manufacturers looking for export that they have to stamp properly their foreign mail. It is a disgrace to us Americans to see the show of ignorance exhibited at home by our countrymen about foreign countries and foreign habits, and I am wondering if, up to date, geography is taught in our colleges and schools at all.

For the last two years I have not spent a cent to pay stamp taxes caused by my European correspondents, but I have spent dollars and dollars for fines on my mail from the United States.

The foregoing is told "pro bono publico."

Manufacturers and merchants having business relations with foreign countries should give positive instructions to their mailing clerks that all letters for abroad should be prepaid at the rate of 5 cents for each half ounce. The only exception to the above requirement is in the case of letters for Cuba, Porto Rico, Hawaii, Philippine Islands and Guam, to which points domestic classification, conditions and rate of postage govern. In the United States when letters are received short postage, only the amount due is collected, but in most of the foreign countries a penalty of twice the deficiency is imposed in addition, and this makes letters arriving with insufficient postage a source of much annoyance to the foreign merchant.—*American Trade*.

### A Postal Paradox.

Here's a beautiful postal paradox: Uncle Sam will forward any sealed letter that is under-weight, even though it bears but a single stamp, taking his changes of pay at the other end. But when a circular, or a newspaper, or any other piece of unsealed matter is short a penny, Uncle Sam takes no chances whatever. In fact, he has an elaborate system whereby he overcomes all chances. From the office where the offending paper is mailed—Tacoma, say—a blue card is sent to the addressee—who probably lives in Washington—telling him that he can have the penny-short paper by forwarding a one-cent stamp, at an additional cost of two cents for returning the blue card. If the penny is sent, three weeks will be consumed in a transaction that would come to a termination in one week in the case of a sealed letter. If the addressee fails to send the penny—and he usually does—Uncle Sam goes to the trouble of forwarding the paper to the Dead Letter Office, opening it within sight of the addressee's residence, and returning it to the sender at Tacoma, provided his address is found within. Otherwise it is destroyed. Now, if Uncle Sam were in the shoe business, or ran an express company, or anything else that needed common reasoning to live, he would forward such mail—barring circulars, perhaps—and take chances upon collecting his penny. In most cases he would get it. If the penny were not forthcoming he would give the paper to a hospital. But Uncle Sam takes no chances.—*Printers Ink*.

### The Necessity for a Distinctive Trade-Mark, Name or Label.

Years ago, when competition was not so great and the consumer and retailer hunted out the manufacturer or dealer, and selected the brands desired, reputations for those particular manufactures were based exclusively on the merits of the goods as they appealed to the consumer or user. To-day, however, the manufacturer and dealer must hunt out the consumer and by various means of advertising and through his own efforts, create a demand for his goods.

There are still in existence some concerns whose reputation was made years ago, who have struggled along with the old methods and under the belief that, as their goods are still meritorious the demand must not only continue, but increase. These same houses will tell you that their trade-mark does not amount to anything; that no one ever imitates their label or trade-mark; they seem to be entirely ignorant that any value attaches to their trade-mark, label or brand. They are very frequently correct, but the reason is very apparent.

On the other hand, let us consider a firm that has commenced at the same time to make an equally envious reputation on equally meritorious goods, and instead of relying on the reputation they had made to maintain the demand for their goods, have advertised them and made them known by a distinctive name, label or brand. Almost anyone in his own particular line of trade can pick out two such houses. Can the latter class of houses claim that there is no value in their trade-mark, name or brand of goods? What demand is there, for instance, for the Disston Saws without the identifying marks of Henry Disston & Sons? And, if we take any leading brand of goods in any line, how long would that brand continue among the leaders, if the public did not know it by some distinctive name, trade-mark or brand?

The importance, however, of some distinctive trade-mark, label or brand can possibly be better emphasized by taking an article that may have comparatively little merit; if it is advertised properly and extensively and by a distinctive name or trade-mark, an extensive demand will be created for it and if the advertising is continued the demand will continue; it is not so much the merit of this particular kind of article that sells it, as it is the advertising and making prominent a name, trade-mark or brand; and when a man wants a particular kind of tool, piece of hardware, food, clothing, or drink, he likes to be able to ask for a particular brand, and if it is something he has not used before, or he wants to make a change, he asks for the brand that by advertising or otherwise, has been impressed on his mind; but, it would not have been impressed on his mind were it not for the distinctive name, brand or trade-mark.

To create a constantly increasing demand for a particular article, that article must be advertised extensively and continuously; if the merits of the article are advertised without any particular name, trade-mark or brand to designate it, a demand will be created that will extend only to the connections that may have been made during the length of the advertisement; while on the other hand, if a distinctive name, trade-mark or brand is used in connection with the advertising of the merits of the article, the name or brand is remembered and the goods can be identified by that name or brand, long after the reading of the advertisement. A catchy trade-mark is much more readily impressed upon the mind of the reader than the prosaic name of a corporation, consequently results obtained from advertising of this kind are cumulative—the list of converts growing larger with each appearance of the advertisement.

Tess—So Miss Giddie is really to be married at last. It must have been hard for her to settle down.

Jess—Yes, indeed. She was an awful flirt.

Tess—She certainly used to lead the men a merry race, but now she says she's "on her last lap."

### The Advertising Man in the House.

The advertising man should be the best posted and most experienced man in the house. Of course, he must have other knowledge beyond the mere mastery of his business. He must be able to write clearly and with a reasonable amount of fluency. He must be able to express himself in the vocabulary of his trade. He must understand the proper relation of illustration and description. He must know the class of illustration that best displays his wares. All these requisites every advertising man must possess. But your advertising man must in addition know the workings of your business from top to bottom. He should be thoroughly familiar with your methods of handling orders. He should be personally acquainted with your traveling men and be constantly in touch with them by correspondence. The traveling man and advertising man should work together. He should know how customers are received and entertained when they visit the house. He should know the methods used in settling disputed claims. In fact, I believe that every man who has to do with the preparing of advertising matter will agree that every year he learns many things which if he had known the year before, he could have done better work. The ambition of the advertising man should be to so master the details of his business that he may see his way clearly through any new proposition his house may desire him to launch.—*Ad Sense.*

### A Notable Chain Order.

Mr. W. A. Hengstenberg, of 2761 Boulevard, Jersey City, represents a large Chain and Forge Iron Works, who have secured the contract for the large anchor chain cables required by the Eastern Ship Building Co., of New London, Conn., for the two large steamers which the latter company is building for the Great Northern Steamship Co. and Northern Pacific Railroad Co. These steamers, it is claimed, will be the largest freight steamers in the world and are designed for the foreign carrying trade between the United States and the Orient.

The chains will consist of about 6,000 feet of stud link cables. Each link of this large-sized chain will weigh about 165 pounds, and the total tonnage represented by this order will exceed 435,000 pounds, of the value of about \$35,000.

These 3 3-16-inch chains are the largest ever attempted in this country, if not in the world. The chain company has associated with it in the manufacturing of this chain Mr. Eli Attwood, an iron expert and chain-maker, formerly of Staffordshire, England, and now the general manager and superintendent of the shops in Lebanon, Pa., where the chain will be made.

The bending machine on which the iron bars of this large diameter will be shaped preparatory to reheating for the purpose of side welding, is the invention of Mr. Attwood, who has had the process patented in this country and England. The chain will be inspected and tested under the supervision of inspectors of Lloyds Registry of England.

The competition on this order between England and the United States was exceedingly close, but the American manufacturers won out.

### Inventor of the Ballard Rifle Dead.

Mr. H. Charles Ballard, inventor of the famous Ballard rifle, died Aug. 9, at his home in Worcester. Mr. Ballard, previous to the outbreak of the Civil War, was foreman in the factory of Ball & Williams in Worcester, and in 1860 obtained patents on a breech-loading rifle, which later was used extensively. In 1862 Ball & Williams employed 100 men in the manufacture of the rifle, which was of 42-calibre and especially adapted to cavalry use. Some years ago Mr. Ballard retired from business, although he maintained his interest in machinery, and especially in firearms. He was a member of Worcester Lodge, I. O. O. F., in which he has held highest office. His widow survives.



# THIS



## IS THE MACHINE

FOR RETAIL DEALERS

No. 12 Automatic-Lift *New Royal* Drop-Head Cabinet.

Manufactured Exclusively by

**Illinois Sewing Machine Company**

ATLAS BLOCK, CHICAGO, ILL.

SEE OTHER SIDE FOR SPECIAL PROPOSITION.



# PROGRESSIVE MERCHANTS SELL SEWING MACHINES

## New Royal No. 12 AUTOMATIC IS THE Right Machine FOR THE MERCHANT

**WHY?** The equipment is the finest.  
Its display features are the best.  
Its construction is the most perfect.  
It commands instant attention.  
Because it is the best seller.  
Because it is the only high-grade Sewing Machine at a close price.  
Because it is the only machine that properly controls the thread.  
Because it reaches your floor already threaded, with cloth in position under the needle and ready for display and use.  
Because it is the most durable machine on the market.

### SIMPLICITY IS THE KEY-NOTE OF ITS CONSTRUCTION ~ ~ ~

The No. 12 Automatic is made of quarter-sawed oak, 5-ply stock. Rich antique and golden oak finish. Rounded edges and corners, with easy graceful lines, render the No. 12 the handsomest ever offered.

In keeping with the artistic features of the cabinet workmanship, we supply a complete new set of attachments with every number of this machine, without extra cost.

This set of attachments is superbly finished in the finest steel, and heavily nickeled. Each set is carried in a special metallic box, richly lined with dark velvet.

### READ THIS OFFER

On application we will send you a trial shipment, freight prepaid, subject to approval, a full 30-day period in which to decide—you to be the sole judge, and if not pleased, the machines returnable at our cost.

Consider this in connection with our advertising campaign. All local inquiries and orders referred back to you. Send for trial shipment at least, preparatory to your fall trade. We have other styles of machines. Catalogue to dealers *only*.

ADDRESS

**ILLINOIS SEWING MACHINE COMPANY  
ATLAS BLOCK, CHICAGO, ILL.**

Seibert, Quetach & Co., Printers, Chicago.

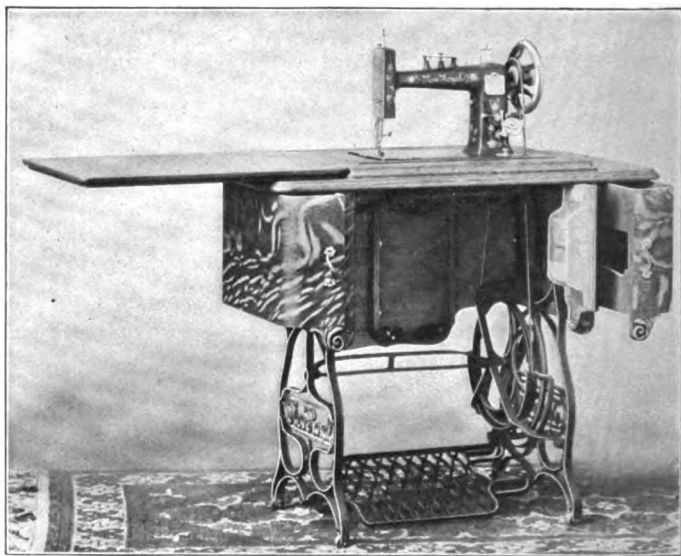


(Patented )

**No. 12 New Royal Automatic-Lift Drop-Head  
Cabinet Machine.**

(Showing method of opening and closing.)

*The New Royal* is absolutely the  
only Machine ever invented that  
properly controls the thread.



(Patented.)

**No. 12 New Royal Automatic-Lift Drop-Head  
Cabinet Machine.**

(Showing Machine open for use.)

## REVIEW OF THE MARKETS.

**Wire Nails:** But little change is noted in the demand for Wire Nails, which continues good, and the general belief seems to be that with the constant accession to the supply from the numerous new plants now being organized, the Fall season's wants will be more readily met than was the case in the Spring. Although raw material is advancing in price, quotations remain without change as follows: f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in ten days:

To jobbers in carload lots.....	\$2.80
"        less than carload lots.....	2.85
To retailers in carload lots.....	2.40
"        less than carload lots.....	2.50

*New York prices.* The demand for Wire Nails continues satisfactory. The following prices represent the market:

To retailers, carload lots on dock.....	\$2.53
Small lots at store.....	2.60

**Cut Nails:** The demand for Cut Nails has shown no unusual activity, but it is anticipated in the early future, being strengthened by the conditions surrounding wire products. Prices remain as quoted last, as follows: f. o. b. Pittsburgh, plus the actual freight to point of destination, terms, 60 days, or 2 per cent. discount for cash in ten days:

In less than carload lots.....	\$2.10
Carload lots.....	2.00

*New York prices.* The local market remains in a normal condition, and prices are as follows:

To jobbers in carload lots on dock.....	\$2.18
"          less than carload lots on dock.....	2.18
Small lots from store.....	2.25

**Barb Wire:** Orders that have been delayed in shipment are meeting better treatment, the mills gradually catching up and shipping more promptly, although strike troubles exert a retarding influence. Demand continues in a satisfactory manner, the dealers preferring to have some surplus stock for the future, having had such a light stock comparatively for so long a time. Quotations remain as previously noted, f. o. b. Pittsburgh, terms, 60 days, or 2 per cent. discount for cash in ten days:

To jobbers in carload lots, Painted.....	\$2.60
" " Galvanized .....	2.90
" less than carload lots, Painted .....	2.85
" " Galvanized .....	2.85
To retailers in carload lots, Painted.....	2.70
" less than carload lots, Painted .....	2.80
" " Galvanized .....	3.00
" " Galvanized .....	3.10

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** Specifications in the line of Plain Wire, are still large, with increasing quantities. Manufacturers of specialties are apprehensive of a greater scarcity in the near future, as stocks at mills continue light. Quotations remain the same, as follows: f. o. b. Pittsburgh, terms 60 days, or 2 per cent. for cash in ten days:

		Base sizes.	
		Plain.	Galv.
To jobbers in carload lots.....		\$2.25	\$2.65
"      less than carload lots.....		2.80	2.70
To retailers in carlots.....		2.85	2.75
"      less than carload lots.....		2.45	2.85

The above prices are for the base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the advances indicated in the following table:

### Plain Fence Wire Advances (Catch Weights).

Nos.	Base.	Galvanized.
6 to 9.....	\$0.05 advance over base.	\$0.40 extra.
10.....		.40
11.....	.10 " " "	.40 "
12 and 12½.....	.15 " " "	.40 "
13.....	.25 " " "	.40 "
14.....	.25 " " "	.40 "
15.....	.45 " " "	.75 "
16.....	.55 " " "	.75 "
17.....	.70 " " "	1.00 "
18.....	.85 " " "	1.00 "

For even weight bundles, 50 pounds and over, 5 cents per bundle advance on above.

**Steel Goods :** The Steel Goods Association held their annual meeting on the 8th inst. in Detroit. No action was taken at the meeting in regard to any changes in present prices, by establishing a new list. This may possibly be done at a later date, as the association, at this meeting was not dissolved, but adjourned to meet at the call of the chairman.

**Cordage:** The Rope market at present is a very firm one, with an advancing tendency on best Manila. Sisal Rope has been advanced ½ cent since previous report, but some slight concession might be obtained on a large specification. The following quotations represent the market for best make of Manila and Sisal Rope:

	Pounds.
	Cents.
Manilla, 7-16 inch and larger.....	10
3/4 inch.....	10 1/2
1/2 inch and 5-16.....	11
Sisal, 7-16 inch and larger.....	7 1/2
3/4 inch.....	8
1/2 inch and 5-16 inch.....	8 1/2
Lath Yarn, medium and coarse.....	7 1/2
Jute Rope, No. 1.....	6
No. 2.....	5

**Linseed Oil :** The following are the latest quotations by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....	68 cents per gallon.
In lots of 5 barrels or more.....	65 cents per gallon.

The five-barrel price applies only to deliveries of that quantity at one time.

**Boiled Linseed Oil, 2 cents per gallon higher than Raw.  
Calcutta Oil, 85 cents per gallon.**

THE PHILADELPHIA TRADE.

Although in the midst of the August dog days, there does not seem to be any break in the volume of business except such as is caused by the absence of dealers on trips to the seashore and mountains.

In manufactured Hardware, the strike so far has but little effect, although our friends who deal in metals announce their prices have advanced heavily. In some lines of goods we find a difficulty in getting goods, but so far there has been only a small amount of trouble on this score.

Prices, however, are very firm, and the changes announced are almost entirely in an upward direction. There are no notable changes to be reported, but a feeling of firmness prevails throughout the entire line.

Collections are fair and yet, in times like the present, it seems as if a word of caution was permissible on this line. In times of good trade there is a constant temptation to expansion, and to free granting of credit, with the result that many dealers are apt to have a large amount of credit outstanding so that, if a period of stringency follows, or their customers are deprived of employment, a loss ensues which is apt to be serious, and, while at present there do not seem to be any indications of financial trouble, and the sky seems more than clear, still, it is always well to bear these facts in mind so as to be prepared for squalls which are always sure to come—frequently when least expected.

**BIDDLE HARDWARE Co.**



#### THE ST. PAUL TRADE.

The strike now on is causing us some trouble, because of inability to get goods, but, on the other hand, we are getting more for what we have on hand. We are glad that all jobbers seem to appreciate the value of the goods they have, as it surely is uncertain when a new supply can be gotten. Sales of all lines are good, with the prospect of a continued good business during the entire year. Our farmers are now in the midst of their harvest, and the returns go to show a more than average crop, which, with fair prices, will make us all fairly happy.

C. W. HACKETT HARDWARE CO.

#### THE DAVENPORT TRADE.

The burning question of the hour is the overheated and kiln-dried condition of the corn crop. "Hope deferred maketh the heart sick," for the rain cometh not. Even if it should come now, it would be too late to save the corn and potato crops.

Whether the steel strike is to be or not to be settled soon, is another question of vital importance to the Hardware trade. With every mill in the country running, there has been a scarcity of staple goods that are made of steel and iron. What a famine there must be very soon with so many mills closed! Let us hope that an early settlement may be made that will be just and satisfactory to all parties, and let us also hope that jobbers will endeavor to get at least market prices, as fixed by the manufacturers on the few goods they have in stock until work is resumed and when they are enabled to accumulate a little stock in their stores again.

Strikes and rumors of strikes have produced much anxiety among retail dealers who are anticipating their wants and in many cases are buying in a speculative way, thereby increasing the sales footing far beyond those of August a year ago.

SICKELS, PRESTON & NUTTING CO.

#### THE SAN FRANCISCO TRADE.

Generally speaking, business in San Francisco in spite of the strike, would present no disparaging effect in a side by side exhibit with the tide of prosperity which has been flowing over the entire country for several years and has not yet begun to ebb. Almost everything that the California farmer raises is in brisk demand from an immense territory extending from Nome to Texas and the Missouri River Valley. In brief, there never was such a domestic demand for this State's farm products as that which is now pressing for satisfaction both producers and shippers. With these conditions the Golden State ought to be and is abundantly satisfied, and at the close of the year will undoubtedly be found in line with other front row, business record-breaking States.

To make the rule good there are exceptions to note, according to dealers, in builders' Hardware, who report dullness in

building operations because of a disturbed situation in labor circles, caused, as is generally conceded by tradespeople, by expert strike officials and what is characterized by the reputable local weekly press as the "yellow daily of the town."

For the purpose of seeking relief from the evils of the strike situation the Retail Dealers' Association of San Francisco, has called a meeting for next week for general conference. These committees from lines represented by Hardware are announced in August 16 issue of the local press, as having been selected by the officers of the association:

Retailers' Hardware Association.—T. J. Dean, Edward Jones, B. C. Brown, C. A. Bennett, F. G. Norman.

Mechanical Tool Dealers.—C. F. Marwedel, Etinge & Co., Osborn Hardware and Tool Co., Charles Stallman, Eastman Bros.

INDUSTRIAL PRESS ASSOCIATION.

#### A Modern Rope Factory.

In the Borough of Brooklyn is located one of the largest rope factories in existence, and probably quite the most up to date, so far as machinery and improved operations are concerned. About five hundred hands are employed, half of them being women, and the output of twine and rope is about forty tons daily. Of this total, twine of the kind used by harvesting machines forms about from twenty-five to thirty tons, the remainder being rope of various kinds, from small cordage to the immense rope cable made especially for oil-well drilling. This oil-well cable, in fact, is considered the finest product of the kind made anywhere.

Nearly all of the five floors and basement of the main building of the company's plant are given over to twine manufacture. The materials used are Manila and New Zealand hemp and another variety called "sisal," which grows in Mexico and Yucatan. The Manila product is by all odds the best; it comes in bunches of strands from four to twenty feet long. It is received in this country in big bales, all cured and ready for the machines. The first operation is the feeding of big wisps of this hemp into a breaker, a machine whose principal part is a rapidly moving table set with rows of steel teeth, three inches or so high, and arranged in rows about three or four inches apart. There are two of these first-process machines in the basement of the factory.

The bales are taken thither and cut open. One group of men are engaged in pulling the hemp from the bales and roughly shaping it into wisps a little thicker than a man's arm. These wisps are seized by a man at the upper end of the machine and fed between two rollers which carry them on to the moving table. From this table the hemp passes through another set of rollers which reduce it to a mass of fiber three inches or so thick. This is the embryo rope or twine. Next the fiber is fed into another machine with a running table set with teeth a little nearer together, and from this machine it emerges in a little more compact form and looking somewhat more like a rope, though the operation thus far has not involved any degree of spinning or twisting. From both these machines the hemp pours in a never-ending stream and so rapidly that within a minute it has filled to overflowing the bin, about two feet square and four feet high, into which the workman dexterously coils the yellow masses. Two men are kept busy doing nothing but carrying away these piles of hemp, one pile going from the coarser to the finer machine and the other from the finer to the upper floor of the building.

This floor and the next two below it are packed full of machines like the ones in the basement, each series reducing the strings of hemp to a little more compact mass until it begins to resemble twine, although no actual spinning is done until three of these operations have been completed. Then it is that the compacted strains are fed into the spinning machines or jennies, the steady roar of which is almost deafening to unaccustomed ears. The strands, varying in number and size according to the kind of twine or small rope to be



THE  
FILE AND RASP BUSINESS  
OF THE

**J. BARTON SMITH CO.**

PHILADELPHIA, PA.

NOW OWNED AND OPERATED  
BY THE

**NICHOLSON FILE CO.**

FILES  
&  
RASPS

AT  
PROVIDENCE, R. I.,  
U. S. A.

Address all Orders and Inquiries to the MAIN OFFICE

made, are fed into a bobbin which revolves with great rapidity, and by this whirling are twisted and wound on spindles which are being constantly removed. These spindles are carried away as fast as they are completed to another room, where they are fitted to the winding machines that wind the twine into balls, each weighing five pounds and containing 2,500 feet. It is in this form that the twine goes to the farmers, all ready for his harvester. The winding operation is one of the most remarkable in the entire process in point of the ingenuity of the machines and the rapidity with which they do their work. Some idea of this rapidity will be conveyed by the statement that a machine will turn out these balls of 2,500 feet of twine in about three minutes. The operatives in this room are girls and women, each of whom has charge of three spindles, a task which keeps her almost constantly on the move from one to another.

The rope-making machinery is even more interesting than that which produces the twine, and especially remarkable are the huge appliances that turn out the great cable, two inches or more thick that is used for oil-well work. Three of these great machines are set together, and each spins a cable of a different size, the largest being about two inches thick. A series of great spindles, wound with rope, move about in a circle, each paying off its rope which passes upward through one orifice, where it is caught and braided or twisted into the huge rope cable, which in turn is passed away and wound about another large spindle. This cable is not suited for hawsers, because of its stiffness, a less closely braided rope being used for that purpose; but it is admirably suited to the support and manipulation of drills and the other heavy appliances used in well drilling.

Many other styles of rope are made by machines which operate upon the same principle, but the best rope is that which is made by what is known as the rope-walk process. This is an entirely different operation and, although the rope is considered much more durable, no more is charged for it. The company has a rope walk about 1,100 feet long, stretching underground, a tunnel-like structure, from the factory proper. At one end of this tunnel are arranged scores of racks upon which are set hundreds of spindles each paying off its strand. These strands are gathered in groups and led through openings in an appliance, whence they are caught up again and attached to hooks set in an iron carriage which moves along a track down the walk. The hooks to which the strands are attached are geared to rapidly moving wheels, and when all of the fastenings are made the carriage is started and the hooks are set spinning around with great rapidity. Thus the strands are twisted as they are lengthened by the movement of the carriage. These strands are used for making the rope by a similar operation, lengths of

1,000 feet of various sizes being produced by each trip of the carriage down the walk.

In another department is made the tarred twine used for tying bundles of kindling wood and for packing bales. This is a simple operation, the twine being passed through a long trough containing a solution of tar, and gathered up at the further end, where it is cut into lengths and made into bundles ready for the trade.—*The American Exporter.*

#### The Genesis of Slate.

A very great industry in North Wales, says an English contemporary, is the quarrying and preparation of slates. Slates are derived from one of the lowest or oldest series of sedimentary rocks which geologists distinguish in the earth's crust, the Cambrian. Underlying the Cambrian rocks is a still older series of rocks known, for want of a better term as the Archæan, of the true origin of which there is still some uncertainty, but while the Cambrian rocks have been subjected to many changes, the Archæan rocks have retained their position more distinctly than any of the series of rocks which overlie them. During the cooling of the earth's crust, which has gone on since the Cambrian rocks were deposited on the floor of the ancient ocean, and by the repeated intrusion of masses of granite, trap and other igneous rocks, the Cambrian slate rocks were thrown against the older rocks and subjected to great pressure, which has been continued for a long period of time; the effect of this is now seen in the peculiar construction of the slates; this pressure has, it is thought, brought about the peculiar property of slate, of cleaving into thin sheets or plates. The pressures acting on the particles of the clay originally deposited as a soft plastic mass causes them to lie parallel to one another and thus to produce this cleavage property. Unless the rocks had been subjected to this pressure, they would not have broken up into plates. The strata of the slate rocks are found in large folds and convolutions, and the plane of cleavage is found to lie parallel to the axis of these folds. When the slate rocks are examined under the microscope, it is seen that their particles lie with their flat surfaces perpendicular to the direction in which the pressure was exerted. The cleavage into thin plates is most readily done soon after the mass of slate has been quarried; the longer it is exposed to the action of the weather the more difficult does it become to split it.

The materials from which the slate rocks are derived are those of common clay, silica and alumina, derived by the weathering of older rocks situated on a continent that existed, in former days, to the northwest, and these materials were carried down by rivers flowing from this continent to an ancient ocean covering the spot where the slates are now found. In the mutations of changes of the earth's crust the

# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

continent has sunk and become covered by the present ocean, while the bed of the ancient sea has been raised up into the present dry land. There are some chemical differences between different masses of slate rocks, and it is these differences to which one must look to account for differences of color and for the different wearing qualities of various slates.

### An Entering Wedge.

In the course of a recent lecture in Hartford, Conn., on "The Making of a Newspaper," Charles Hopkins Clark, of the *Courant*, said:

"How are you going to get at the public? Mail them circulars, and the waste baskets in 10,000 homes give each a weary yawn, and the circular disappears unread. Call upon people and explain the merits of your wares? The sign 'Our busy day' hangs in business offices; in private houses you must ring the bell. Oftenest you are turned away. If you get in by any shrewd excuse you cannot go beyond the hall or reception room. You are quietly watched here in the interest of overcoats and umbrellas. But put a cleverly-worded advertisement of these wares into a newspaper that has an established circulation in the city's homes and business houses and see what happens. You couldn't get in there yourself, but your advertisement is there on the breakfast table, in the library, in the parlor, in the sewing room; and, when everybody is inquiring for the paper, which can't be found, it is very likely doing duty on the quiet in the kitchen. It is all over the house and wanted there. You were not. Similarly, at the office, it is read and re-read, and part of the use of the 'This is our busy day' sign is to get a chance to read the papers. And it is interesting to note that the advertisement has another than a commercial use. It is printed for business purposes pure and simple; but, after it has served its day, it takes its place in the picture of the life of the times. Back a hundred years or more in our files the advertisements are really more interesting than the news, so-called."

### Origin of the Follow Up System.

I know a very successful merchant, living in a country town, who did very little newspaper advertising, but who built up a trade extending for many miles around that was as loyal to him as the congregation of a minister. Twice every year he sent out letters, written in long hand, inviting farmers' wives, especially, to call and examine new samples of calico, muslins, etc., which he inclosed in the letters. These were written by his clerks during spare hours. He ran his store the same way that the captain runs his ship. He never allowed idleness anywhere, and when a clerk was not waiting on customers, he or she had pen and ink and paper and was writing a letter. Very few of the recipients ever guessed that this letter was not written by the head of the store himself. They were invited to call and they were given actual samples of goods, which were marked at an exceedingly low price. The impression made on their minds that they had been specially sought out and invited to visit so well known and successful a merchant was very gratifying to them and established a cordial relation toward him and his store.—*Exchange*.

### Trade Paper Advertising.

Those who occupy space in the advertising pages of the trade papers should be credited with a desire to get some return for the money invested in that way. Certainly a good trade paper is a valuable medium of communication between manufacturer and retailer, and if proper attention is given to the advertising results should follow.

A trade paper, carefully edited and containing reading matter of interest to those in the trade to which it is devoted, is sure to have a choice circulation—small in number perhaps, but large in influence, reaching every live dealer, those who keep up with the times and are successful business men.

Such men in their endeavor to reach and hold leading positions in the business race are careful readers of these trade papers; they do not confine their reading to the editorials and news columns, but scan the advertising pages with the idea of learning what they can of the goods offered for sale.

It is important that more than the name, address and a list of goods appear in these advertisements; this point has been stated and emphasized more than once. The advertisements should contain something of interest to the dealer, told in a way that will impress him that the goods should be on his shelves and induce him to order at the first opportunity. It is just as important that a trade paper advertisement be carefully written and attractively displayed as it is that the ad of the department store be readable.

The advertiser in a trade paper should describe his wares, explain in detail their good points and present reasons why they are desirable goods for the retailer to carry in stock. He should suggest how the different articles can be displayed to advantage and give methods of successfully retailing the goods. If he is a general advertiser he should explain how his advertising in the magazines and similar mediums helps the retailer by stimulating the demand for his goods and making them more widely known.

It is neither necessary nor desirable to crowd into one advertisement all the points and suggestions just referred to, but better to select one feature and describe it in detail, briefly mentioning other points, then in the next issue bring out another feature or outline a selling plan, and so on, varying the advertisements in each issue of the paper. In this way the interest of the readers is kept up and the advertising will prove effective and produce results.—J. FRED WRIGHT, in *Printers Ink*.

### England's First Lifeboat.

The question of a life-saving boat was first discussed in the year 1789, at the little shipping town of South Shields, says the *London Mail*.

There have been many so-called inventors of the lifeboat, but the question was settled satisfactorily some years ago, and the honor given to William Wouldhave, described by a friend as a "tall, uncouth, enthusiastic man."

It was owing to the loss of the brig *Adventure*, of Newcastle, at the mouth of the Tyne, in the month of September, 1789, with the loss of all hands—the men dropping from the rigging exhausted by the cold and fatigue, and witnessed by thousands on shore, all powerless to give the least assistance—this "having followed several dreadful casualties, that a

determination was formed to try to lessen the risk incurred by vessels, British or foreign, attempting to enter the Tyne in rough weather."

The first to move in the matter was a Justice of the Peace, Nicholas Fairles, assisted by several other Shields gentlemen.

A public meeting was called, and the whole question discussed, with the result that prizes were offered for the best invention of a lifeboat. But of all the models entered for the competition, none satisfied the committee. A model entered by a boatbuilder—Henry Greathead by name—was considered quite useless, and another model of tin, the idea of Wouldhave, was ridiculed.

"So you pretend to make a lifeboat?" said one of the judges. "What advantages do you say this thing possesses?"

"Well," was the reply, "I say it will neither sink nor go to pieces, nor lie bottom up. Will any of yours do as much?" But the others were far from being convinced. The two guineas that were offered Wouldhave were contemptuously refused.

### Cast Steel.

"From the earliest times up to the middle of the eighteenth century the only method by which steel was made was by heating wrought iron in close contact with charcoal or some carbonaceous material," says the *International Monthly*. "In 1741, Daniel Huntsman, a clockmaker of Handsworth, near Sheffield, England, made practicable a process of making cast steel in small crucibles. At first the contents of the different crucibles were not sufficiently uniform in composition to allow of mixing, and the size of steel castings or forgings was limited to the amount of steel contained in one crucible. Later, however, as skill in refining became more expert, the contents of many crucibles were poured into a ladle and the resultant mixture cast into molds of suitable shape for use in the trades. The most successful pioneer in developing the crucible steel industry was Alfred Krupp, of Essen, Germany, who, with his descendants, have always led their competitors in the size and excellence of castings and forgings of this metal. At the International Exhibition in London in 1851, this manufacturer exhibited a cast-steel ingot weighing two and one-quarter tons, this being by far the largest steel casting made up to that time. He progressed rapidly after this, and at successive world's expositions—at Paris in 1855, at London in 1862, at Paris again in 1867 and at Vienna in 1873—exhibited ingots weighing respectively ten, twenty, forty and fifty-two and one-half tons. Since then the weights of ingots at these works have nearly doubled the amount last mentioned. When it is borne in mind that the contents of over 4,000 crucibles are necessary to furnish the metal for these largest ingots, the great skill attained in the manipulation of material and men will be appreciated."

### Origin of the Tinplate Industry.

The tinplate industry is said to have been introduced into Wales by Capel Hanbury, ancestor of Major Hanbury-Leigh, of Pontypool Park. In early life he had traveled in Norway and Sweden, where the iron industry was then in a more advanced stage than in this country. A method of rolling the iron into large plates, which were used as the roofs of houses, had been in existence there for some time. Roller mills were in existence in Wales, but not of the kind used in Norway, and on his return to this country, Capel Hanbury leased a large tract of land at Pontypool from the Earl of Abergavenny for 99 years, and then had set up roller mills in connection with his furnaces, and these were an improvement on those of Norway. These mills rolled plates much thinner than those of Norway, and in time the black plate was introduced, then coated with tin, and the root of the tinplate trade commenced here. Mr. Hanbury is said to have been the first maker of tinplates in Glamorganshire. He was a man of keen observation, and, while up to this time bars, etc., were obtained by hammering, he showed that it was quite possible to turn iron, as well as wood, provided that the instruments used were harder than those of ordinary iron.—*Iron and Coal Trades Review*.

### THE JANESVILLE HAY TOOL CO.,

Janesville, Wis., begs to inform its numerous patrons, that subsequent to date of August 17th, its headquarters will be in Chicago. The very satisfactory growth of the business during the past year, coupled with the belief that we can better subserve our mutual interests by being in the center of trade activity, prompts us to the change. Low prices, quick shipment, and careful attention to business generally, has gained for us many new friends, and we beg to assure the trade at large that the utmost endeavor will be made to merit a continuance of their valued patronage. Wait for our salesmen.

"CHICAGO ADDRESS,"

JANESVILLE HAY TOOL CO.,  
122 LAKE ST., CHICAGO, ILL.



### WE ARE THE INVENTORS OF THE CAULKING MALLETS

NOW USED IN ALL THE SHIP YARDS OF THE WORLD.

We make Mallets and Handles of all descriptions. This is our specialty. Illustrated Price List and Catalogue mailed upon application.

N. Y. Mallet & Handle Works,  
Established 1845.

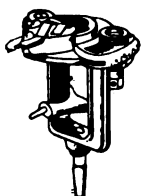
454 E. HOUSTON ST., NEW YORK, U. S. A.

The Only First Hand Source of

**GENUINE  
MARTY  
TRAPS**



Is with  
**BURDITT & WILLIAMS CO.,**  
Sole Importers. BOSTON, MASS.



**Hibbard Improved Adjustable Mollow Auger, Riveted Steel Jaws, Cuts all new tenets from 1/4 to 1 1/4 inches. Made of best material. We also manufacture Spoke Pointers and Shavers. Write for Prices and Illustrated Catalogue. 25 years' experience in the business.**

**C. B. Hibbard Mfg. Co.**  
Sole Makers,  
GRAND RAPIDS, MICH.

## JUST A LITTLE HIGHER



In price, but so much

## HIGHER IN QUALITY

that the great majority of dealers prefer to sell

**CALDWELL .. ..  
SASH BALANCES**

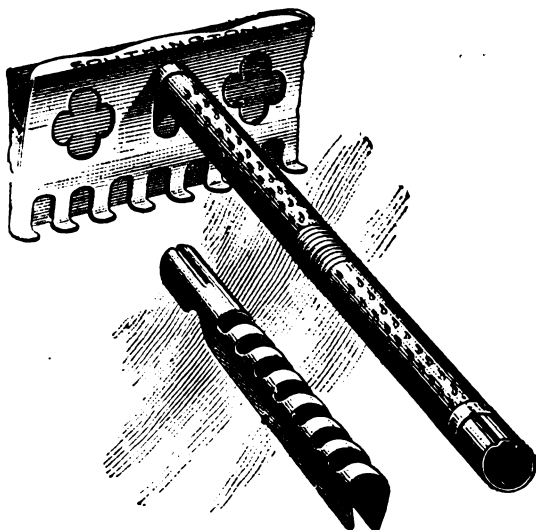
They can recommend them with clear conscience. Write for catalog. .. ..

**Caldwell Mfg. Co.,**

4 JONES ST., ROCHESTER, N. Y.



# OUR LATEST and GREATEST PRODUCTION The Crescent Safety Razor.



Full size of Razor ready for use.



Full Size of Case, 2 3-16 x 1 1-4 x 1-2 in.  
Weight 1 1-2 oz.

## SOUTHINGTON CUTLERY CO.,

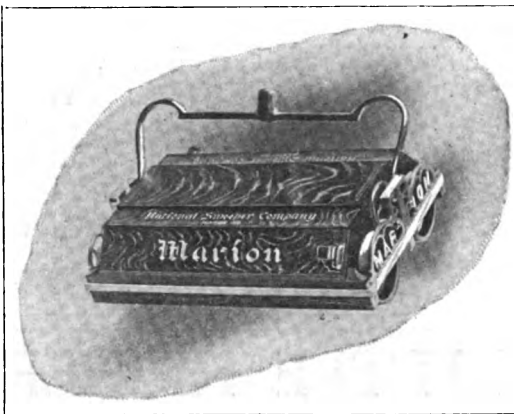
SOUTHINGTON, CONN., U. S. A.

New York Office, 98 Chambers Street.

Send for Circular.

## THE "NATIONAL" LINE OF CARPET SWEEPERS

ARE THE BEST SWEEPERS MADE



A FACT THAT MEANS SOMETHING

IF you have have not seen the line it will pay you to send for our catalogue and prices. We have more down-to-date features and a larger assortment of special finishes to select from than any other line made. Our prices will permit you to make greater profits than you have heretofore.

### Our "Roller Bearing" Carpet Sweepers

with the new style trimmings and our line of TOY SWEEPERS can be shipped promptly.

Write for our *Special Fall Offer*. We are making the greatest inducements ever made for Fall business.

**National Sweeper Co.,** 1703 Parks St.,  
MARION, INDIANA.  
WE MAKE CLOTHES WRINGERS TOO.

ALL  
THE NEWS.

## HARDWARE

HARDWARE  
EXCLUSIVELY.

The name of the only Hardware Trade Journal in America with the motto "All the News; Hardware Exclusively."

It is published on the 10th and 25th of each month, which is as often as any dealer desires to receive a trade paper which he intends to read.

Has tabulated records of all new firms and companies and their various changes in the manufacturing line. All the new stores and business news among the jobbers and retailers of the country; with a Bicycle and Sporting Goods Record covering the changes daily occurring in that important line.

For the benefit of the retail dealer it has a "Prices Current" in every issue covering 32 columns of its pages. A careful consideration given to this department of the paper may save many dollars to its subscribers.

It offers to the advertisers advantages possessed by but few of its competitors in its legitimate field. In addition to foreign circulation, embracing 74 countries besides our own, it reaches within the limit of the United States every State and Territory, where trade and traffic have a foothold.

It has just completed its twentieth volume and is consequently in no experimental stage, waiting to establish a subscription list.

**HARDWARE'S** rate card is based on actual value. It is a paper for the Hardwareman, possessing the respect of the trade, the confidence of its patrons, the thanks of its subscribers and the courage of its convictions.

PUBLISHED BY

**THE HARDWARE PUBLISHING CO.,**

275 Broadway, New York.

PRICE \$1.00 PER YEAR FOR 24 ISSUES.

**"Cheaper than a Candle"**

**THE IMPROVED**

# Welsbach HYDRO-CARBON Lamp

Gives a light equal to

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THE ONLY GASOLINE LAMP HANDLED EXTENSIVELY BY THE TRADE

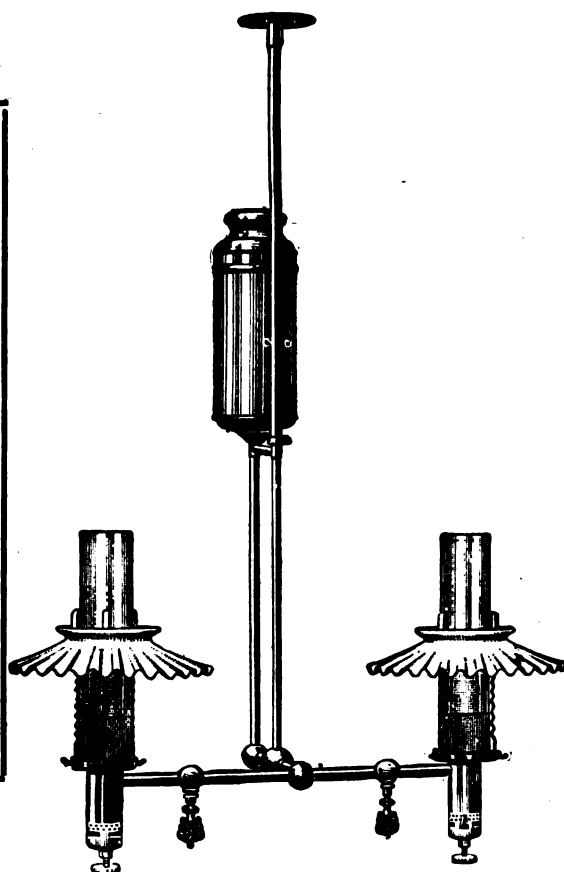
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14 different patterns

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ST. PAUL

SAN FRANCISCO  
WASHINGTON

## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### Incorporations, New Stores, etc.

Ashtabula, O.—Another Hardware store has been opened at the Harbor under the firm name of Mack & King. The new firm is composed of two well-known business men, L. Mack and M. B. King. Their store is located in Mr. Mack's building at 127 and 129 Bridge Street.

Charleston, S. C.—The Coleman-Wagner Hardware Co. has been organized for the purpose of conducting a general Hardware business. The company will be capitalized at \$60,000, and the amount has already been subscribed.

Florence, S. C.—A commission for a charter has been issued to the Florence Hardware Co. The capital stock of the company is to be \$25,000. The officers of the company are M. Bonniott, president; W. W. Watt, vice-president, and A. W. Welling, secretary and treasurer.

Medford, Okla.—H. M. Stewart.

Natick, Mass.—The business of W. D. Parlin has been incorporated into a stock company with a capital of \$40,000, and will hereafter be known as the W. D. Parlin Hardware Co. The new corporation has the following officers: W. D. Parlin, president; Lloyd Brown, treasurer; Richard Foley, clerk; Priscilla Pratt, cashier.

No. Baltimore, O.—Brewster & Rogers, the Southside Hardware dealers, have been granted incorporation papers with a capital stock of \$10,000.

Sioux Falls, S. D.—Articles of incorporation have been filed for the Sioux Falls Hardware Co., with a capital of \$75,000. Incorporators, R. K. Rebok, Charles D. Bower and M. R. Kenefick.

Springfield, Mo.—Rogers & Baldwin Hardware Co.; capital stock, \$150,000. Incorporators, A. A. Baldwin, Lucy I. Rogers, O. W. Waller et al.

Springfield, O.—John Hugel, with the Springfield Hardware Co., and Ed. Heiserman, a traveling salesman, will open a new Hardware store in a few weeks.

### Changes and Improvements.

Campello, Mass.—Wilfred Keith has closed his Hardware store in Keith block.

Catskill, N. Y.—J. H. Wilkinson has purchased the stock and business of the Russ & Beach Hardware store at the corner of Main and Church Streets.

Chicago, Ill.—Another \$500,000 warehouse is being planned by Frost & Granger for Hibbard, Spencer, Bartlett & Co. It will stand in North Water Street, just east of St. Clair Street. It is to be ten stories high and of steel construction, with pressed brick fronts. The ground dimensions are to be 125 by 420 feet.

Detroit, Mich.—Notice has been filed with the County Clerk that the capital

stock of the Fletcher Hardware Co. has been increased from \$150,000 to \$200,000.

Fairmont, W. Va.—Marvin D. Boland has purchased a share in the Hardware stock of Hodd & Clelland and will be found there hereafter.

Greeley, Neb.—M. Murphy is erecting a large Hardware store 50x100 in the place occupied by him before the recent fire.

Greensburg, Pa.—The firm of Temple & Son have begun the work on a new addition to their Hardware store.

High Springs, Fla.—E. K. Anderson has purchased the stock of groceries and Hardware of Robinson & Co., and will hereafter run the business.

Kalamazoo, Mich.—George Sperry, who has purchased the Hardware stock of Charles Schau in the Auditorium Building, has removed from Chicago to this city to reside.

Marshalltown, Ia.—William Furbush, of Chicago, has bought the Loree Hardware store and expects to re-open it to the public in a short time.

### Embarrassments.

Brightwood, Mass.—The Stebbins Mfg. Co. has made an assignment.

Ottawa, Ill.—The store of Armstrong & Mitchell has been closed on a chattel mortgage held by P. G. Schoch for \$150. Armstrong & Mitchell conducted a Hardware, farming implement and bicycle store in the Colwell block on La Salle Street.

Perrysville, Ohio.—John G. D. Tucker's Hardware and implement store has been placed in the hands of J. W. Mykrantz as receiver. Assets, \$4,100; liabilities, \$3,400.

Shippensburg, Pa.—William A. Cox, for many years the leading Hardware merchant of Shippensburg, has made an assignment for the benefit of creditors.

Syracuse, N. Y.—Henry King, who conducts a general Hardware store and tin shop, has made a general assignment to Fred W. Hammond, of 703 Tallman Street, for the satisfaction of his creditors.

Tivoli, N. Y.—Charles H. Morgan has been declared a voluntary bankrupt. His assets are nothing, while his liabilities are \$1,600. Mr. Morgan was a Hardware dealer.

### Recent Fires.

Birmingham, Ala.—The warehouse of the Moore & Handley Hardware Co., on Morris Avenue, near Seventeenth Street, caught fire recently, and was damaged to the amount of about \$200.

Blaine, Me.—Geo. W. Young. Loss, \$6,500.

Boonville, Mo.—Joseph Leiber. Loss, \$12,000; insurance, \$500.

Camden, N. Y.—Smith & Becker.

Colebrook, N. H.—Colebrook Hardware Co.

Dallas Center, Ia.—Grant McLain. Insured.

Dansville, N. Y.—Geo. W. Peck Co.

Decatur, Ill.—Fire was discovered recently in the Decatur gun store. The place was filled with fireworks and other highly inflammable material, and although the fire department responded quickly, the entire interior was gutted before the firemen could get water on the flames. The stock was valued at \$17,000, and the insurance is about 80 per cent. of that amount. The building was badly damaged, but is fully insured.

Edwardsville, Ill.—D. A. Keller & Co. Loss, \$15,000.

Enid, Okla.—Gensman Bros. Loss, \$35,000; insurance, \$10,000.

Gananoque, Canada—J. Brathwaite. Loss, \$5,000; fully insured.

Garrett, Ind.—Teeters & Little. Loss, \$25,000.

Hampton, Neb.—C. Newman.

Jeromeville, O.—Kahie & Ewing.

Lincoln, Neb.—W. H. Ward.

Lone Rock, Wis.—O. Beckwith. Loss, \$6,000; insurance, \$2,500.

Nesquehoning, Pa.—William H. Bond's Hardware store has been destroyed by fire, the loss being \$2,000.

Oakland, I. T.—L. B. Huntley. Insured for \$2,000.

Ottawa, Ont.—W. Howe. Partially insured.

Riceville, Ia.—Hancock's Hardware store. Small insurance.

Ripon, Wis.—L. G. Bartlett. Loss, \$600. fully insured.

Rosalia, Wash.—D. F. Anderson & Son. Loss, 15,000; insurance, \$8,500.

Seattle, Wash.—N. H. Thedinga. Insured.

Wickliffe, Ky.—Prentice & Co. Loss, \$4,000; partially insured.

### Burglaries.

Baltimore, Md.—John W. Russell, 2220 Boston Street. Loss, \$75.

Buffalo, N. Y.—John F. Smith, 360 Broadway.

Carlisle, Pa.—Thos. E. Myers & Co. Loss, \$85.

Chicago, Ill.—Van Denberg & Pronger, Vermont Street and Western Avenue. Cutlery.

Durham, N. C.—A. E. Lloyd & Co. Revolvers and cutlery.

Philadelphia, Pa.—Carl Snyder, 127 S. 10th Street. Loss, \$375.

Table Rock, Neb.—A. R. Kovanda. Pocket knives and razors.

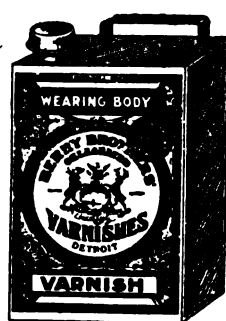
Tamaqua, Pa.—Beddall & Short. Loss, \$100.

Toledo, O.—Neipp & Emmert, Door Street and Collingwood Avenue. Revolvers, etc.

Toledo, O.—Shieffly & Burdick, 2011 Adams Street. Cutlery.

Turner's Falls, Mass.—F. I. Webster. Small loss.





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**You may be sure**

**they are the best made.**

**CARRIAGE VARNISHES,  
RAILWAY VARNISHES,  
PIANO VARNISHES,  
WOOD FINISHES**

VARNISHES AND JAPANS OF ALL GRADES, AND FOR EVERY USE KNOWN.

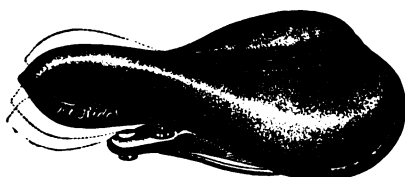
## BERRY BROTHERS LTD.

NEW YORK, 252 PEARL ST., BOSTON, 520 ATLANTIC AVE., BALTIMORE, 22 E. LOMBARD ST.,  
PHILADELPHIA, 26 & 28 N. FOURTH ST., CHICAGO, 15 & 17 LAKE ST., CINCINNATI, 304 MAIN ST.,  
ST. LOUIS, 112 FOURTH ST., SAN FRANCISCO, 12 FRONT ST.

**FACTORY & MAIN OFFICE, DETROIT.**

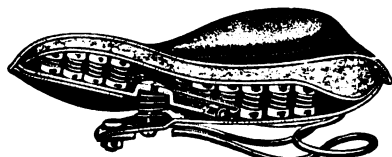
**IF YOU HANDLE VARNISH IT WILL PAY YOU TO DROP US A LINE.**

## "THE RIDER"



The Only Bicycle Seat made that is Absolutely Comfortable and Durable.

In the "Rider" Saddle we have all the objectionable features eliminated. Its unique features are its *upholstered seat* and *adjustable nose*.



"Its Nose is Adjustable, Soft and Flexible," Hence impossible to hurt or injure.

**THE PRICE WILL SURPRISE YOU.**

Ask about it.

MADE BY

**RIDER SADDLE CO.**

194 Grand River Ave.,  
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**MUTILATE**  
your papers  
with pins  
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ers but use  
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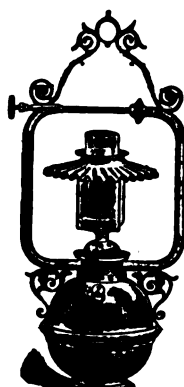


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PAPER CLIP.**

Only satisfactory device for the temporary attachment of all kinds of papers. Quickly applied and removed. Adopted by leading corporations as being without an equal. Samples free.

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## THE NULITE

750 Candle Power

### ARC ILLUMINATORS

Produce the Finest Artificial Light in the World.

Superior to Electricity or Gas. Cheaper than Kerosene Oil.

NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.

*They are Portable. Place them anywhere.*

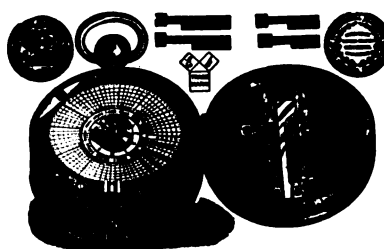
Table Lamps, Pendants, Wall Lamps, Chandeliers, Street Lamps, etc.

They sell at sight. Big discounts to Hardware men. Write for Catalog and Prices.

**CHICAGO SOLAR LIGHT CO.** 81 Fifth Ave., CHICAGO.



Outdoor.



**STANDARD OF THE WORLD.**—Awarded 13 Medals for PORTABILITY, SECURITY and GENERAL ADAPTATION for purposes intended.

Endorsed by fire underwriters everywhere. Reduces rate of insurance.

Used exclusively U. S. Life Saving Service, Railroads, Mines, Hospitals, Institutions, Banks, Breweries, Express Companies, Refineries, Hotels, Residences, Factories, Stores, etc. Compels the watchman to make systematic visits to every part of your property, and records his exact whereabouts during the entire night.

Write for Catalogue and Special Prices to Dept. C.

**E. IMHAUSER & CO.,** 206 Broadway, New York.

## "WILLOUGHBY" COKE AND COTTON SEED FORKS.

Are made exclusively from highest grade crucible steel manufactured expressly for our requirements.



Using only *High Grades* of Steel manipulated by the most approved methods and machinery, and by skillful workmen, we stand pledged to a high standard of excellence in all our various products.

Ask for catalogue and prices—they are interesting.

**THE WILLOUGHBY FORK & MFG. CO.**

Willoughby, Ohio.

## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Incorporations, Etc.

Albion, Mich.—The Albion Windmill & Implement Co. is to be reorganized immediately, with larger capital stock, and a gasoline engine added to its list of manufactures. The patents on the latter are held by James H. Cook, of Homer, who will probably be general manager of the reorganized company.

Chicago, Ill.—Jones & Dommersnas Co., capital, \$2,500; manufacturing mechanics' tools, etc.; incorporators, J. P. Dommersnas, J. A. Burch, J. J. Neiger.

Frankfort, Ky.—The Time Saving Scale Co., of Louisville, capital, \$2,500, has filed articles of incorporation.

Frederick, Md.—The Maryland Shovel Plow and Tool Co. has been organized and articles filed with the Circuit Court. The incorporators are Francis Albert, C. R. Yohn, W. W. Albert, Francis A. Albert, of Baltimore; T. H. Rose, of New York; George W. Biser, Henry M. Ruppenthal, Gragory Ruppenthal, of West Virginia; W. F. Steiner, George T. Steiner, Jefferson and Jacob Rohrback, of Frederick. The incorporators, with the exception of Mr. Rohrback, whose place is filled by Jacob Smith, are the directors for the first year. The capital stock of the company is \$50,000. They organized by electing these officers: George W. Biser, Berkeley Springs, W. Va., president; William F. Steiner, Jefferson, vice-president; Francis Albert, Baltimore, secretary; George T. Steiner, Jefferson, treasurer; Francis Augustus Albert, Baltimore, manager. The company proposes to establish a factory in Jefferson, near Steiner's Mill, and will use water power to operate the plant.

Geneva, Ill.—The Wheeler Co. has been licensed to incorporate, its capital stock being \$20,000. J. N. Wheeler, William Gaylord and F. B. Wheeler are the incorporators. J. N. Wheeler has for some years been engaged in manufacturing window screens, etc.

Lancaster, Pa.—The charter of the Chase Co. has been received in the recorder's office. The company will manufacture a patent machinery belt fastener and other articles in the small Hardware line. The directors are Daniel Chase, John J. and H. B. Cochran.

Lockport, N. Y.—Merritt Mfg. Co. to manufacture tools and machinery; capital, \$20,000. Directors, L. G. Merritt, H. M. Merritt and Joseph Dussaule, Lockport.

Los Angeles, Cal.—The Los Angeles Stove and Mfg. Co. has incorporated with a capital stock of \$25,000. The directors are E. H. Knapp, W. F. Giles, J. M. Mer-

ritt, Geo. S. Porter, Jr., and M. E. Porter, all of Los Angeles.

New York, N. Y.—Empire Pneumatic Tool Co. Capital, \$10,000; directors, J. W. Birkenstock and P. A. Gage, of New York City, and Lincoln Pierce, of Pelham.

Portland, Me.—The Diamond Extension Ladder Co. has been organized for the purpose of manufacturing ladders, clothes dryers, painters' and masons' articles, with \$10,000 capital stock, of which \$30 is paid in. The officers are: President, Chas. W. Noyes, of Melrose, Mass.; treasurer, Wallace H. Jose, of Boston.

Quincy, Ill.—The Excelsior Stove Co. is to erect an addition to its present plant.

Quincy, Ill.—The Quincy Stove Mfg. Co. has recently increased its capital stock to \$75,000, and will put in a fine nickel-plating works in connection with the foundry.

Reading, Pa.—The Manufacturers' Tool Works, a new industry occupying the second floor of 316 Maple Street, has been started by George J. Knaut and H. V. Ruth, both practical mechanics. They have equipped their plant with modern machinery and are busy on a general line of tool and die work. Additional machinery will shortly be added and more hands employed.

Syracuse, N. Y.—The Walsh Last Block Fastener Co. has been incorporated in this city. The capital stock is \$6,000, with the following directors: John P. Walsh, William E. Hopkins and William K. Niver.

Trenton, N. J.—Clipper Lawn Mower Co. has incorporated. Capital stock, \$150,000. R. K. Ortt, Norristown, Pa., J. W. Avery, New York, and H. G. C. Thornton, Cranford, incorporators.

Waukesha, Wis.—Two new manufacturing industries have been started in Waukesha, and both are now in operation. Dent & Swaggert Mfg. Co. makes a patent clutch monkey wrench and a spring oscillating bearing for sewing machine treadles. The other firm is the Jones Mfg. Co., which came here from Janesville. Several patented articles are being built by this firm, the chief one being the Jones stake and wagon-box iron and fittings for whiffletrees, neckyokes and harnesses.

### Changes and Improvements.

Ashland City, Tenn.—E. D. Lewis will remove his ax-handle factory from the Thirteenth District of this county to some point in Stewart County.

Chicago, Ill.—Chicago Hardware Foundry Co.; capital stock increased from \$30,000 to \$65,000.

Grand Rapids, Mich.—Grand Rapids is about to lose one of its machine-making industries, the proprietors of both the Valley City Machine Works and the Western Machine Tool Works having decided to move the plant of the latter company to Holland. The concern which will go to Holland is

that branch of the business devoted to the manufacture of iron working machinery, making radial drilling machines of various sizes, ranging in weight from 8,000 pounds up, horizontal boring machines of about the same sizes, and other iron working machinery incident thereto.

Janesville, Wis.—The Janesville Hay Tool Co., one of the leading industries of this city, will remove to Chicago.

Lowell, Mass.—The Fifield Tool Co., at a meeting of its stockholders, voted not to rebuild its plant destroyed by fire last Spring, but to go out of business. The affairs of the concern will be carefully investigated by a committee. The capital stock is \$150,000. It had been engaged since 1894 in the manufacture of machinery.

Montello, Mass.—Henry T. Anglim has sold to Geo. A. Carter a large tract of land on Spark and Intervale Streets, and Mr. Carter will immediately erect a modern tack factory, of mill construction, 35 by 160 feet, on a portion of the property. Mr. Carter expects to get into the new factory by Sept. 15th. The land purchased is 300 by 160 feet. In addition to Mr. Carter's large tack business, his Boston business of manufacturing taps will be moved to this city.

Niagara Falls, N. Y.—The Oneida Community is removing its chain manufacturing plant from Niagara Falls to Sherrill, a community manufacturing village in the town of Vernon. About 100 hands will be employed at the plant.

Pittsburgh, Pa.—The Riter-Conley Mfg. Co. has purchased 50 acres of land from the Economites, situated on the Ohio River just below Leetsdale, for \$45,000. The purchasers will erect on the site a bolt works, which will employ between 200 and 300 men.

Plainfield, N. J.—Improvements on a large scale are shortly to be made at the Pond Tool Works, and when completed, the already big plant will be greatly improved in appearance and the facilities much increased. It is intended to commence the construction work in the near future, and no time will be lost in finishing the job.


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in all countries. Also trade  
marks and copyrights.

## DAVIS & DAVIS

ATTORNEYS-AT-LAW.  
WASHINGTON, D. C.  
St. Paul Building, NEW YORK.

QUALITY IN EVERY WAY THE BEST

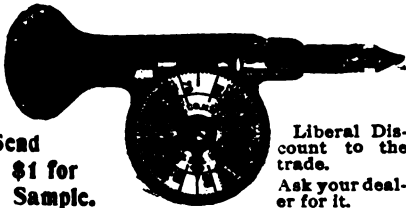


DEWITT SOLVAY LA FRANCE ROSE

**M.S. BENEDICT MFG CO.**  
FACTORY EAST SYRACUSE, N.Y.  
109 WABASH AVE. CHICAGO ILL. 409 BROADWAY N.Y.  
**SILVER PLATED WARE.**

**TABOR STOP MOTION COUNTER.**

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . .



Send  
\$1 for  
Sample.

Liberal Dis-  
count to the  
trade.  
Ask your deal-  
er for it.

**The Tabor Revolution Counter,**  
Elizabeth, N. J.

**SOMETHING NEW**


**"STANDARD" BALL-BEARING  
PHILADELPHIA CASTERS.**

Samples and Catalogue free.

**Standard Caster & Wheel Co.,**  
312-326 East 23d St., New York.



**F. E. MYERS & BRO., Ashland, O.**

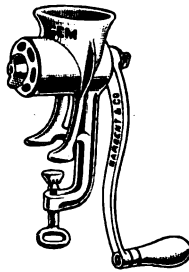


**STORE  
LADDERS**

NOISELESS.  
CUSHION TIRE.  
Best and Most Com-  
plete in the Market.  
Write for Descriptive  
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MFRS.  
Pumps, Hay Tools,  
Barn Door Hangers,  
&c. Largest and  
Best Line in the World

# A Meat Cutter



The Gem cuts meat—in fact it is a first-class meat cutter. It cuts meat, both raw and cooked ; it cuts in pieces of uniform size ; it cuts quickly and easily ; it cuts—does not tear, squeeze or grind.

## A Food Chopper

It chops vegetables, fruit, bread, crackers, cheese, nuts and many other ingredients that are used in the kitchen every day. A house-keeper will find the Gem exceedingly useful.

**To sell the Gem** get a supply of the printed matter we furnish and distribute it among the housekeepers of your section and at the same time use in your local papers the electrotyped advertisements we will gladly supply. Or have a house-to-house canvass made by a competent representative—one who can demonstrate to the housekeeper in her own kitchen that she needs the Gem. Or have an exhibit and demonstration at the County Fair soon to be held and give out printed matter to every one. Then have an occasional window display of the Gem, use freely the attractive show cards packed with each half dozen, and remember that the Gem has steel cutters that cannot break.

**SARGENT & COMPANY, Manufacturers,**

New Haven, Conn.

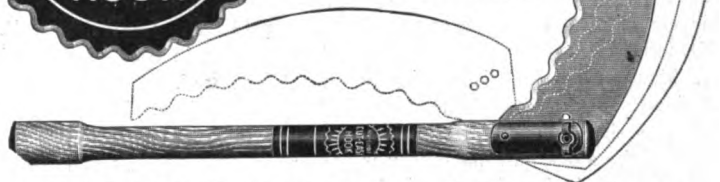
New York.

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Boston.



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IT'S SINUOUS.  
IT'S BEVELED.  
IT'S SHARP.



**FOR CORN, TOBACCO, HEDGES, Etc.**

**The Iowa Farming Tool Co.,** ....MAKERS.... FORT MADISON, IOWA.

**THE TORRENT  
PURIFYING PUMP**

EXCELS IN THE FOLLOWING POINTS:

Greatest Capacity. Stoneware Weight Wheel. Straight-Delivery Spout. Close-Link Chain. Non-Freezing. Always Ready for Use.	Every Part Strong and Durable. No Packing or Priming. Nothing to Rot or Rust. Saves Its Cost in Doctor Bills. Easy to Set Up and Operate. No Wigglers or Disease Germs.
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**THE TORRENT PUMP & FENOE CO., Cleveland, O.**

**THE WALLACE BARNES CO.,**  
BRISTOL, CONN., U. S. A.

Manufacturers of **SMALL SPRINGS** of every description; and dealers in **WIRE and COLD ROLLED STEEL.**

ESTABLISHED 1857.



## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Caldwell, N. Y.—Wm. Morgan has opened a bicycle repair shop.

New York, N. Y.—Wilson Bros., 2083 Eighth Avenue.

Paw Paw, Mich.—Alva Norwood.

Roanoke, Ala.—Charles E. Tucker, repairing.

South Paris, Me.—Herrick Bros., repairing.

Wakefield, R. I.—H. S. Clarke, Clarke Block.

Wilmington, Del.—L. D. Kemp, formerly of Philadelphia, has formed a partnership with Albert E. McDaniel, at 1011 Market Street.

### Changes and Improvements.

Bowling Green, Ky.—The Allman Gear Co., of Huntington, Ind., is thinking of locating a factory here. They will manufacture bicycle supplies, and expect from the start to give employment to seventy-five skilled laborers.

Buffalo, N. Y.—John T. Finn and Alfred J. Chretien, composing the firm of Finn & Chretien, have sold out their stock of bicycles and bicycle supplies at 625 Main Street to Annie Krumholz.

Chicopee, Mass.—The American Bicycle Co. has decided to close its plant at the Falls, which was shut down in the Spring. An inventory of the stock and machinery is now being taken and the charge of the plant will be turned over to F. C. Breakspear.

Coldwater, Mich.—Shugers Cycle Co., Geo. Shugers retires, and Frank Shugers will continue business under same name.

Dayton, O.—Joseph A. Wortman, receiver in the case of Earl H. Kiser against R. H. Croninger, has sold to Niehaus & Dohse, property of the partnership, consisting of guns, athletic and sporting goods, cameras, fishing tackle, etc., for \$1,710. The appraised value of these goods was \$2,522.67.

Ivoryton, Conn.—Bushnell & Behrens succeed Clarence Bushnell.

Keene, N. H.—The Wilkins Toy Co. has purchased stock of A. J. Sweeney.

Leavenworth, Kan.—E. N. Woodruff, of Allegheny City, Pa., has purchased the gun and sporting goods store, formerly owned by W. W. Carney, and will assume possession of the store at once. Mr. Woodruff has already moved to Leavenworth and has settled here permanently.

Lorraine, N. Y.—Supt. O. L. Shelmidine is erecting a large building to be used for the bicycle department of his business.

Mankato, Minn.—Gormer Jones succeeds Owen & Jones, Edgar Owen retiring.

Marshall, Mich.—The old plant of the Royal Cycle Works, is now being operated by a concern which turns out fly killers.

Reading, Pa.—Contractor L. H. Focht has been awarded the contract to build an addition, two stories high and 24 by 54 feet in dimensions to the brick plant of the Reading Cycle Mfg. Co., at Tenth and Bern Streets.

Torrington, Conn.—The Miller Mfg. Co. was recently sold by the trustee, C. S. Dike-man. The company made the Arc bicycle lamp and was supposed to be doing a good business.

Versailles, O.—Jos. Manier, Jr., succeeds Manier & Pequignot.

Westfield, N. J.—William P. Scriven, who has been in the bicycle business since 1895, has retired.

Westfield, Mass.—Work has started up much earlier than usual in the season at the American Bicycle Co.'s local plant and fully 350 men are employed in the manufacturing department, and between 30 and 40 in the Cleveland sales department.

Windsor Locks, Conn.—W. J. Miller succeeds F. L. Harvey.

### Recent Embarrassments.

Bridgeport, Conn.—Henry F. Brautigam, the Fairfield Avenue bicycle dealer, has filed a petition in bankruptcy in the United States District Court at Hartford in which his liabilities are estimated at \$5,116.03 and his assets at \$5,606.65.

Hartford, Conn.—Edmund L. Wheeler, a bicycle dealer, has filed a petition in bankruptcy. His liabilities are \$3,640.58; assets, \$3,040.

Keene, N. H.—Holman & Morse have filed a petition in bankruptcy at the office of the clerk of the United States Court.

Lowell, Mass.—A petition in bankruptcy has been filed by Thomas C. Rutland. His schedules show liabilities of \$4,829.47. Of this amount, \$1,100 is secured to three creditors. He has assets of \$1,500, consisting for the most part of stock in trade valued at \$800, and debts due of \$700.

Marion, O.—C. B. Keiser, bicycle dealer, has made an assignment to J. W. Sifritt. The liabilities are \$1,000, and the assets will about cover them.

New York, N. Y.—William H. Burroughs, dealer in bicycles and supplies under the style of the Burroughs Cycle Co., at 7 Barclay Street, has filed a petition in bankruptcy, with liabilities \$8,397 and assets \$2,798.

Peoria, Ill.—Fillo Schupp, who has been running a bicycle repair shop, has filed a petition in bankruptcy with liabilities footing up \$1,170 and assets valued at \$400.

Philadelphia, Pa.—William G. Calver, individually and as a copartner in the Vertical Bicycle Mfg. Co., has been declared a bankrupt. Liabilities, \$3,503.76; assets, \$300.

Sandy Hill, N. Y.—Junie Wells, of the firm of Laraway & Wells, dealers in bicycles and sporting goods, through his attorney, H. W. Williams, of Glens Falls, has filed a petition in bankruptcy, individually and for the firm. The estimated liabilities are \$1,800 and the estimated assets about \$1,400.

Syracuse, N. Y.—Horace Dodge, a member of the Dodge Cycle Co., has been declared a bankrupt by Referee Charles L. Stone. The declaration was as an individual and as a member of the Dodge Cycle Co.

### Recent Fires.

Escondido, Cal.—E. M. Churchill; damage small.

Marquette, Mich.—F. H. Hoard, loss, \$2,000; partly insured.

Rochester, N. Y.—Irving I. Legg.

## HARDWARE MANUFACTURERS RECORD. Continued.

### Changes and Improvements.

Meriden, Conn.—The Meriden Machine Tool Co. is being reorganized with an increase of \$10,000 in its capital stock on an agreement of creditors to accept 25 cents on the dollar. The company was on the verge of bankruptcy when this agreement was reached, and it is probable that the reorganization will be effected.

New Haven, Conn.—The East Haven Mfg. Co., which is located in the centre of that town, has just purchased the business of the American Introductory Co., of Greenwich Street, New York, and has in-

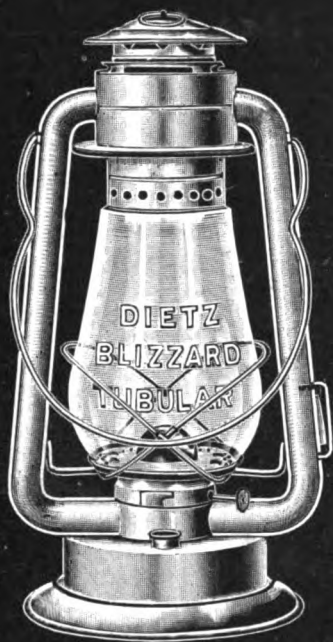
creased its capital stock from \$12,000 to \$40,000. The company will be reorganized at a meeting to be held in a few days. The company is remodelling its plant and will greatly increase its capacity. The East Haven Mfg. Co. organized with William H. Hosley as president, and Nelson Bavier, both of East Haven, as secretary. The company has been making novelties in the Hardware line, and its business has grown to a considerable extent.

Terre Haute, Ind.—The Commercial Club has closed a deal with the owners of the Ferris Stove and Range Co., which has been a St. Louis industry for forty years, to locate in this city. Fire not long ago destroyed the plant in St. Louis, and it will be rebuilt here.

Wilmington, Del.—The American Die & Tool Co. has purchased a property in Reading, Pa., to which it proposes to move its plant as soon as the building is ready. The company has operated the plant at Nineteenth and Tatnall Streets for several years, and is enjoying a large business. The removal to Reading is stated to be due to the fact that much of the capital in the concern is there. The company employs 40 to 60 hands.

# DIETZ

(COLD BLAST)



## BLIZZARD LANTERN

COX, ENG. N.Y.

### Dietz "Blizzard" Lantern

(COLD BLAST)

THIS LANTERN is the culmination of a vast deal of experiment, and it is offered as something *extra good* in the Lantern line. We call this Lantern a "Cold Blast," for the reason that it is fed exclusively with cold air, that which comes from above, being taken in through openings between the two rings at the top.

This system of air-supply greatly stimulates combustion with the resultant extra volume and intense whiteness of its light. It is fitted with an entirely new and most effective device for raising and lowering the globe, which also locks the burner in position. It is, in point of fact, a close following of the well-known Dietz Globe Street Lamp, and, as already stated, it will meet the demand of any one seeking an "extra good" Lantern. It is fitted with 1-inch burner and "Blizzard" globe. Also made in No. 1 size with  $\frac{5}{8}$  inch wick.

For sale by

ALL LIVE JOBBERS.

If you handle Lanterns send to us for a catalogue and to your jobber for prices.

**R. E. Dietz Company,**

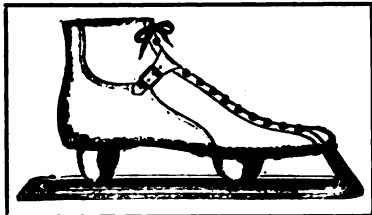
Established 1840.

NEW YORK CITY.

### FISHER TUBE SKATE

The Latest and Best for  
Racing and Hockey. . .

As great an improvement in skates as the  
pneumatic tire in bicycles.



HOCKEY MODEL.

VERY LIGHT, STRONG & FAST.

Patented in U. S. and Canada.

MADE BY

**THE CROSBY CO.,**

BUFFALO, N. Y.

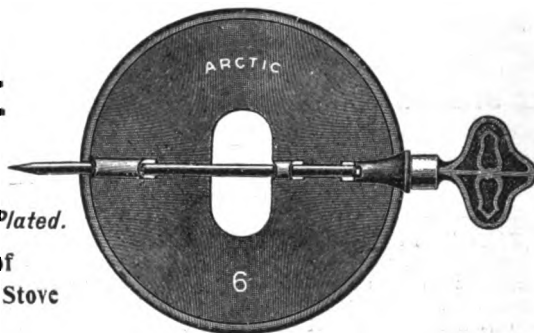
### THE FANNER MFG. CO.,

CLEVELAND, OHIO.

### ARCTIC STOVE PIPE DAMPER.

Handle Polished and Nickel Plated.

Ask for our Catalogue of  
Hardware Specialties, Arctic Stove  
Trimmings, &c.



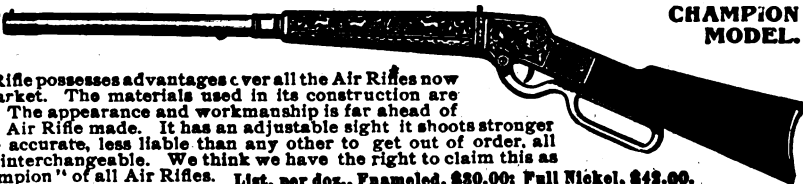
### Columbian 1000-Shot Air Rifle.

Patented  
Oct.  
24, 1893.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Framed, \$80.00; Full Nickel, \$42.00.

Write for Discounts to Trade.

**WM. G. SMITH & CO., Mfrs.,** 1429 North 21st St., PHILADELPHIA, PA., U. S. A.



CHAMPION MODEL.

GOOD AGENTS WANTED TO SELL



**IRON & WIRE FENCING**  
FOR ALL PURPOSES  
115 S. Senate Ave. Indianapolis, Ind.

ENTERPRISE FOUNDRY  
AND FENCE CO.

**ROBERT MURRAY.**  
24 Duane St.,  
New York City.

**General Hardware**

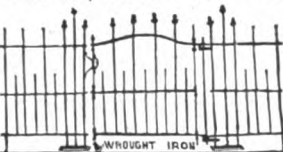
Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.



**The POSITIVE EXPANSION BOLT.**  
D. C. SEAMAN & CO.,  
1688 Hutchinson Street, Philadelphia, Pa.

For Sale by  
NEAL & BRINKER, 18 Warren St., N. Y.  
JOHN SIMMONS CO., 110 Centre St., N. Y.  
SOMERS, FITLER & CLARKE, 323 Water St., Pittsburgh, Pa.  
— SEND FOR PRICE LIST. —

**Prison, House and Stable Work;**



JOIST  
HANGERS;  
LAWN  
FURNITURE;  
FENCING, ETC.

**VAN DORN IRON WORKS CO.,**  
CLEVELAND, OHIO.

**RIVETS and WIRE NAILS.**

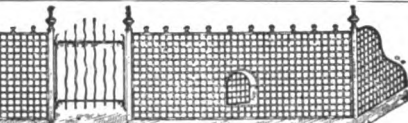


**C. C. & E. P. TOWNSEND,**  
New Brighton, Penn.

**S**HEARS, Steel Laid and Hard Cast, in great variety. Nail Pullers, Screw Drivers, Flys, Wire Cutters, etc. Meta Goods of any kind to order on large contracts.



**The Bridgeport Mfg. Co.,**  
Admiral Street, Bridgeport, Conn.



**J. E. BOLLES IRON AND WIRE WORKS**  
DETROIT, MICH.

Bank Railings, Elevator Enclosures and Cars, Grills, Electro Bronze Work, Architectural and Builders' Iron Work, etc.

Send for Catalogue and mention this paper.

**HAYES FILE CO.** Established 1870,  
DETROIT, MICH.



Now in our new plant with greatly increased capacity.  
We manufacture everything in Files.

**AMERICAN CORN AND SHOCK COMPRESSOR**  
FODDER

Best Pulley HOLDS WHILE YOU TIE.  
Write for Price List.



**DOES NOT CUT THE ROPE**  
On Earth.  
J. B. HUGHES, GREENSBURG, IND.



**MRS. POTTS'S AD IRON HANDLE**

**J. A. COCHRANE, CLEVELAND, O.**

Write us for prices on \_\_\_\_\_

**Roofing Cement,  
Roofing Paint, &c.**

**J. L. PERKINS & CO.,**  
239 Lake Street,  
CHICAGO.

**TRIMO PIPE CUTTER**



Decided improvement. Less friction. Can be changed from a roller to a three-wheel cutter. Extra wheels in the handle. Send for catalog.  
**TRIMONT MFG. CO., Roxbury, Mass., U.S.A.**

### Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column free of charge. Should not exceed Four Lines.

**ALL OTHER NOTICES**, twenty-five cents per line.

#### Situations Wanted.

**A FIRST-CLASS ACCOUNTANT**, book-keeper and cashier, understanding matters of finance and office work in every particular, desires to connect himself with some prominent house, or corporation, where integrity and strict attention to business would meet with fair compensation. Address R. D. FIELD, care **HARDWARE**, 275 Broadway, New York. 143

**BLACKSMITHING**.—Young man, 19, would like to learn blacksmithing. Address James White, 159 Chrystie Street, New York. 217

**BOOKKEEPING AND GENERAL OFFICE WORK**.—Young man, with a thorough knowledge of French and German, and English as well, thoroughly acquainted with foreign trade, bookkeeping and general office work, six years' experience in machinery and Hardware business in France and Germany, desires position. Address M. E. S., care **HARDWARE**, 275 Broadway, New York. 218

**BUYER, MANAGER OR SALESMAN**.—A gentleman of 38 with a creditable business career of 20 years in Hardware, House Furnishing, Paints, etc., seeks position. Address S. F., care **HARDWARE**, 275 Broadway, New York. 165

#### Situations Wanted.

**BOOKKEEPER AND SIGN WRITER**.—Man, 32 years of age, with nine years' practical experience in retail Hardware as clerk and buyer, A1 double entry bookkeeper and sign writer, wants like position. First class reference. Address S., care **HARDWARE**, 275 Broadway, New York. 197

**ENGINEERING SALESMAN** wants to make connection with A1 house, and travel in New York City and State; has good circle of acquaintances and will work for reasonable terms while developing business; good references. Address E. L. I., care **HARDWARE**, 275 Broadway, New York. 168

**EXPERIENCED BOOKKEEPER** is open for engagement. Has knowledge of general office work; also Hardware and Gas business. Address **BOOKKEEPER**, 55 Dupont Place, Johnstown, Pa. 190

**EXPERIENCED ENGINEER** and estimator in machinery, steam heating and general iron work, and having acquaintance with architects and builders of Greater New York, would like to take position with concern doing structural steel building work, doing outside work, soliciting, superintending, etc., to get more perfect knowledge of estimating, etc. Good references. Small salary only expected at start. Address D. EDWARDS, 441 W. 51st Street, New York. 189

**FACTORY SUPERINTENDENT**.—A position as superintendent by a young man with a long experience and up-to-date methods for manufacturing. Hardware, wire and sheet metal novelties; can also design tools and dies. Address "H," care **HARDWARE**, 275 Broadway, New York.

**FOREMAN**.—Experienced in stock, packing and shipping departments of manufacturing concern. Can give good references. Address F. P. R., care **HARDWARE**, 275 Broadway, N. Y. 235

**FOREMAN OR TIMEKEEPER**.—Situation wanted by a man (33) as foreman or timekeeper. A hustler; can handle any kind of help; thoroughly posted on piece work system; 12 years' reference from last place. Address J. H. L., care **HARDWARE**, 275 Broadway, New York. 200



## Situations Wanted

**HARDWARE ASSISTANT**—Young man, now as assistant buyer by well-known Hardware concern, desires position in same or similar capacity where there is room for advancement. Address S. R. S., care HARDWARE, 275 Broadway, New York. 239

**HARDWARE CLERK OR SALESMAN**.—Situation wanted in retail Hardware store. An all-around man; ten years' experience. Address C. E. F., care HARDWARE, 275 Broadway, New York. 191

**HARDWARE SALESMAN OR BUYER**.—Young man desires position as salesman or buyer. Seven years' experience in importing and jobbing Hardware house. First-class reference furnished. Address V., care HARDWARE, 275 Broadway, New York. 211

**HARDWARE SALESMAN** of 14 years' successful experience, as direct representative for leading manufacturer to jobbers throughout the country, will be open for engagement after June 1. Highest references. Address SALARY, care HARDWARE, 275 Broadway, New York. 199

**HARDWARE SALESMAN**.—German, to visit the retail trade in city and nearby towns. Commission or salary and commission. Address George Burckner, 227 E. 87th Street, New York. 216

**HARDWARE CLERK**.—A man who has been in both wholesale and retail business wants position where he can make himself useful. Address J. W. R., care HARDWARE, 275 Broadway, New York. 243

**MACHINERY SALESMAN**.—Experienced man wants to represent special or general machinery and supplies, to establish New York office, or travel and install. Address EDWARDS, care H. Mfg. Co., 121 Front Street, New York. 193

**MANAGER OR SALESMAN**.—Position as manager or salesman of Hardware store by man of 31 years, having had thorough experience. Address EXPERIENCE, care HARDWARE, 275 Broadway, New York. 202

**PAINT AND WALL PAPER SALESMAN**.—Situation wanted by a young married man, perfectly familiar with the details of the paint and wall paper trade. Address or call. CHARLES P. LUNDQUIST, 83 Third Street, Brooklyn, N. Y. 208

**PLUMBER, STEAM AND GAS FITTER**.—Plumber, steam and gas fitter desires work in city or country; first class in all its branches, estimating, etc. Neat mechanic; sober, honest; references. Twenty years' experience. Address JAMES E. USHER, 475 E. 115th Street, New York. 184

**SHIPPING CLERK**.—Assistant shipping and stock clerk desires position. Salary \$7 per week. Two years' experience with New York Hardware manufacturer. Honest and reliable. Age 20. Address TOWNE, care HARDWARE, 275 Broadway, New York. 185

**SHIPPING CLERK**.—Young man desires position as shipping and receiving clerk. Four years' experience in shipping general Hardware and machinery. Can furnish A1 references. Address W. E. B., care HARDWARE, 275 Broadway, New York. 192

**STORE MANAGER**.—Position as manager or assistant manager in a retail Hardware store by a young man 24. Has had seven years' experience in Hardware, is thoroughly familiar with jobbers' prices. Would prefer position in a good, lively town in New York or Pennsylvania. A1 references. For further particulars address MANAGER, Box 106, Little Falls, N. J. 241

**TRAVELING SALESMAN**.—Experienced salesman, who has sold in Virginia, Maryland, and Washington, D. C., over 18 years, is open for a good line on commission. Address BUCHTA, 1427 East Monument Street, Baltimore, Md. 164

**TRAVELING SALESMAN**.—Experienced traveling salesman, 30 years old, and not afraid to work, desires situation with some first class house with an opportunity for advancement. Salary not so much an object as a chance to show right party what he can do. Address F. A. S., care HARDWARE, 275 Broadway, New York. 226

**TRAVELING SALESMAN**.—A young man, hustler, sober and reliable, would like to represent some manufacturer or well known jobber of cutlery in the States of North and South Carolina and Georgia. Salary no object. Very best of references. Address ROBERT, P. O. Box 262, Raleigh, N. C. 206

## Side Line Offered.

**COMMISSION SALESMAN** thoroughly acquainted with Hardware and Tinware manufacturers in New York and New England. Address NATIONAL, care HARDWARE, 275 Broadway, New York. 238

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address ARGAND VAPOR LAMP Co., Detroit, Mich. 152

**HARDWARE SALESMEN**.—To handle as a side line our labor saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. Co., Cleveland, Ohio. a

## Side Line Offered.

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

**TRAVELING SALESMEN**.—Traveling men to handle side line on commission. RAPID RIFLE Co., LTD, Grand Rapids, Mich. 222

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER MFG. Co., Davenport, Iowa. 145

**TRAVELING SALESMEN**.—Specialty salesmen to handle line of goods to retail house-furnishing and Hardware trade, as a side line. State lines already handled and territory covered. Address I. F. W., care HARDWARE, 275 Broadway, New York. 242

## To Let.

**A FINE FIRST LOFT**, 50 x 50 feet, in centre wholesale Hardware district, New York City. Splendid light, freight and passenger elevator; all conveniences. Special terms to desirable tenant. Address STORE, care HARDWARE, 275 Broadway, New York City. 228

## For Sale.

**MANUFACTURING**, Small Hardware, one-half interest, and full management. Established 35 years. Net Assets \$50,000. No liabilities. Eastern city. Principals only. Manager out of health. For full particulars and interview, address Genuine, care HARDWARE, 275 Broadway, New York. 214

## Hardware Business For Sale.

**HARDWARE BUSINESS FOR SALE** well established. Doing retail-wholesale business; present owners very desirous of retiring from store trade. Will arrange special terms with right party for purchase within the next thirty days. Address HARDWARE BUSINESS, care HARDWARE, 275 Broadway, New York. 240

## Agency Offered.

**LIVE HARDWAREMEN**.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

## Agents Wanted.

**TO SELL THE "NULITE"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT Co., Garden City Block, Chicago, Ill. 116

## Business Opportunity.

**EVEN ONE-HALF INTEREST**, and position of Secretary and Treasurer offered in paying manufacturing plant, to some one with \$20,000. Must be willing to devote his time, and have executive ability to help build up big business. Advertiser controls thoroughly established business, of good-reputation for product; also several excellent and valuable specialties of unlimited scope. Investigations solicited. Address HALF INTEREST, care HARDWARE, 275 Broadway, New York. 237

## Capital Furnished Manufacturers.

**ARE YOU** dissatisfied with your present location? Do you need a larger factory? Do you want more capital? If so, write the Banking House of W. R. VERMILYE & Co., 52 Broadway, New York. All correspondence confidential. 227



WRITE FOR QUOTATIONS



**FANCY BOX CATCHES.**  
**BRASS GOODS MANFG. CO.**  
 102 Third St., BROOKLYN, N. Y.  
 —MANUFACTURERS OF—  
 METAL GOODS IN BRASS, BRONZE AND TIN  
 LOCK MAKERS' FURNITURE AND HOUSE TRIMMINGS.  
 SPECIAL GOODS MADE TO ORDER.  
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING

**TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852**  
**Tools, Cutlery and Springs.**

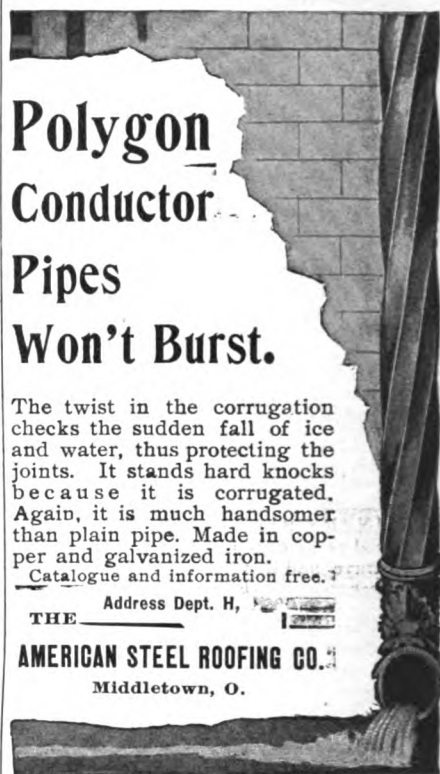


SCREWDRIVERS OF ALL KINDS

SEND FOR CATALOGUE

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [Traps, Locks, Chains, Pulleys, etc.]: We have found your paper very useful as an advertising medium.



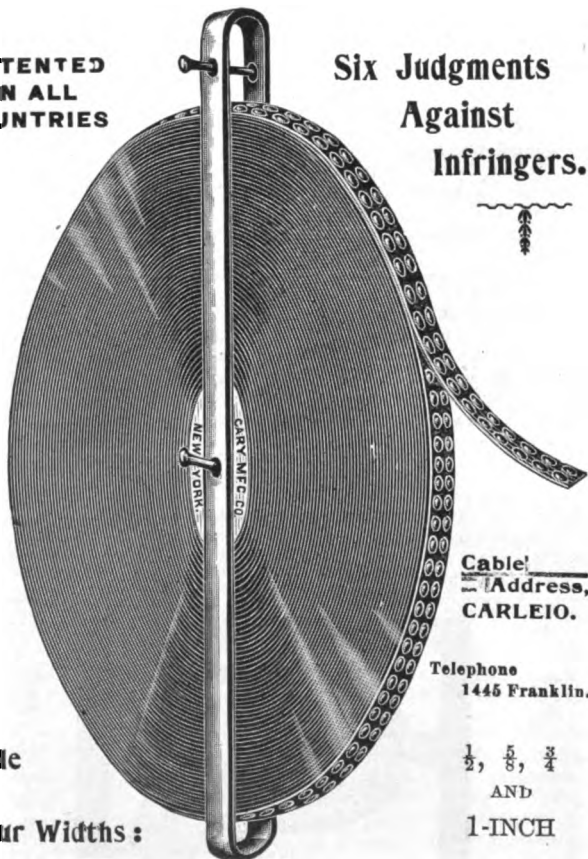
**Polygon Conductor Pipes Won't Burst.**

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.  
 Catalogue and information free.  
 Address Dept. H,  
 THE  
**AMERICAN STEEL ROOFING CO.**  
 Middletown, O.

# CARY'S UNIVERSAL BOX STRAP.

PATENTED  
 IN ALL  
 COUNTRIES

Six Judgments  
 Against  
 Infringers.



Made  
 in  
 Four Widths:

Cable:  
 Address,  
 CARLEIO.

Telephone  
 1445 Franklin.

$\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
 AND  
 1-INCH

**CARY MANUFACTURING CO.,**

19 and 21 Roosevelt St., New York.

THIS SPACE RESERVED FOR  
**THE EASTERN GRANITE ROOFING CO.,**  
 Manufacturers of  
**PERFECTED GRANITE ROOFING**

GERKEN BUILDING,  
 90-92 West Broadway, NEW YORK.



# PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—	
House Carpenters, Ogden's .....	50%
Ship Carpenters " .....	50%
Railroad " .....	50%

Ammunition—	
CAPS, PERCUSSION—\$ 1000—	
U. M. C. Co., trimmed edge .....	40c
U. M. C. Co., ground edge, heavy .....	50c
Musket, Waterproof, 1-10's .....	60c
G. D. ....	35c

CARTRIDGES—	
Rim Fire Cartridges .....	50%
Rim Fire Military .....	15%
Cent. Fire, Pistol and Rifle .....	25&5%
Cent. Fire, Military and Sport- ing .....	15&5%
Blank Cartridges, 22 cal. ....	10&5%
Blank Cartridges, 32 cal. ....	10&5%
Primed Shells and Bullets .....	15&5%
B. B. Caps, Round Ball .....	25&10%
B. B. Caps, Con. Ball, Swgd. ....	net

PRIMERS—	
Berdan Primers .....	5%
B. L. Caps (for Sturtevant Shells) ..	5%
All other Primers .....	10%

SHELLS—	
First quality, 4, 8, 10 and 12 gauge ..	25%
First quality, 14, 16 and 20 gauge, ..	30%
New Club, New Rival and Climax brands, 10 and 12 gauge .....	38&4%
Primrose Club .....	15%
Nitro .....	15%
High Ball .....	15%
Smokeless .....	38&4&10%
Acme .....	38&4&10%
Brass Shot Shells, 1st quality .....	60%
Brass Shot Shells, Club, Rival and Climax .....	65%

SHELLS, LOADED—	
"New Club," Black Powder .....	40&5%
"New Rival," Black Powder .....	40&5%
"Smokeless," Nitro Powder .....	40&10&10&5%
"Acme," Dense Nitro Powder .....	40&10&10&5%
"Trap," Nitro Powder .....	40&10&10&5%

GUN WADS—\$ 1000—	
B. E., 11 up .....	\$ .80
B. E., 9 & 10 .....	.70
B. E., 8 .....	.60
B. E., 7 .....	.50
P. E., 11 up .....	1.00
P. E., 9 & 10 .....	.85
P. E., 8 .....	1.25
P. E., 7 .....	1.50

SHOT—	
Tatham Bros., List June 11, 1900: \$ bag	
Drop Shot, sizes smaller than B, 25-b bags .....	\$1.35
Drop Shot, sizes smaller than B, 5-b bags .....	.35
Drop Shot, B and larger sizes, 25-b bags .....	1.60
Drop Shot, B and larger sizes, 5-b bags .....	.40
Buck Shot, 25-b bags .....	1.60
Buck Shot, 5-b bags .....	.40
Chilled Shot, 25-b bags .....	1.60
Chilled Shot, 5-b bags .....	.40
Dust Shot, 25-b bags .....	2.10
Dust Shot, 5-b bags .....	.50

CANISTER POWDER—	
E. I. Du Pont De Nemours & Co.: In cases of 25 each. Each	
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb. ....	\$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb. ....	.45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1/2 lb. ....	.30
Eagle Rifle and Superfine Sport- ing, in canisters of 1 lb. ....	.45
Du Pont Rifle, Fg, FFG and FFFG, in canisters of 1 lb. ....	.25
Du Pont Rifle, Fg, FFG and FFFG, in canisters of 1/2 lb. ....	.15
Du Pont Rifle, Fg, FFG and FFFG, in canisters of 1/4 lb. ....	.12

KEG POWDER—	
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 25 lb. ....	\$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 12 1/2 lb. ....	4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 6 1/4 lb. ....	2.35
Du Pont Rifle, FFG, FFG, and "Sea Shooting" Fg, in kegs, 25 lb. ....	\$4.00

Du Pont Rifle, FFG, FFG and "Sea Shooting" Fg, in kegs, 12 1/2 lb. ....	2.25
Du Pont Rifle, FFG, FFG, and "Sea Shooting" Fg, in kegs, 6 1/4 lb. ....	1.25
"V. G. P." for Trap Shooting, in kegs, 25 lb. ....	4.00
"V. G. P." for Trap Shooting in kegs, 12 1/2 lb. ....	2.25
"V. G. P." for Trap Shooting, in kegs, 6 1/4 lb. ....	1.25
Choke Bore, Nos. 5 and 7, in kegs, 25 lb. ....	5.00
Choke Bore, Nos. 5 and 7, in kegs, 12 1/2 lb. ....	2.75
Choke Bore, Nos. 5 and 7, in kegs, 6 1/4 lb. ....	1.50
Mealed Powder, in kegs, 25 lb. ....	4.00
Shipping Powder, F. F. F. F. F., FFFG and FFGFG, in kegs, 25 lb. ....	2.25
Mining and Blasting Powder, (A), C. F. F. F. F. F. F. F., in kegs, 25 lb. ....	2.25
Mining and Blasting Powder, (B), C. F. F. F. F. F. F. F., in kegs, 25 lb. ....	1.50
Du Pont Sporting Powder, for lots 1000 lb. 10% discount:	
Du Pont Smokeless Shotgun Powder:	
Kegs, equal in bulk to 25 lb Black Powder .....	32.00
Half kegs, equal in bulk to 12 1/2 lb Black Powder .....	11.25
Quarter kegs, equal in bulk to 6 1/4 lb Black Powder .....	5.75
Canisters, equal in bulk to 1 lb Black Powder .....	1.00
Du Pont Smokeless Rifle Powder No. 1, equal in bulk to 1 lb Black Powder .....	1.04
Du Pont Smokeless Rifle Powder No. 2, equal in bulk to 1 lb Black Powder .....	1.00
Du Pont U. S. 30 Calibre Smokeless Rifle Powder, per lb. ....	1.25
Discounts on application.	

PETERS PRIMERS—	
All Primers .....	\$1.10-1.12 1/2

CARTRIDGES—	
Peters Blank Cartridges:	
.32 C. F. \$5.50 .....	10&5%
.38 C. F. \$7.00 .....	10&5%
.32 cal. Rim, \$1.50 .....	10&5%
.32 cal. Rim, \$2.75 .....	10&5%
B. B. Caps, Con. Ball, Swgd. \$1.85-1.90	
B. B. Caps, Round Ball .....	1.12-1.18
Central Fire .....	15&5%
Pistol and Rifle .....	15&5%
Primed Shells and Bullets .....	15&5%
Rim Fire Sporting .....	60%
Rim Fire Military .....	15&5%

PETERS SHELLS—EMPTY—	
Peters Ideal, 10 and 12 gauge .....	38&4&10%
"New Victor, 10, 12 and 16 gauge .....	15%
"Quick Shot, 10, 12 and 16 gauge .....	25&5%
"League, 10, 12 and 16 gauge .....	25&5%

PETERS SHELLS—LOADED (BLACK POWDER)—	
Peters League, 10 and 12 gauge .....	40&5%
"Quick Shot, 10, 12 and 16 gauge .....	40&5%
Loaded with (Smokeless Powder).	
Peters Referee, 10, 12 and 16 gauge .....	40&5%
Loaded with (Smokeless Powder).	
Peters New Victor, 10, 12 and 16 gauge .....	40&10&10&5%
"Ideal, 12 gauge .....	40&10&10&5%

GUN WADS—	
Peters B. E., 9 to 10 .....	70c
"10 to 20 .....	60c
"Victor, 8 .....	80c
9&10 .....	70c
11 to 20 .....	60c
"P. E., 1/2 in. 8 .....	\$1.50
9&10 .....	1.35
11 to 20 .....	1.00
"White Elastic, 1/2 in., 125 in a box.	
8 .....	\$4.00
9&10 .....	3.00
11 to 20 .....	2.75
"Damp Proof, per 1,000:	
8 .....	\$1.50
9&10 .....	1.25
11 to 20 .....	1.00
"Card Board, per 1,000:	
8 .....	26c
9&10 .....	22c
11 to 20 .....	18c

"Nitro card:	
8 .....	28c
9&10 .....	22c
11 to 20 .....	18c

POWDER—	
King's Smokeless (Shot-gun),	
Kegs (25lbs bulk) .....	\$22.00
Half Kegs (12 1/2 lbs bulk) .....	11.25
Quarter Kegs (6 1/4 lbs bulk) .....	5.75
Canister (1lb bulk) .....	1.00
King's Smokeless (Rifle),	
Half Kegs (12 1/2 lbs bulk) .....	11.25
Quarter Kegs (6 1/4 lbs bulk) .....	5.75
Canister (1lb bulk) .....	1.00
King's Semi-Smokeless,	
Keg, 25lbs bulk .....	10.00
Half Keg, 12 1/2 lbs bulk .....	5.25
Quarter Keg, 6 1/4 lbs bulk .....	2.75
1 lb Can, bulk .....	.50
King's Quick Shot (Black),	
Kegs, 25 lbs .....	4.00
Half Keg, 12 1/2 lbs .....	2.25
Quarter Keg, 6 1/4 lbs .....	1.25
1 lb Can (24 in case) .....	.25
1/2 lb Can (24 in case) .....	.15
Discounts on application.	

Animal Pokes—	
Iowa Farming Tool Co.: \$ doz.	
Hawkeye .....	\$3.25
Western .....	3.75

Anti-Rattlers—	
Fernald, Wire .....	50&10%
Burton's .....	50&10%
Gem .....	60%
Steel Drive .....	40%
Kohler's .....	\$ gro.
Invisible, No. 8 .....	\$6.00
Perfect, No. 2 .....	7.00
Bolt Holder, No. 1 .....	9.00

Anvils—	
American "Horse-Shoe" .....	94c
Armstrong's Mouse Hole .....	94c
Cincinnati .....	25&10%
Eagle Anvils, \$ lb 9c .....	15&15&5%
Hay Badden, Wrought .....	84c
Peter Wright's .....	94&10%
Samson .....	40&10%
Trenton .....	9c

ANVIL AND VISE COMBINED—	
Cheney Anvil and Vise .....	40%
Holt's .....	40&40&10%
Millers Falls (with drill), \$18.00 ..	15%

Augers and Bits—	
Boring Machine .....	70%
Com. Auger Bits .....	60&10&10&70%
Forester Pat. Bits .....	25%
C. E. Jennings & Co.:	
Double Spur pattern car, No. 30 ..	50%
Nobles Double Spur, No. 32 .....	50&10%
No. 10 Extension Lip .....	40%
No. 10 Extension Lip Car Bit .....	40%
Car Bits, No. 10 .....	40%
Car Bits, No. 30 .....	50%
Ring Augers .....	70%
Jennings' Pattern .....	50&10%
Snell's Auger and Car Bits .....	60%
Swan's:	
Jennings' Pattern Auger Bits .....	50&50&10%
Jennings' Pattern Car .....	4%
Jennings' Pattern Machine .....	25%
Russell Jennings' Augers and Bits.	25&10&2&4%

HOLLOW AUGERS—	
Ames .....	25&10%
Bonney's Adjustable, No. 4, \$24.00.	
Cincinnati Nos. 1, 2 and 3 .....	25&10%
Douglass' .....	25&10%
Hibbard's Adjustable .....	Net prices
Ives .....	25&10%
Millers Falls, Goodell .....	15&7&4%
Swan's .....	50%
Universal, each \$4.50 .....	20%

EXPANSIVE BITS—	
C. E. Jennings & Co. ....	38&4%
Clark's small, \$18 .....	50&10%
Clark's large, \$25 .....	50&10%
Ives' Model, \$ doz. \$60 .....	50%
Swan's .....	50&10%

DOUBLE CUT GIMLET BITS—	
Common .....	40&10&50%
Mayhew's Diamond \$ doz. \$1.25 ..	40%
Swan's .....	40%
C. E. Jennings & Co. ....	45%
Ladd's .....	60&10%
Mayhew's .....	40&10%
Snell's .....	40&10%
Snell's Bell Hangers .....	50%

BIT STOCK DRILLS—	
Cincinnati Tool Co., for wood, 40&10%	
for metal, 60%	
Cleveland Wood Bits for Brace ..	50&10%
Detroit .....	60%
K. & F. ....	60&10%
Morse .....	50&10%
Swan's, for wood .....	40&10%
Syracuse, for wood .....	40%

TWIST DRILLS—	
Cleveland .....	60&10%
K. & F. Straight Shank .....	60&10%
Morse Straight Shank .....	50&10%
New Process .....	60&10%
Standard .....	60&10%

Standard Oil Tube Drills .....	15%
Syracuse .....	60&10%
W. & B. Diamond .....	60&5&60&10%
W. & B. Universal Self-Oiling .....	10%

SHIP AUGERS AND BITS—	
L'Hommedieu's .....	15&15&10%
Snell's .....	3&10%
Watrous' .....	38&4%

Awl and Auger Handles—	
See Handles	

Awls—	
Handled Brad .....	40&10%
Handled Scratch .....	40&10%
Patent Peg .....	50%
Sewing, Com. ....	88c&1.00
Shouldered Peg .....	50%
Shouldered Brad .....	50%
Socket Scratch \$ doz .....	\$1.00
Stanley Rule & Level	
Handled Brad .....	30&10%
Patent Pegging .....	50&50&10%

Awl and Tool Sets—	
Aiken's Awls and Tools:	
No. 10, \$ doz. \$7.50; No. 20, \$ doz.	\$10 .....
Brad Sets:	
No. 42, \$10.50; No. 43, \$12.50 .....	70%
Fray's Adj. Tool Hds., Nos. 1, \$12;	
2, \$18; 3, \$12; 4, \$9; 5, \$7 .....	50%
Ice Awls .....	55%

Millers Falls Adj. Tool Holders:	
Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18.	
C. E. Jennings & Co.'s Adjustable Tool Handles .....	38&4%
Stanley's Excelsior, No. 1, \$7.50;	
No. 2, \$4.00; No. 3, \$5.50 .....	30&10%

Axes—	
First quality, best brands .....	\$6.50@7.00
First quality, other brands .....	6.00@6.50
Beveled, add 25c. \$ doz.	

HATCHETS—	
Hunt's Underhill's or Blood's .....	40&10%
Peck's:	
Champion Blade .....	45%
Empire Brand .....	50&10%
D. Simmons & Co.:	
Broad .....	50&5%
Shingling and Claw .....	50&5%
Lath, Hunters, etc. ....	

M. C. Ogden's:	
Broad .....	40&10%
Shingling, Claw, etc. ....	40&10%
Handled Axes .....	40%
Boys .....	50%

Axle Grease—	
Dixons' "Everlasting":	
1-lb box .....	15
2-lb box .....	25
10-lb pail .....	\$1.20
25-lb keg .....	2.75
50-lb keg .....	5.00

Balances—	
Chatillon's:	
Light, Class A .....	40&10%
Circular Balances, Class C .....	50%
Ice Balances, Class B .....	50%
Straight Balances, Class A1 and A2 ..	40%
Large Dial, Class D .....	30%
Balances, Sash—	
Pullman's .....	50&10&60%

Barn Door Hangers—	
See Hangers	

Barrel Drainers—	
National .....	30%

Beef Shavers—	
Enterprise:	
"Japanned, each, \$7.50 .....	25&30%
Tinned, each, \$9.00 .....	25&30%

Bells—	
HAND—	
Extra Heavy Brass .....	60&60&10%
Light Brass .....	60&10%
Pure Bell Metal .....	55%
Globe (Cone's Patent) .....	35%
Silver Chime .....	35%
White Metal .....	55&5%

DOOR—	
Trip, Gem .....	40%
Alarm, Abbe's .....	40%



Cleveland Rubber Co.	Price Each
Buckeye.....	60&10%
Shield High Grade.....	50&10%
War. 2 XL.....	40%
Common Standard.....	75&10%
Extra.....	60&10&5%
N. J. Car Spring & Rubber Co.:	
Extra Para.....	40&10%
Reliable.....	50&10%
Staple.....	60&10%
Standard.....	70&10%
Belting, Stitched Cotton—	
Sphinx Brand.....	60%
Competition Brand.....	70%

Belts—	
ENDLESS THRESHER—	
Four Ply, 6-in. net.....	foot 12c
Four Ply, 7 in. net.....	foot 14c
Four Ply, 8 in. net.....	foot 16c
Bench Stops—	
Cincinnati.....	25&10%
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....	40&10%
Seymour Smith & Sons.....	25&10%
Terrell's Nos. 1 and 2, \$3.00; No. 3, \$3.00 doz.....	25%
Miller's Falls.....	15&10%
Weston's.....	40%

Bicycle Material—	
BELLS—	Price @ Doz.
The Electro, 1 1/4 inch, Electric Stroke.....	\$1.25
The Allen Rotary Tire.....	8.75
The Mossberg No. 1 Chime-Tire Bell.....	6.00
The Mossberg No. 2 Chime-Tire Bell.....	4.00
The Mossberg No. 10 Cuckoo Bell, 2 1/4 inch.....	8.25
The Mossberg No. 12 Electric Stroke, 2 1/4 inch.....	5.25
No. 211, Bristol, 1 1/4 inch.....	1.50
No. 212, Bristol, 2 inch.....	1.75
No. 117, Bristol, 1 1/4 inch.....	1.85
No. 112, Bristol, 2 inch.....	1.60
No. E 8, New Departure, 2 1/4 inch, Electric Stroke.....	5.00
No. E 5, New Departure, 2 1/4 inch, Electric Stroke.....	4.50
No. E 7, New Departure, 2 inch, Electric Stroke.....	8.00
No. K 9, New Departure, 1 1/4 inch, Electric Stroke.....	2.50
No. 1017, New Departure, Flag Top, 2 inch, Electric Stroke.....	8.75
No. E 7 1/4, New Departure, 2 inch, Electric Stroke.....	2.65
No. E 9 1/4, New Departure, 1 1/4 inch, Electric Stroke.....	2.2
No. 1015, New Departure, Flag Top, 2 inch, Electric stroke.....	5.00
No. R 5, New Departure, 2 1/4 inch, Electric Stroke.....	5.25
No. T 9, New Departure Chime-Tire Bell.....	4.30
No. 415, New Departure Push Button Bell, 2 inch.....	4.00
No. 811 P, New Departure Push Bell, 1 1/4 inch.....	2.00
No. 1046, New Departure, 2 inch, Electric Stroke.....	3.75
Handsome Emerald Jewel in Center. No. 1076, New Departure, 2 inch, Electric Stroke. Ruby Jeweled Turtle and Embossed Serpent design.....	3.75
No. 1136, New Departure, 2 inch, Electric Stroke. Golf and Thistle design, embossed and enameled.....	3.50
Blow Torches. The Imperial Gasoline.....	\$2.25
Blow Torches. The Queen Gasoline.....	2.25
Brazing Brushes; best steel wire.....	35
Brazing Compound—Superior.....	28
Brazing Compound—Fluxine.....	28

BICYCLE STANDS AND HOLDERS—	
Diamond Folding.....	Price @ Doz. \$2.75
Haube's Wire.....	2.50
Eurekas for 5 machines without signboard.....	Price Each \$1.25
Eurekas for 7 machines, without signboard.....	1.50
Extra for signboard.....	.60
No. 5, Extension, with casters.....	Price Each \$ .50
Model D Wall Rack, japanned.....	Price @ doz. \$1.60
Model B Wall Rack, japanned.....	2.70

BUFFERS—HANDLE BAR—	
No. 1, Style M. & W.....	Price @ Doz. \$ .50
No. 2, Style M. & W.....	.55
Breast Drills, Goodell's, No. 6.....	2.75

CALIFERS—	
Stevens', inside or outside:	
3 inch length.....	Price Each \$ .35
4 inch length.....	.45
5 inch length.....	.50
6 inch length.....	.60

CARBIDE—	
For all Gas Lamps; best quality only, in 2 lb cans.....	Price @ Can. \$ .17

CEMENT—	
Eclipse, hard, 1 lb cakes.....	Price @ lb. \$ .17
Eclipse, 1 1/2 x 2 1/2 tubes, rim or rub.....	.15
Eclipse, 1 1/2 x 3 1/2 tubes, rim or rub.....	.20
Eclipse, 1 1/2 x 4 tubes, rim or rub.....	.25
Eclipse, 1 1/2 x 4 tubes, rim or rub.....	.35
Eclipse, 1 1/2 x 6 tubes, rim or rub.....	.45
Eclipse, 1 pt. cans, rim or rub.....	1.90

Eclipse, 1 qt. cans, rim or rub.....	Each. \$ .35
Eclipse, 1 gal. cans, rim or rub.....	1.00
Morgan & Wright small tubes.....	Price @ Doz. \$ .30
Wood rim or rubber.....	

CARRIERS—	Price @ Doz.
Lamson No. 1.....	\$4.50
Lamson No. 4 S.....	7.75
Lamson No. 4 D.....	9.50
Kalamazoo No. 10.....	4.75
Dexter No. 1.....	4.50

CHAINS—	Price Each.
Baldwin, Pattern A, 3-16 or 3/4 inch, 5 ft. long.....	\$ .60
Baldwin, Pattern P, 3-16 or 3/4 inch, 5 ft. long.....	1.25
Morse Roller, 3-16 or 3/4 inch, 5 ft. long.....	2.00
Crown Regular, No. 7, 3-16 or 3/4 inch, 5 ft. long.....	.40
Watch Fobs, made of Bicycle Chain.....	.15

CHAIN LUBRICANT—	Price @ Doz.
Holdfast in tin cans.....	\$ .30
Pacemaker, brush top.....	.80
Dixon's No. 691.....	.25
M. & W. Slippery Stuff.....	.45

CONES—	Price @ Doz.
Hub Cones, ass'd sizes & threads.....	\$ .75
B. & R. Adjustable Cones, all threads in stock.....	1.00
Nelson Adjustable Cones, all threads in stock.....	2.40

CRANKS—	Price @ Pair.
Round, Nickel Plated, 6, 6 1/2, 7 in.....	35c

CUPS FOR BEARINGS—	
For Hangers.....	Price each. \$ .10
For Hubs.....	Price each. .05

CYCLOMETERS—	Price @ Doz.
Veeder, 28 in. regular.....	\$6.75
New Departure, for front hub.....	5.75
20th Century, regulars.....	5.50

CRANK KEYS—	Price @ Pair.
5-16, 11-32 and 3/8 in. sizes slabbled.....	.5c

ENAMEL—	Price @ Doz.
1/4 pt. cans, air drying, all colors.....	.75c

ENAMEL BRUSHES FLAT	
CAMEL HAIR—	Price @ Doz.
3/8 inch wide.....	\$ .85
1/2 inch wide.....	1.00
5/8 inch wide.....	1.15
3/4 inch wide.....	1.35

FRAME CLAMPS—	
For attaching saddle to top bar of frame:	Price Each.
Sidway, 1 1/4 and 1 1/2 inch.....	\$ .25
Chalfont, 1 1/4 and 1 1/2 inch.....	.30

GRIPS—	Price @ Pair.
Nickel-Tip Corkaline, 3/8, 13-16 and 3/4.....	\$ .06
Composition-Tip Corkaline, all sizes and colors.....	.07
Wood-Tip Leather, all regular sizes.....	.08
Nickel-Tip Leather, all regular sizes.....	.12

GUARDS & GUARD FITTINGS—	Price Each.
Regular 3/8 inch rear wheel guard, natural or stained, drilled and eyeleted.....	\$ .15
Regular chain guards to match above.....	.10
Complete sets of fittings for attaching above.....	Price @ set .20

Blinder Twine—	
White Sisal, 500 ft. to lb.....	8c
Standard, 500 ft. to lb.....	8c
Manila, 600 ft. to lb.....	10c
Pure Manila, 650 ft. to lb.....	11c

Bit Holders—	
Angular.....	45%
Extension:	
Barber's, @ doz. \$15.00.....	45&50%
Ives' @ doz. \$20.00.....	60&10%

See Augers and Bits.	
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Blind Adjusters—	
Domestic.....	@ doz. \$3.00..... 38 1/2%
Excelsior.....	@ doz. \$10.00..... 50&10&2%
North's.....	10%
Zimmerman's.....	50%

Blind Fastenings and Tenons—	
Austin & Eddy @ gro. sets.....	\$5.50
Forhan's Improved Star Tenon @ gro. \$1.00.....	.25%
Holt's Tenons.....	.70%
Merriman's Brass Lever @ gr.....	\$15.00
Merriman's Iron Lever @ gr.....	9.00
Millers Falls set \$1.00.....	15&10%
Security Gravity @ gr.....	\$9.00
Washburne's Plate @ gr.....	9.00
Zimmerman's.....	50%

Blind Hinges—	
See Hinges.	

Blocks—	
Chisholm & Moore Crane Load Blocks.....	15%
Cleveland Block Co. Steel.....	60&10&70%
Eddy's.....	60&10&70%
Hartz Steel.....	50&60&10%
Iron Strapped, Japanned Sheaves.....	.70%
Iron Strapped, Lig Vitae Sheaves.....	.60%
Rope Strapped, Japan'd Sheaves.....	60&10%
L. V. Sheaves.....	.40%

Lanes:	
Junior, Self Sustaining.....	80%
Pat. Automatic.....	80%
Perfect Safety.....	80%
Stowell, Novelty Block.....	50&10%
Regular Iron Strapped Blocks.....	60&10&10&70%

Bolts—	
DOOR AND SHUTTER—	

Cast Iron Barrel, Square, &c.....	50&10%
Cast Iron Chain.....	50&10%
Cast Iron Shutter Bolts.....	45&10%
Ives' Patent Door Bolts.....	60%
Wrought Barrel.....	60%&60%&15%
Wrought Square.....	60&60&15%
Wrought Shutter, Standard list.....	40&10%
Wr't Sunk Flush, Sargent's list.....	50&50&10%
Wr't Sunk Flush, Stanley's list.....	45&45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....	50&50&15%
Wrought Spring, Sargent's.....	75%

CARRIAGE, MACHINE, &c.—	
Bolt Ends.....	70&70&71 1/4%
Machine.....	70&70&71 1/4%
Carriage, Common.....	65&10%
Norway Iron, list Oct. '84.....	80%
Phila., Eagle, list June 1, '99.....	80%
Sleigh Shoe.....	85%

TIRE—	
American Screw Co.:	
Bay State, Plain, list Dec. 28, '99.....	77 1/2%
Bay State, Finted.....	77 1/2%
Eagle Phila., list Feb. 28, '96.....	85%
Norway, Phila., list Feb. 28, '96.....	83 1/4%
Common, list Dec. 28, '99.....	75%
Norway, Phila.....	83 1/4%
Portchester, Norway.....	75%

STOVE AND FLOW—	
Flow.....	60&10%
Stove, list Dec. 28, '99.....	75%

MISCELLANEOUS—	
Sink.....	75%

Bone Mills.	
Enterprise.....	25&90%
Stearns.....	40%

Borers, Bung.	
Enterprise.....	25&90%
Each.....	\$1.25, \$1.65, \$2.50
Nos.....	1 2 3 8

C. E. Jennings & Co.:	
No. 6.....	40%
No. 10.....	25%

Borers, Tap—	
Common Ring.....	20&10%
Enterprise.....	25&90%
Ives.....	25&10%

Boring Machines—	
WITHOUT AUGERS—	

Upright.	Angular.
Douglass.....	\$2.75 \$3.38
Jennings'.....	3.00 3.75
Millers Falls.....	7.50 15%
Snell's, Rice's Pat'l.....	2.75 3.00

Bow Pins—	
Hotchkiss.....	60&10%

Boxes, Mail.	
Heller's.....	40&5%

Box Strapping—	
Cary's "Universal," in case lots, 20&10&30&10&10%	

Braces—	
Barbers'.....	50&10&60&10%
Barbers' Ratchet.....	60&60&10%
Common Ball American.....	60&60&10%

Ives':	
Barbers'.....	60&5%
Barbers' Ratchet.....	60&60&10%
New Haven Novelty.....	70%
New Haven Ratchet.....	60&10%
Spofford.....	60&5%

C. E. Jennings & Co.:	
No. 108&114 1/4.....	50&10%
No. 208 1/4&214 1/4.....	50&10%
Lancaster Mach. & Knife Works.....	40%
Peck's (P. S. & W. Co.).....	50&10&60%
Gen. Spofford's.....	50&10&60%

Brackets—	
Door Screen.....	60&10%
Shelf, Bradley's Patent.....	75%
Shelf, Plain, Regular list.....	60%&10%
Shelf, Flange, Sargent's list.....	40&10%
Window Screen Corner.....	@50&5%
Reading, Plain.....	60&10%
Reading, Roquette.....	60%

Bracket Saw Frames—	
Millers Falls Co.....	25%

Bracket Sets—	
Millers Falls Co.....	33 1/4%

Box Hooks, Openers and Scrapers—	
Humason & Beckley's.....	60&60&10%

Bright Wire Goods—	
Standard, New list.....	80%

Bull Rings—	
Humason, Beckley & Co.'s.....	80%
Peck, Stow & Wilcox Co.'s.....	60%
Sargent's.....	80%
Seymour Smith & Sons.....	60%

Bull Punches—	
Humason & Beckley's.....	25%

Bush Hooks—	
See Hooks.	

Butchers' Cleavers—	
Bradley's.....	25&30%
Beatty's.....	40%
Foster Bros. Flat Hds.....	30%
Foster Bros. Round Hds.....	30%
Lancaster Mach. & Knife Wks.....	33 1/4&40%
& I. J. White.....	25%
New Haven Edge Tool Co.'s.....	40%
P. S. & W.....	33 1/4&5%

Butcher Knives—	
See Knives.	

Butchers' Saw Blades—	
Millers Falls Co. Star.....	15&15&10%
C. E. Jennings & Co.....	25&10%

Butter and Cheese Triers—	
Ordinary Black Handle.....	25%
Humason & Beckley's.....	25&10%

Butt and Rabbit Gauges—	
Stanley's.....	25&10%

Butts—	
BRASS—	

Cast Brass, Fast Joint.....	40&10&50%
Cast Brass, Ice House.....	40%
Cast Brass, Loose Joint.....	40&10&50%
Wrought Brass, list Sept. '96.....	40&40&5%

CAST IRON—	
Loose Joint.....	60&10&5&70%
Loose Joint, Japanned.....	60&10&5&70%
Loose Joint, Jap. with Acorns.....	60&10&5&70%
Loose Pin.....	60&10&5&70%
Mayer's Hinges.....	60&10&5&70%
Parliament Butts.....	60&10&5&70%
Fast Joint, Broad.....	50&50&10%
Fast Joint, Narrow.....	50&50&10%

WROUGHT STEEL—	
List April 1, 1895.....	
Bronzed Inside Blind Butts.....	50&50&10%
Bronzed, Narrow.....	50&50&10%
Fast Joint, Narrow.....	50&50&10%
Fast Joint, Light Narrow.....	50&50&10%
Fast Joint, Broad.....	50&50&10%
Loose Joint.....	50&50&10%
Loose Pin.....	50&50&10%
Table Butts, Back Flaps, etc.....	70&10&5%

Callipers—	
Bemis & Call:	
Wing.....	65%
Double.....	65&10%
Inside and Outside.....	65&10%
Straight Leg.....	65&10%
Call's Pattern, Inside.....	55%

<b>Calipers—</b>	
<b>Bemis &amp; Call:</b>	

**Cattle Leaders—**

Humason, Beckley & Co.'s.....	70&10%
Peck, Stow & W. Co.....	65%
Sargent's.....	70&10%
Welton's.....	70&10%

**Chain—**

Aluminum Coll and Halter.....	50&5%
American Halter Chain.....	50&50&5%
American Proof Coll, Cask lots, Inch.....	Per lb.
3-16.....	\$7.45
5-16.....	5.55
7-16.....	4.55
9-16.....	3.70
11-16.....	3.55
13-16.....	3.45
15-16.....	3.40
17-16.....	3.40
19-16.....	3.35
21-16.....	3.35
23-16.....	3.35
25-16.....	3.35
Less than 1000 lb of each size, add 25c.	
Per 100 lbs.....	

**Bridgeport Chain Co.:**

Brown, Coll.....	60%
Brown, Halter.....	60%
Competition Sash.....	50&10%
Monarch, Sash.....	40&10%
Triumph, Coll.....	55%
Triumph, Halter.....	55%

Covert Mfg. Co., Breast Chain.....	35%
Covert Mfg. Co., Halter Chain.....	
Covert Mfg. Co., Heel Chain.....	
Covert Mfg. Co., Rein Chain.....	
Covert Mfg. Co., Stallion Chain.....	5&5% c
Galvanized Pump Chain.....	
German Coll, list July 24, '97.....	
German Halter Chain, list July 24, '97.....	
Jack Chain, Iron.....	60&60&10%
Jack Chain, Brass.....	60&60&10%

Onelida:	
Niagara.....	60%
Eureka.....	60%

Trace, Wagon and Fancy Chains, New List.....	50&10&60%
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**COW TIES—**

American.....	50&50&10%
Niagara.....	45&50%
Covert Mfg. Co.:	
Cotton.....	45%
Hemp.....	45%
Jute.....	35%
Sisal.....	20%

**Chain Guards—**

Aluminum S. & N. Co.....	50
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**Chain Hoists—**

Enterprise.....	25&30%
Family.....	net @ doz. \$4.00

**Cherry Stoners—**

Enterprise.....	25&30%
Family.....	net @ doz. \$4.00

**Chisel and File Handles—**

See Handles.

**Chisels—****SOCKET FRAMING AND FIRMER—**

Buck Bros.....	30%
Charles Buck.....	30%
Douglas.....	
Mix.....	70%
Ohio Tool Co.....	
P. S. & W.....	
Swan.....	
Wetherby.....	
C. E. Jennings & Co, No. 70.....	20%
Jennings & Griffin Mfg. Co.....	70%

**TANGED AND MISCELLANEOUS—**

Box.....	60&10%
Buck Bros.....	30&10%
Butchers'.....	\$4.75 @ \$5.00 to 2
C. E. Jennings & Co.....	20%
Jennings & Griffin Mfg. Co. Tanged	
Chisels and Gouges.....	40%
Spear & Jackson's.....	\$5.00 to 2
Tanged Firmers'.....	40&40&10%

**COLD CHISELS—**

Good quality, # lb.....	18c @ 20c
Snell's Best C. S.....	50%

**Chucks—**

Beach Patent, each, \$8.00.....	30%
Cushman's:	
Combination.....	4%
Independent.....	50%
Morse's Adjustable, each, \$7.00.....	25%
Syracuse, Balz Patent.....	80%
Union Mfg. Co.:	
Combination.....	40%
Independent.....	40%
Universal.....	40%
Victor, No. 1, \$8.50; No. 2, \$12.50.....	25%

**Clamps—**

Adjustable, Cincinnati.....	25&10%
Adjustable, Hammers.....	20%
Adjustable, Stearns'.....	30%
Malleable, Stearns'.....	70%
Cabinet Makers or Quilt Frame, Sargent's.....	50%
Carpenter's, Cincinnati.....	25&10%
Carriage Makers', Sargent's.....	50&50&10%
Carriage Makers', Stearns'.....	50&50&10%
Carriage Makers', P. S. & W. Co.....	40&10%
Smith's:	
Eccentric.....	25%
Splicing.....	25%
Splicing Tools.....	25%
Warner's.....	40&10%

**Cleaners, Sidewalk—**

Challenge Shank.....	\$3.25
Star Shank.....	4.00
Star Socket.....	4.25

**Clippers—****HORSE—**

Chicago Flexible Shaft Co.'s:	
Chicago Belt Clipping Machine, Each \$15.00 net	
New '98, Chicago.....	8.75 net

**TOILET**

Chicago Flexible Shaft Co.'s:	
Mascot.....	\$8.40 net
Monitor.....	9.00 net
Stewart Pat.....	10.00 net

**Clips—**

Norway Axle.....	60&10&10%
Norway Spring Bar Clips.....	60&10&10%
Superior Axle Clips.....	60&10&10%

**Coffee Mills—**

Box and Side.....	50&10&60%
Enterprise Mfg. Co.....	25&30
Logan & Strobbridge Co.....	net prices
National Specialty Mfg. Co.....	30%
The Swift, Lane Bros. Co.....	30%
Wadell's New Box Mills.....	10%
Ideal Brand, New List.....	60&60&10%

**Coll Chain—**

See Chain.

**Compasses, Dividers, &c.—**

Athol Callipers and Dividers.....	40%
Bemis & Call Co.'s:	
Compasses.....	50&5%
Dividers.....	65%
Compasses, Callipers, Dividers.....	70&70&10%
Copeland's Extension.....	40%
Stevens' "Ideal".....	25&10%
Stevens' "Leader".....	25&10%
Starrett's Fay's Patent	
Spring Callipers and Div.....	25&10%
Wright's.....	33%

**Coopers' Tools—**

Bradley's.....	20%
Barton's.....	20&20&5%
Beatty's.....	33%
L. & I. J. White.....	20&20&5%
Sandusky Tool Co.....	25&10&30&10%
Shaves, Cincinnati Tool Co.....	15&15&10%

**Corkscrews—**

Detroit Cork-Screw Co.....	33%
Howe Bros. & Hulbert.....	40%
Humason & Beckley Mfg. Co.....	40&10%
Samson.....	@ doz \$10.00
Williamson's.....	40%

**Corn and Fodder Compressor—**

J. B. Hughes', @ dozen net.....	\$3.00
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**Corn Hooks—**

Kretzinger Cut-Easy.....	\$3.00 net
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**Corn Knives and Cutters—**

Bradley's.....	net
Wadsworth's.....	net

**Countersinks—**

Mayhew's Diamond.....	40%
Smith's.....	25%
Snell's.....	50%
Wheeler's Patent.....	60&10%

**Crayons—**

Sargent's List.....	20%
Dixons:	
Eclipse.....	\$3.75
Emerald.....	5.00
Oriole.....	5.00
Rainbow.....	2.81
Solid.....	7.50

**Curry Combs—**

Fitch's List.....	net prices
Kohler's.....	30&30%
New York Stamping Co. List, Sept. 17, '97.....	40%
Perfect.....	40%
Rubber, @ doz.....	\$7.50
Southington Cutlery Co.'s.....	25&10%

**Cycle Hangers—**

Lane's.....	33%&5%
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**Diggers—**

See Post Hole, etc.

**Dividers—**

See Compasses, Dividers, etc.

**Dog Collars—**

Chapman Mfg. Co.'s New List:	
Chain (full assortment).....	40%
Leather (full assortment).....	40&10%
Pope & Stevens:	
Brass.....	40%
Embossed.....	30&10%
Leather.....	40%
Union Hardware Co. New List.....	50&50&10%

**Door Bolts—**

See Bolts, Door.

**Door Checks—**

Bardley's.....	33%&40%
Columbia.....	50&10%
Eclipse.....	50&10%
Home.....	45&10&45&10&10%
Norton's.....	50&50&10%
Ogden's.....	33%&40%

**Door Holders—**

Empire.....	50%
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**Door Springs—**

Champion (Coll).....	50%
Gem (Coll), list Oct. '95.....	30%
Rubber, complete, @ doz.....	\$5.50.45&50%
Star (Coll), list Oct. '95.....	30%
Torrey's Rod, 39 in., @ gro.....	\$15.00
Torrey's Rod, 43 in., @ gro.....	42.00
Victor, Coll.....	50&10&10%

**Drain Cleaners—**

Iwan's Adjustable.....	55%
Iwan's Stationary.....	45%

**Drawer Pulls—**

Sargent's List.....	60%
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**Drawing Knives—**

Adjustable Handle.....	25&25&10%
Bradley's.....	35%
Douglas.....	70&10%
Jennings & Griffin.....	65%
Mix.....	70&10%
Ohio Tool Co.....	70&10%
P. S. & W.....	70&10%
Wetherby.....	70&10%
Watrous.....	30&10%
L. & I. J. White.....	20&5&25%

**Drills and Drill Stocks—**

Automatic Boring Tools.....	50%
Bench, Mannere.....	65%
Blacksmiths'.....	60%
Breast, Bartholomew's.....	25&10%
Breast, Goodell's.....	25&30%
Breast, Millers Falls, each \$3.00.....	15&10%
Clamp.....	20%
Ratchet, Billings' Double Acting.....	33%
Ratchet, Ingersoll's.....	25%
Ratchet, Merrill's.....	20&20&5%
Ratchet, Moore's Triple Act.....	25&30%
Ratchet, Fletcher's.....	40%
Ratchet, Whitney's.....	50%
Ratchet, Weston's.....	20&25%
Stearns' Bench.....	30%
Upright, B. & P.....	50%
Hand, Goodell's.....	30&10%
Whitney's Hand Drill, No. 1, \$10.00.....	
Adjustable No. 10, \$12.00.....	33%
Wilson's Drill Stocks.....	10%

**TWIST DRILLS—**

See Augers and Bits.

**BLACKSMITHS'**

Coe's.....	60%
Prontice.....	60%

**Drug Mills—**

National Specialty Mfg. Co.....	30%
Enterprise Mfg. Co.....	25&30%

**Easy Lawn Swings—**

Ulrich Mfg. Co.....	\$85.00
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**Egg Beaters—**

Dover Stamping Co.:	
New Dover, @ doz. 75 cts., @ gro.....	\$7.50
Extra Family Size.....	@ doz. 2.00
Keystone.....	33%
Spiral.....	@ gro. \$4.25 @ \$4.50
Standard Co.:	
Dover, No. 5.....	\$5.50
Dover, No. 10.....	7.00
Dover, Steel Handle, No. 10.....	7.00
Dover, Extra Heavy, No. 15.....	12.00
Rival.....	9.00

**Emery—**

Genuine Turkish Walpole Mills,	
No. 6 to 46, # lb.....	10c
No. 54 to 150, # lb.....	10c
Flour, # lb.....	8c
Enameline.....	@ gro.
No. 4.....	\$4.50
No. 6.....	7.2c

**Escutcheons—**

Wood.....	25%
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**Expansive Bits—**

See Augers and Bits.

**Farriers' Knives—**

"Challenge".....	\$3.00
Popes.....	3.00
Wilkinson's.....	\$3.00 net
Wootenholm's.....	\$3.25.10%

**Faucets—**

Brass Globe Cocks.....	65&65&5%
Brass Racking.....	65&65&5%
Compression Bibbs.....	65&65&10%
Compression Bibbs with flange.....	65&10&70%

**Lever Handle Bibbs, Gr. Ky.**

Rgh.....	65&65&10%
Fin.....	60&5&60&10%
Red Cedar.....	40&40&10%
Red Cedar, bbl. lots.....	50%
Frary's Iron Petroleum.....	65&65&5%
John Sommer's "Peerless," Tin	
Key.....	40%
John Sommer's "Boes," Tin Key.....	50%
John Sommer's "Victor," Metal	
Key.....	50&10%
John Sommer's "Duplex," Metal	
Key.....	60%
John Sommer's "Buckeye," Metal	
Key.....	40%
John Sommer's "Rochester," Metal	
Key.....	50%
John Sommer's "Rival," Metal Key.....	50%
John Sommer's "Crescent," Metal	
Key.....	50&10%

John Sommer's "Diamond," Lock.....	40%
John Sommer's "Eclipse," Lock.....	40&10%
John Sommer's "Union," Lock.....	50%
John Sommer's "I. X. L.," Cork	
Lined.....	50%
John Sommer's "Reliable," Cork	
Lined.....	50&10%
John Sommer's "Common," Cork	
Lined.....	70%
John Sommer's "O. K.," Cork	
Lined.....	50%
John Sommer's "Chicago," Cork	
Lined.....	60%
John Sommer's "Perfection," Cedar.....	40%
John Sommer's "No Brand," Cedar.....	50&10%
Star.....	60&60&5%

**SELF MEASURING—**

Enterprise @ doz.....	\$36.00.....40%
Lane's @ doz.....	\$36.00.....40&5&40&10%
National Specialty Mfg. Co.....	33%

**Files—****DOMESTIC—**

New List, Nov. 1, 1899.....	
American.....	75&5%
Arcade.....	75&5%
J. Barton Smith.....	75&5%
Diaston's.....	75&5%
Diaston's Superfine.....	25&30%
Eagle.....	70&10&5%
Great Western.....	75&5%
Kearney & Foot.....	75&5%
Keystone.....	80&80&10
Nicholson.....	70&10%
Nicholson's X. F. Files.....	80&25&10%
Royal.....	80&80&10%
Second Quality Files.....	80&10%

**IMPORTED—**

**Gauges—**

Bemis & Call's Steel	50%
Boas, Screw Pitch	33%
Clapboard	25% & 10%
Marking, Mortise, etc.	55% & 10% & 55%
Stanley's	60% & 10%
Stanley's Chisel	20% & 10%
Starrett's Surface, Center and Scratch	25% & 10%
Copeland Champion Bit, $\frac{1}{2}$ doz.	\$2.00 net.
Stubs' Wire and Drill	20%
Wire, Moore's	25%
Wire, P. S. & W., low list.	10% & 10%
Wire, Wheeler, Madden & Co.	10%

**Gimlets—**

"Diamond" Gimlets, $\frac{1}{2}$ gr.	\$4.00 @ \$4.25
Double Cut	40% & 10% & 50%
Metal Head	50% & 10%
Wood Head	50%
Swan's, German Pattern	40% & 10%

**Gimlet Bits—**

See Augers and Bits.

**Glass Cutters—**

"Woodward"	net prices
"Red Devil"	net prices

**Globe and Racking Cocks—**

See Faucets.

**Glue—**

Dodd's Liquid Glue	25% & 25% & 10%
Le Pages Liquid	25% & 25% & 10%
Mystic	40%
Martins	40%

**Glue Pots—**

Enameled	40% & 10% & 50%
Tinned	40% & 40% & 5%

**Graters—**

Enterprise . . . . . 25% &amp; 30%

**Griddles—**

Cronk's . . . . . 70%

**Grindstone Fixtures—**

P. S. & W. Co.	50% & 50% & 10%
Sargent's Patent	60% & 10% & 10%
Stowell	50%

**Gunpowder—**

See Ammunition.

**Gun Wads—**

See Ammunition.

**Hafts—**Britton's . . . . .  $\frac{1}{2}$  doz. \$6.50**Halters—**

Covert Mfg. Co.	
Jute Rope Halters	35%
Sisal Rope	20%
Web Halters	45%

**Halter Chain—**

See Chain.

**Hammers—****HANDLED HAMMERS—**

Humason & Beckley	40% & 10%
Magnetic Tack, Nos. 1, 2, 3	\$1.25
H. & B., Tack	40% & 10%
Maydole's	33% & 55% & 40% & 10%
Peck, Stow & Wilcox	40% & 10% & 10%
A. E. Nail	40% & 10%
Engineers and B. S. Hand	60% & 10%
Sargent's New List	45% & 45% & 10%
Verree	50% & 10%
Warner & Noble's New List	25%

**HEAVY HAMMERS AND SLEDGES—**

Under 3 lb	$\frac{1}{2}$ lb 40c
3 to 5 lb	$\frac{1}{2}$ lb 35c
Over 5 lb	$\frac{1}{2}$ lb 30c
Wilkinson's Smiths	24c @ 10c $\frac{1}{2}$ lb

**Hammock Ropes—**

Covert Mfg. Co.	
Jute	35%
Sisal	20%

**Hand Cultivators—**Ulrich Mfg. Co.: Osborne's . . . . .  $\frac{1}{2}$  doz., \$15.00**Handles—****IRON, WROUGHT OR CAST—**

Chest Handles, Sargent's	50% & 10%
Chest Handles, Stearns' No. 1, Door or Thumb	80c. 70%
Nos. 0 1 2 3 4	$\frac{1}{2}$ doz. \$ .90 \$1.00 \$1.08 \$1.35 \$1.50
Drawer Handles	60%
Ring Handles	70%
Roggin's Latches	85% & 95% & 10%
Shelf Box Handles	85%
Trunk Handles	60%
Tub Handles	60% & 10%

**STORE DOOR HANDLES—**

Bronzed, with Cylinder Lock	50%
Bronzed	50% & 50% & 10%
Japanned, with Nuts	45% & 10%
Japanned, with Plate	45% & 10%
Japanned, without Plate	45% & 10%

**DOOR PULL—**

Bar	60% & 60% & 10%
Barn Door	50% & 10%
Chest and Lifting	60% & 60% & 10%
Drawer Pulls	50% & 10% & 60%
Plain B. M.	60% & 60% & 10%
Push Plates, Sargent's List	60% & 80% & 10%
Sash Pull Plates	70% & 10%
Sash Pulls	60% & 10% & 10%
Window Pulls	65%

**WOOD—**

Auger, assorted	$\frac{1}{2}$ gr. \$2.25 @ 2.50
Auger, large	$\frac{1}{2}$ gr. 3.00 @ 3.25
Auger, Douglass' Pat., $\frac{1}{2}$ set, No. 1.	\$1.0 : No. 2, \$1.40. 60% & 10%
Auger, Ives' Pat., No. 1.	60% & 10%
No. 2 to 32 $\frac{1}{2}$	40%
Auger, Swan's Pat., $\frac{1}{2}$ set, No. 3.	\$1.00; No. 4, \$1.25 . . . . . 25% & 10%
Bradawl	$\frac{1}{2}$ gr. \$1.75 @ \$2.00
Chisel, Worcester, Leather Cap'd.	1.50
Disston's Crosscut	50%
File, assorted	$\frac{1}{2}$ gr. \$1.25 @ 1.40
Firmer Chisel, Apple, assorted, $\frac{1}{2}$ gr.	\$2.25 @ 2.50
Hammer, Hatchet, Axe, Sledge, etc.	50% & 2%
Hoe, Rake and Fork	60% & 10% & 10% & 5%
Saw and Plane	40% & 10% & 50%
Shovel and Spade, Wood D. Handle.	50% & 50% & 10%

**CROSS-CUT SAW HANDLES—**

Atkins	40%
Champion	45% & 45% & 10%

**Hangers—**

American Trackless	38% & 20%
Barn Door, old pattern	60% & 10%
Barn Door, New England	65% & 70%
Barry, \$8.00	50% & 10%
Best Anti-Friction	60% & 10%
Challenge Barn Door	50%
Cronk's Roller Bearing	
No. 0	\$4.50 net per dozen.
No. 4	5.50
No. 5	6.50
Cronk's Steel, cov'd, Loose Axle	60% & 5%
Coburn	40%
Davis Parlor Door	50% & 50% & 5%
Duplex (Wood Track)	60% & 10% & 5%
Kidder's	50% & 50% & 10%
Lane's Barn Door:	
Barn Door, Standard	60% & 10%
Covered	50% & 10% & 10% & 5%
Special	60% & 10%
No. 50	50% & 10%

Parlor:	
Standard	$\frac{1}{2}$ set, net, \$3.25 @ —
Ball Bearing	4.00 @ —
New Model	2.75 @ —
New Champion	2.40 @ —
Manhattan	60%
McKinney's "None Better," No. 2.	\$18.00; No. 1 Special, \$15.00. $\frac{1}{2}$ dozen pairs . . . . . 60% & 10%
Richards' Single Track, Steel	40% & 10%
Richards' Anti-Friction	50%
Victor, No. 1, \$15.00; No. 2, \$20.00.	No. 3, \$25.00; No. 4, \$35.00. 60% & 10% & 2%
Warner's Patent	20% & 10% & 10%
Wilcox's New Century	50% & 10% & 10%

**Harness Snaps—**

See Snaps.

**Hasps and Staples—**

McKinney's "Perfect," \$1.10 $\frac{1}{2}$ doz 50%	
Wrought	85% & 85% & 10%
Wrought, Stanley	80%

**Hatchets—**

See Axes.

**Hay Hooks—**

Humason & Beckley	60% & 10%
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**Hay Racks—**

Baxter Wrought Iron, No. 1, \$1.00, net; No. 2, \$1.50, net.

**Hay and Straw Knives—**

Auburn Hay, Com. and Spear Point	50%
Iwan's Hay, Sickle Edge, $\frac{1}{2}$ doz. net \$10	
Iwan's Hay, Imp. Serrated $\frac{1}{2}$ doz. net	\$10.50
Auburn Straw	40%
Lightning, from jobbers	60% & 5%
Wadsworth's	40%

**Hinges—****WROUGHT IRON HINGES—**

Rolled Blind Hinges, Nos. 32 and 34.	
Rolled Plate	50% & 10%
Rolled Raised	70%
Screw Hook and Strap,	6 to 12 in., $\frac{1}{2}$ lb. 3 @ 34c.
	14 to 20 in., $\frac{1}{2}$ lb. 2 $\frac{1}{2}$ @ 34c.
	22 to 36 in., $\frac{1}{2}$ lb. 2 $\frac{1}{2}$ @ 38c.

**STRAP AND T HINGES.**

New List, March 15, 1901.	
Light Strap	75%
Heavy Strap	80%
Light T.	70%
Heavy T.	65%
Extra Heavy T.	75% & 10%
Long Chest	60%
Hinge Hasps and Staples	60%
Crate Hinges	75%
Crate Hasps	60%
Corrugated Heavy Strap	80%
Corrugated Extra Heavy T.	75% & 10%

Japanned Light Strap	60%
Japanned Heavy Strap	50% & 10% & 5%
Japanned Light T.	60%
Japanned Heavy T.	50% & 10% & 5%
Japanned Extra Heavy T.	55%
Japanned Hinge Hasps	50%
Japanned Long Chest	60%
Japanned Crate Hinges	60%
Galvanized Hinges with Iron Pins	65% & 10%
Galvanized Hinges with Brass Pins	60% & 10%

**SPRING HINGES—**

Bommer's Brothers.	
Bommer Spring Hinges	40%
Bommer B. B. Floor Hinges	40%
Bardley's Patent Checking	15%
Chicago	30%
Sargent's List, 1894:	
Bronze Metal	70% & 10% & 10%
Japanned Surface, Single	70% & 10%
Japanned Surface, Double	60% & 10%
Mortise	70% & 10%
Model	70% & 10% & 10%
Tuscan Surface, Single	70%
Tuscan Surface, Double	60% & 10%
Vigilant	60%
Union Spring Hinge Co.'s List, March, 1894	20%
Union Mfg. Co.	25%
Wiles', No. 1, $\frac{1}{2}$ gr., \$16.00; No. 2, $\frac{1}{2}$ gr.	\$18.00

**GATE HINGES—**

Clark's, Nos. 1, 2, 3.	50% & 10% & 60% & 10%
N. E., $\frac{1}{2}$ doz.	\$7.50 . . . . . 60%
N. E., Reversible, $\frac{1}{2}$ doz.	\$5.60 . . . . . 60%
N. Y. State, $\frac{1}{2}$ doz.	\$4.90 . . . . . 60%
Shepard's, Nos. 1, 2, 3.	60% & 10%
Western, $\frac{1}{2}$ doz.	\$4.20 . . . . . 60%

**BLIND HINGES—**

Clark's:	
Lull & Porter, Nos. 0, 1, 1 $\frac{1}{2}$ , 2, 2 $\frac{1}{2}$ .	70% & 10%
Mortise Gravity	50%
Nos. 1, 3, 5.	70% & 10%
Nos. 40 and 50.	70%
Parker	70% & 10%
Sargent's, Nos. 1, 3, 5, 11, 18.	70% & 10%
W. H. Co.'s No. 2 Mortise Gravity	60%
Stanley's Steel Gravity Blind Hinges, with Screws, \$1.30 $\frac{1}{2}$ doz. sets.	80% & 10%

**Hitching Cords—**

Covert Mfg. Co. . . . . 45%

**Hoes—**

Steel Goods Association List, Aug. 1, 1899.	
Asphalt Hoes	65%
Cotton Hoes	70% & 10% & 10% & 5%
Cotton Chopper Hoes	75% & 10% & 74%
Garden Hoes	75% & 5%
Harper's No. 7 Mortar Hoes	65%
Jersey Hoes	65%
Kretzinger, Cut-Ezy	75% & 5%
Ladies' Cotton Hoes	75% & 10% & 74%
Laid Steel Edge Hoes	25% & 5% & 5%
Meadow and Rhode Island Hoes	75% & 5%
Mortar and Street Hoes	75% & 74% & 5%
Planter Hoes, Regular Pattern	70% & 80%
Rough Finish Shank Cotton Hoes	75% & 124%
Special Hoes	75% & 10% & 5%
Special Mortar Hoes	40% & 10% & 24%
Sunhem Meadow Hoes	75% & 5% & 24%
Tobacco Hoes	75% & 20%
Toy Ladies' and Boys' Hoes	70% & 10% & 10%
Truck Hoes	50% & 10% & 2%
Warren Hoes	60%
Weeding Hoes and Rakes	75%

**Hollow Augers—**

See Augers and Bits.

**Hollow Ware—**

ENAMELED—	
Agate Nickel Steel Ware, list July, 1899	85%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895	40% & 10%
Second Quality, Agate Nickel Steel	65%
Second Quality, Granite	70% & 10% & 70% & 10% & 10%

Iron Clad:	
Peppered Ware, high list	70%
Mottled Ware, high list	75%
Never Break Enameled	50% & 5% & 50% & 10%

**STOVE HOLLOW-WARE—**

Ground	60% & 10%
Unground	70%

**WHITE ENAMELED-WARE—**

Boilers and Saucepans	50% & 50% & 10%
Messin Kettles	70% & 10% & 75% & 5%
Tinned Boilers and Saucepans	50% & 50% & 10%

**SILVER PLATED—**

4 mo. or 5 $\frac{1}{2}$ cash in 30 days.	
Hartford Silver-Plate Co.	40% & 5%
Holmes & Edwards Silver Co.	40% & 15% & 5%
Meriden Britannia Co.	40% & 5%
Reed & Barton	40% & 5%
Rogers & Brother	40% & 5%
Simpson, Hall, Miller & Co.	40% & 5%
William Rogers Mfg. Co.	40% & 10%

**Hooks—****AGRICULTURAL—**

Potato, all kinds	70%
Manure	70%
Iowa F. T. Co.'s Clam	60% & 10% & 24%

**BUSH—**

Jennings &amp; Griffin's . . . . . 83% &amp; 5%

**CORN—**Kretzinger Cut-Ezy . . . . .  $\frac{1}{2}$  doz. \$3 net**CAST IRON—**

Bird Cage, Sargent's list	60% & 10% & 10%
Bird Cage, Reading	60% & 60% & 10%
Bird Cage, Williamson	50%
Celling, Sargent's list	50% & 10%
Chan elier	70%
Clothes Line, Sargent's list	50% & 10%
Coat and Hat, Sargent's list	50% & 10%
Coat and Hat, Reading	60% & 10%
Coat and Hat, Stowell's	70%
Harness, Sargent's list	50% & 50% & 10%
Lamp	55%
Picture	75%
Screw Hat	70%
Wardrobe	55%

**WROUGHT IRON AND STEEL—**

Cotton	$\frac{1}{2}$ doz. \$1.25
Cotton Pat. (N. Y. Mallet & Handle Works)	20%
Hammock Hooks, E. C. Stearns	50%
$\frac{1}{2}$ doz.	50%
Picture, T. & S. Mfg. Co.	75%
Tassel, T. & S. Mfg. Co.	50% & 10%
Wrought Staples, Hooks, &c.	See Wrought Goods

**MEAT—**



**Jack Screws—**  
See Screws.**Kettles—**

Spun Brass, Plain.....15@20%  
Spun Brass, plated inside with White Metal.....10@15%

**Knives—**

Ames':  
Bread Knives, 3 doz \$1.50.....20%  
Butcher Knives.....25%  
Shoe Knives.....25%  
Cronk's Chopping.....33 1/2%  
Dunlap Kitchen and Bread Knives.....25%  
Foster Bros. Butcher, &c.....30%  
Goodell's:  
Bread Knives Ass'n list.....net  
Butcher.....net  
Shoe Knives.....40%  
Hay and Straw, see Hay Knives.  
Table and Pocket, see Cutlery.  
Wilson's Butcher Knives.....net

**Knives, Hay and Straw—**  
See Hay Knives.**Knobs—**

Bardsley's Wood Door, Shutter and Base.....10%  
Base, Rubber Tip, 2 1/2 in. Bead, 3 gr. \$1.50  
Carriage, Jap.....gr. 80c. 60%  
Door Mineral, R. & E. list.....50%  
Door Por. Jap'd.....50%  
Door Por. Nickel, ".....50%  
Picture, Judd's.....50@10%  
Picture, Sargent's.....60@10%  
Yale & Towne Wood.....net

**Latches—**

Cronk's Barn Door.....Net, \$2.25  
Lane's Barn Door.....40@40@10%

**Lawn Mowers—**

Champion.....75@10%  
Clipper Improved.....50@10@10@5%  
Continental.....60@10%  
Enterprise.....40@10%  
Genuine Philadelphia Mowers:  
Styles M. S., C., K., T.....70@10%  
Style A. (all steel).....60@10%  
Style E., Low Wheel.....60@10%  
Style E., High Wheel.....70@10@5%  
Drexel, low list.....60%  
Gold Coins, low list.....60%  
Great American.....70@10%  
Imperial.....60@10@10%  
New Departure, High Wheel.....70@10%  
New Departure, Low Wheel.....75%  
New Easy.....60@10@60@10@10%  
New York.....60@5%  
Pastime:  
12 in. 14 in. 16 in.  
\$6.00 \$6.25 \$6.50 each net  
Pennsylvania.....60@10%  
Racine.....60%  
Rapid Transit.....70@10%  
Standard.....60@5%  
Sunbeam.....60@10%

**Lawn Sprinklers—**

Enterprise.....25@90%  
Gibbs' Arc.....3 doz. \$10.00  
Gibbs' Hustler.....3 doz. 5.00  
Philadelphia Lawn Mower Co.:  
Philadelphia Lawn Sprinkler:  
No. 1, No. 2, No. 3  
3 doz. \$12.00 \$15.00 \$34.00.....30%

**Leaders—**

Covert Mfg. Co. Cattle.....45%  
Lead Pipe, Etc.....3 lb  
Lead Pipe, full lengths.....6c  
Lead Pipe, cut lengths.....6 1/2c  
Lead Pipe, Tin Lined.....12 1/2c  
Block Tin Pipe.....37 1/2c  
Sheet Lead, full rolls.....87 1/2c  
Sheet Lead, cut rolls.....8c  
Quantity discount, 20%

**Lemon Squeezers—**

Berger Bros. 3 doz. 8-in. \$1.00; 10-in. \$1.40.....20%  
Dean's, Nos. 1, 3 doz. \$6.50; 2, \$8.35; 3, \$11.65; Queen, \$2.50, net  
Hotchkiss, Straight Flush, 3 doz. \$9.60  
Jennings' Star.....3 doz. \$1.90@2.00  
Little Giant.....50@50@5%  
Porc. Lined, Iron.....\$3.25@3.50  
Porc. Lined, Wood.....3 doz. \$6.00  
80@10@40%

Wood, Common, 3 gross, No. 0, \$5.00;  
No. 1, \$6.50; No. 2, \$10.00.

**Letter Box Plates—**

Name Door Plate.....50@50@10%  
Name Plate.....70%  
Number Door Plate.....60@60@10%  
Sargent's.....60@10@70%

**Levels—**

C. E. Jennings & Co.'s:  
Hexagon.....2'@10%  
Iron Bench, new design.....25@10%

**Lifters—**

See Transom Lifters.

**Lines—**

Cotton and Linen Fish, Draper's.....50%  
Cotton Chalk, 20 feet.....60@10%  
Cotton Trot.....33 1/2%  
Masons':  
Colored Cotton.....40@10%  
Flax.....40@10%  
No. 0 to 5.....20%  
Samson Cotton, No. 4, \$2.00; No. 4 1/2 \$2.50.....10%  
Silver Lake, Braided, No. 0, \$6.00  
No. 1, \$6.50; No. 2, \$7.00; No. 3, \$7.50 3 gross.....25@30%

Ventilator Cord, Samson Braided,  
White or Drab Cot. 3 doz. \$7.50, 20%  
Wire Clothes, 100 feet, No. 18, \$2.25;  
No. 19, \$2.00; No. 20, \$1.75.

**Loaded Shells—**

See Ammunition.

**Locks—**

DOOR LOCKS, LATCHES, &c.

Branford Lock Co.....net prices  
Champion Night Latches.....40%  
Lockwood Mfg. Co.....50%  
Moore's Elevator Door.....40%  
Norwalk Lock Co.....40%  
Plate.....33 1/2%  
R. & E. Mfg. Co.....45@10%  
Reading Hardware Co.....40%  
Sargent & Co.....40@40@10%  
Yale.....net prices

**CABINET—**

Eagle Lock Co.....33 1/2%  
Corbin.....33 1/2%  
Yale.....33 1/2%

**PADLOCKS—**

Acme Bicycle and Satchel, 3 doz., \$9.00.....40%  
Acme Sword Co.....40%  
Brown's Brass.....25%  
Brown's Chain.....25%  
Champion.....40%  
Eagle.....40%  
Scandinavian.....90@25%  
McWilliams.....25%  
Smith & Egge Bicycle.....50%  
Wrought Iron.....75@10%  
Yale Lock Co.....net prices

**TRUNK—**

Corbin's.....25@10%  
Eagle.....25@10%

**Machine Bolts—**

See Bolts.

**Mail Boxes—**

See Boxes, Mail.

**Mallets—**

Sargent's List:  
Hickory.....50@50@10%  
Lignumvitae.....50@50@10%

**Mattocks—**

Cronk's Garden.....25%  
Regular Goods.....60@10%

**Meat Cutters—**

American.....30%  
Nos. 1 2 3 4 B 5  
Each \$7 \$10 \$25 \$50 \$80  
Dixon's.....3 doz. \$3 1/2  
Nos. 1 2 3 4  
\$14 \$17 \$19 \$30  
Enterprise.....25@25@7 1/2%  
Nos. 5 10 12 30 32 32  
Each \$2 \$5 \$2.50 \$5 \$4 \$6  
Hales Pattern, 3 doz.....70@70@5%  
Nos. 11 12 13  
\$27 \$33 \$45  
Home No. 1, 3 doz. \$33.....60%  
Little Giant.....50@10%  
Nos. 305 310 312 320 322  
\$35 \$48 \$44 \$72 \$68  
Miles' Challenge, 3 doz.....45@45@10%  
Nos. 1 2 3  
\$22 \$30 \$40  
Woodruff's, 3 doz.....33 1/2%  
Nos. 100 150  
\$15 \$18  
Beef Shavers (Enterprise).....25@30%  
Chadborn's Smoked Beef Cutter.....3 doz. \$60.00

**Meat Juice Extractors—**

Enterprise.....25@30%

**Metals, Anti-Friction—**

Magnolia Metal Co.:  
Magnolia, Anti-Friction.....25c  
No Name.....15c  
Mystic.....10c  
f. o. b. New York or Chicago.

**Melting Ladles—**

Monroe's Patent.....3 doz. \$4.00, 40%  
P. S. & W.....35@10@40%  
Reading.....50@10%  
Sargent's.....60@60@10%  
Warner's.....30%

**Mitre Boxes—**

C. E. Jennings & Co.....40%  
Seavey's, 3 doz. \$30.....40%

**Mop Wringers—**

Matchless (Canton, O.), 3 doz.....\$12.00

**Motors—****COFFEE MILL—**

Specialty Novelty Co.....each \$5.00

**Nails—****WIRE AND OUT NAILS—**

See Review of the Markets for quotations.

Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85@5@10%

**PICTURE—**

Brass Head, Combination list.....70%  
Brass Head, Sargent's list.....70@70@5%  
Niles' Patent.....40%  
Porcelain Head, Comb'n list.....40%  
Porcelain Head, Sargent's list.....50%

**FURNITURE—**

Antique Bronze.....10%  
China.....25%  
Fire Gilt.....10%  
Plain.....40%

**Nail Pullers—**

Ajax, 5 lbs.....3 doz. net \$7.50  
Black Hawk, 3 doz.....\$9.00  
Cyclops.....35%  
Eclipse.....3 doz. 18.00, 25@10@10%  
Eureka, No. 74.....3 doz. net \$4.50  
Eureka, No. 75.....3 doz. net 8.00  
Giant, No. 1, 3 doz. \$18.00; No. 1 1/2 \$16.50; No. 2, \$15.00.....30@5%  
Lightning.....3 doz. \$18.00, 20%  
National.....3 doz. 24.00, 40%  
Pelican.....3 doz. \$9.00, 40@40@10%  
Scranton Improved, in Case Lots:  
Small, No. 3.....3 doz. \$5.00  
" No. 3 B.....3 doz. 5.00  
" No. 3 D.....3 doz. 4.00  
Large, No. 1.....3 doz. 6.50  
" No. 2.....3 doz. 5.75  
" No. 2 B.....3 doz. 5.50  
" No. 2 D.....3 doz. 4.50

**Nail Sets**

Buck Bros.....27 1/2%  
Cannon's Diam'd Point, 3 gro. \$12.25  
Humason's.....50@10%  
Hunters' Cup Point, Knurled.....\$10.00  
Hunters' Cup Point, Plain.....9.00  
Octagon.....4.00@4.75  
Round, assorted.....3.00@3.25  
Square.....4.00@4.25  
Snell's:  
Octagon.....\$4.75  
Corrugated.....6.50  
Knurled.....9.00

**Nippers—**

Acme.....50%  
Smith's Cutting.....50%  
Todd's Cutting.....50%

**Nut Crackers—**

Acme, Japanned.....\$30.00, 40%  
Acme, Nickel Plated.....30.00, 20%  
Turner & Seymour Mfg. Co.....50%

**Nuts—**

Off list.  
Hot pressed, square, blank.....\$5.60  
Hot pressed, hexagon, blank.....6.30  
Hot pressed, square, tapped.....5.60  
Hot pressed, hexagon, tapped.....6.30  
Cold punched, plain, square, blank 5.20  
Cold punched, hexagon, square, blank.....5.60  
Cold punched, plain, square, tapped.....5.20  
Cold punched, plain, hexagon, tapped.....5.60

**Oilers—**

Brass and Copper.....40@10@50%  
Cushman & Denison's.....3 doz. \$5.00  
Gem.....60  
Leader.....1.50  
Perfect Oilers.....75  
Star Pocket Oilers.....75

**Draper's—**

Brass.....70@10%  
Steel.....70@10%  
Malleable, Hammers, New Style, 10@5@20%

Malleable, Hammers, Old Pattern, same list.....50@10%  
"Paragon," Brass.....5.5@10@60%  
"Paragon," Zinc.....70@70@10%  
Tower & Lyon Bicycle.....25%

Wilmet & Hobbs Mfg. Co.'s Steel  
Anti Rust.....70@10@75%  
Zinc and Tin.....60@10@65%

**Oil Stones, etc.—**

Oil STONES—  
Pike's Washita.....\$ .60  
Lily White, 3 lb.....\$ .24  
Pike's Washita Mounted No. 1: 3 doz. \$12.00  
8x2.....11.00  
7x2.....10.00  
6x2.....9.00  
5x2.....7.00  
4x1 1/2.....5.50  
Discount, 33 1/2%

Pike's Washita Ax Stones:  
About 2x2 1/2 to 1 1/2, 3 lb.....\$ .24  
About 2x2 1/2, extra selected.....40  
Discount, 33 1/2%

India Oil Stones.....25@33 1/2%

**Packing, Steam—**

RUBBER—  
Boston Belting Co.:  
"Boston".....60%  
"Excelsior" Plumbago, Pure, 3 lb. \$1.00.....50@10%  
Extra.....60%  
Standard, Fair Quality.....70@10@75%

**MISCELLANEOUS—**

American Packing.....9c@10c  
Cotton Packing.....18c@14c  
Italian Packing.....10 1/2c@12c  
Jute.....5c@1 1/2c  
Russian Packing.....12c@13 1/2c

**Padlocks—****See Locks.****Parera—**

APPLE.....3 doz. \$4.50  
Advance.....5.00  
Baldwin.....each 5.00  
Bonanza.....each 7.50  
Dundy.....each 16.00  
Eureka, 1898.....each 12.00  
Family Bay State.....\$27@30.00  
Improved Bay State.....4 qu  
Little Star.....5.50  
New Lightning.....5.50

Penn.....3.75  
Perfection.....4.00  
Reading, 72.....4.00  
Reading, 73.....7.00  
Scott's Pat. Rotary.....\$15.00, 90%  
Turntable, Old Style.....4.50  
Turntable, 1898.....5.50  
White Mountain.....4.00  
POTATO.....3 doz.  
Saratoga.....\$5.50  
White Mountain.....4.50

**Pencils—**

Dixon's:  
Carpenter's.....3 doz. \$3.67@8.75  
Carpenter's, Blue or Red Lead.....4.00@7.50  
Lead.....2.18@4.88  
Lumber.....6.87  
Mascot, Hexagon.....3.75  
Mascot, Round.....3.10

**Percussion Caps—**

See Ammunition

**Picks—**

Railroad or Adze Eye, 5 to 6, \$12.00.  
6 to 7, \$13.00.....60@10@60@10@10

**Planes and Plane Irons—****WOOD PLANES—**

Bailey's (Stanley R. & L. Co.)  
Bench, First Quality.....50@10@60%  
Bench, Second Quality.....50@50@10%  
C. E. Jennings & Co.....50@10%  
Molding.....40@5%

**IRON PLANES—**

Chaplin's Iron Planes.....50@10@60%  
C. E. Jennings & Co., Iron.....50@10%  
Sargent's.....60%  
Standard Tool Co.....50@50@5%  
Stanley Rule & Level Co.:  
Bailey's.....50@100  
Miscellaneous.....25@10%  
Steer's Iron Planes.....50@1%

**PLANE IRONS—**

Auburn "Thistle".....30@10@40%  
Ohio.....30@10@40%  
Sandusky.....30%  
Buck Bros.....\$5.00@5.25 to \$  
Butcher's.....25@10%  
C. E. Jennings & Co.....25@10%  
Stanley Rule & Level Co.....50@10%  
L. & I. J. White.....20@5@25%

**Pliers and Nippers—**

Button's.....70%  
Carew's Pat. Wire Cutters.....35%  
Cronk's:  
Button Pattern.....70%  
Fencing Pliers, 3 doz. \$12.00.....25%  
Flat and Round Nose.....40%  
Gas Pliers, No. 100.....40%  
Stubb's Pat. Pliers.....50%  
Wire Cutter and Bender.....60%  
Hall's Nippers, 3 doz. No. 2, 5 in. \$13.50; No. 4, 7 in. \$21.00.....40@10%  
Hall's Pliers.....70%  
Humason & Beckley Mfg. Co. 50@50@10%  
Wm. Johnson's Gas Pliers.....60%  
Morrell's Parallel, 3 doz. \$12.00.....30@5%  
Smith's Slide Cutting.....25%  
P. S. & W. Cast Steel.....50@50@5%  
P. S. & W. Tinnors' Cutting Nippers.....cut 6 1/2 dia. 10%

**Plow Bolts—**

See Bolts.

**Plumbs and Levels—**

Cook's.....40@10@10  
Davis':  
Inclinometers.....90%  
Iron Levels.....25@10%  
Diston's.....70%  
Machinists'.....25%  
Pocket Levels.....70@10@75%  
Stanley's.....70@10@70@10@10%  
Stanley's Duplex.....25@10@10%  
Stratton's Pat.....25%  
Wood's Extension Sight.....25%

**Poachers—**

See Egg Poachers.

**Police Goods—**

Tower & Lyon's.....25%

**Polish Metal—**

Prestoline Liquid, New List.....40%  
Prestoline Paste.....33 1/2@40%  
U. S. Metal Polish Paste, 8-oz. boxes, 3 doz. \$5.00  
3 gross.....4.50  
1 1/2 lb. boxes, 3 doz.....1.25  
1 lb. boxes, 3 doz.....2.25  
U. S. Liquid, 8-oz cans, 3 doz.....1.25  
3 gross.....12.00  
Barkeeper's Friend Metal Polish, 3 doz. \$1.75  
3 gross.....18.00

**Polish, Stove—**

Dixon's Plumbago.....3 lb  
Joseph Dixon's.....3 gro. \$5.75, 10%  
Gem.....3 gro. 4.50, 10%

**Poppers, Corn—**

Round or square, 3 doz. 3 gro. \$7.00  
1 qt.....\$ .75 \$7.00  
1 1/2 qt......85 9.50  
2 qt.....1.15 10.50  
Quincy Corn Popper, 1 qt., 3 doz. \$3.00; 3 qt., \$4.00.....33 1/2%

**Post Hole Diggers—**

Liaison's Samson Digger.....\$34.00, 25%  
Iwan's Split Handle, 3 doz. net.....\$3.50  
Iwan's Perfection, 3 doz. net.....\$9.00  
Ryan's.....3 doz. \$20.00, 25%

<b>Post Hole Augers—</b>		<b>COLD HANDLED—</b>		<b>Compass, Keyhole, Pruning, Dove-tail, &amp;c.</b>	
Iwan's Patent Improved.....	40%	Enterprise Mfg. Co. of Pa. ....	80&5%	Butcher Saws and Blades.....	25%
Vanhan's, 6 to 9 in., $\frac{3}{4}$ doz. net.	\$8.00	Self-heating.....	$\frac{3}{4}$ doz. \$10.00, 2%	Haines' Needle Point.....	35%
<b>Potato Hooks, etc.—</b>		Sensible Nickel.....	$\frac{3}{4}$ doz. \$7.00	C. E. Jennings & Co.'s:	40%
Hoe Down Hooks.....	75&10&2%	Sensible Polished.....	$\frac{3}{4}$ doz. 6.50	Butcher.....	25&10
Hop Hooks.....	60&10&2%	Sensible, Tailors'.....	$\frac{3}{4}$ doz. 4.50	Hand Panel, Rip and other Saws	25&30%
Potato Hooks.....	70%	<b>Safety Fuse—</b>		Peace:	
<b>Powder—</b>		<b>Safety Lifts—</b>		Cross Cuts.....	45&10%
See Ammunition.		<b>Sand and Emery Paper and Cloth—</b>		Hand Panel and Rip.....	25&10%
<b>Presses—</b>		<b>Sash—Balances—</b>		Richardson:	
See Fruit and Jelly Presses.		<b>Sash Chain—</b>		Circular and Mill.....	50&50&10%
<b>Primers—</b>		<b>Sash Cord—</b>		X Cuts.....	45&10%
See Ammunition.		<b>Sash Fasteners, Holders, &amp;c.</b>		Hand Saws.....	25&10%
<b>Pruning Hooks and Shears—</b>		<b>Sash Locks—</b>		Star, Butcher.....	25%
Cronk's Pruning Shears.....	88&4%	<b>Sash Weights—</b>		Woodrough & McParlin Cross Cuts	45&10%
Cronk's Heavy Pattern, $\frac{3}{4}$ doz., \$2.50 net		<b>Saws—</b>		<b>HACK SAWS AND FRAMES—</b>	
Diston's Combined Pruning Hook and Saw, $\frac{3}{4}$ doz., \$18.00, 25&25&10%		<b>Saws—</b>		Chatillon.....	30%
Diston's Pruning Hook, $\frac{3}{4}$ doz., \$12.00, 25&25&10%		<b>Saws—</b>		Disston's:	
Henry's:		<b>Saws—</b>		Concave Blades.....	25%
Pruning Shears.....	54&5%	<b>Saws—</b>		Keystone, Flexible Back and Machine Blades.....	30%
Orange.....	50&30%	<b>Saws—</b>		Hack Saw Frames.....	30%
Grape.....	50&30%	<b>Saws—</b>		Griffin's:	
Tree Pruners.....	75%	<b>Saws—</b>		Complete.....	40&45%
E. S. Lee & Co.'s Pruning Tools.....	40%	<b>Saws—</b>		Saw Blades.....	4%
P. S. & W. Co.'s Shears.....	60%	<b>Saws—</b>		Star, Saws and Blades.....	25%
Waters' Tree Pruners.....	75&10%	<b>Saws—</b>		<b>Saw Filer—</b>	
Wheeler, M. & C. Co.'s Combination.....	$\frac{3}{4}$ doz., \$12.00, 25&10%	<b>Saws—</b>		Disston's D8 Clamp and Guide, \$30.00	
<b>Pulleys—</b>		<b>Saws—</b>		$\frac{3}{4}$ doz.....	25%
Awning.....	60&60&10%	<b>Saws—</b>		<b>Saw Frames—</b>	
Axle.....	50&10&60%	<b>Saws—</b>		C. E. Jennings & Co.....	20%
Brass Screw.....	45&10%	<b>Saws—</b>		Richardson's Wood.....	net
Ceiling.....	50&10&60%	<b>Saws—</b>		<b>Saw Sets—</b>	
Clothes Line, Japanned.....	60%	<b>Saws—</b>		Atkins:	
Common Sense.....	60%	<b>Saws—</b>		Critteron Saw Sets.....	$\frac{3}{4}$ doz. \$6.00
Dumb Walter.....	60&60&10%	<b>Saws—</b>		Excelsior Saw Tools.....	$\frac{3}{4}$ doz. 6.00
Empire Sash Pulley.....	60%	<b>Saws—</b>		Bemis & Call Co.'s:	
Fox-all-steel:		<b>Saws—</b>		Cross Cut.....	30&5%
No. 3 & 7, $\frac{3}{4}$ -inch wheel, $\frac{3}{4}$ doz. 25c		<b>Saws—</b>		Hammer, New Pat.....	45%
No. 9, $\frac{1}{2}$ -inch wheel, $\frac{3}{4}$ doz. 20c		<b>Saws—</b>		Plate.....	20%
No. 12, $\frac{1}{2}$ -inch wheel, $\frac{3}{4}$ doz. 25c		<b>Saws—</b>		Spring Hammer.....	30&5%
Extra for plated finish, $\frac{3}{4}$ doz. 20c		<b>Saws—</b>		Disston's Monarch, Nos. 1 & 10 and Star.....	25%
Extra for antique bronze bushing, $\frac{3}{4}$ doz. 10c		<b>Saws—</b>		Hart's Pat. Lever.....	20%
Hay Fork, Swivel Eye, $\frac{3}{4}$ doz. 4-inch, \$3.75; 6-inch, \$5.00.....	55%	<b>Saws—</b>		Kohler's:	
Hay Fork, Hartz, $\frac{3}{4}$ -inch, $\frac{3}{4}$ doz. \$6.00.....	50&10%	<b>Saws—</b>		"Giant Royal".....	$\frac{3}{4}$ doz. \$9.00
Hay Fork, 5-inch, Solid, \$5.70.....	50%	<b>Saws—</b>		"Royal".....	$\frac{3}{4}$ doz. 6.00
Hot House.....	50&10&50&10&10%	<b>Saws—</b>		Leach's.....	25&4%
Stowell's Anti-Friction, 6-in. Wheel, $\frac{3}{4}$ doz., \$12.00.....	40%	<b>Saws—</b>		Morrill's:	
Side, Anti Friction.....	50%	<b>Saws—</b>		No. 1, \$15.00; No. 10, \$15.50; No. 11, \$16.00.....	40&20%
Shade Rack.....	45%	<b>Saws—</b>		Cross Cuts Nos. 3 and 4, \$23.00; No. 5, \$31.00.....	40&20%
Upright.....	50&10&50&10&10%	<b>Saws—</b>		Richardson's.....	25%
<b>Pumps—</b>		<b>Saws—</b>		Seymour Smith & Son, Hammer	$\frac{3}{4}$ doz. \$4.75
Cistern, Best Grades.....	50&10&60%	<b>Saws—</b>		Stillmans.....	$\frac{3}{4}$ doz. 1.00
Pitcher Spout, Best Grades.....	70&10%	<b>Saws—</b>		Talbots Positive.....	\$18.00 $\frac{3}{4}$ doz. 60%
F. E. Myers & Bro.:		<b>Saws—</b>		<b>Scales—</b>	
No. 1, Fig. 828, 3 in. Shallow Well Pump.....	\$18.00	<b>Saws—</b>		Chatillon's:	
No. 3, Fig. 828, $\frac{3}{4}$ in. Shallow Well Pump.....	15.00	<b>Saws—</b>		Eureka.....	25%
No. 5, Fig. 807, 3 in. Deep Well Pump.....	15.00	<b>Saws—</b>		Favorite.....	40%
No. 6, Fig. 307, $\frac{3}{4}$ in. Deep Well Pump.....	17.00	<b>Saws—</b>		Grocers' Trip Scales.....	50%
No. 14, Fig. 521, 3 inch Deep or Shallow Well Pump.....	15.00	<b>Saws—</b>		Family, Turnbull's.....	30&30&10%
No. 22, Fig. 523, 3 in. Deep Well Pump.....	17.00	<b>Saws—</b>		Hatch:	
No. 36, Fig. 381, 3 in. Shallow Well Pump.....	14.00	<b>Saws—</b>		Counter, No. 171, $\frac{3}{4}$ doz. \$17.00&\$18.00	
No. 49, Fig. 522, $\frac{3}{4}$ in. Shallow Well Pump.....	17.00	<b>Saws—</b>		Tea, No. 161.....	$\frac{3}{4}$ doz. 5.75&6.00
No. 70, Fig. 383, $\frac{3}{4}$ in. Deep Well Pump.....	15.00	<b>Saws—</b>		Union Platform Plain.....	2.00&2.10
No. 72, Fig. 383, 3 in. Deep Well Pump.....	15.00	<b>Saws—</b>		Striped.....	2.15&2.25
No. 76, Fig. 383, $\frac{3}{4}$ in. Deep Well Pump.....	16.00	<b>Saws—</b>		<b>Scale Beams—</b>	
No. 102, Fig. 448, 3 inch Lift Pump.....	9.00	<b>Saws—</b>		Chatillon's No. 1.....	20%
No. 108, Fig. 448, $\frac{3}{4}$ in. Lift Pump.....	11.00	<b>Saws—</b>		Chatillon's No. 2.....	30%
No. 123, Fig. 510, 3 in. Lift Pump.....	7.00	<b>Saws—</b>		<b>Scrapers, &amp;c.—</b>	
No. 131, Fig. 510, $\frac{3}{4}$ in. Lift Pump.....	8.50	<b>Saws—</b>		Adjustable Box Scraper (S. R. & L. Co.) \$6.00.....	40&10%
No. 225, Fig. 389, Windmill Pump.....	12.50	<b>Saws—</b>		Box, 1 Handle.....	$\frac{3}{4}$ doz. \$2.00
No. 225, Fig. 408, Windmill Pump.....	16.00	<b>Saws—</b>		Box, 2 Handle.....	$\frac{3}{4}$ doz. \$3.00&4.00
No. 240, Fig. 406, Regulator Pump.....	98.00	<b>Saws—</b>		Foot.....	55&5&20&5%
No. 265, Fig. 572, Cyclone Tank Force Pump.....	16.00	<b>Saws—</b>		Ship Common.....	$\frac{3}{4}$ doz. \$2.40 net
No. 267, Fig. 483, Geyser Tank Force Pump.....	16.00	<b>Saws—</b>		Ship, R. I. Tool Co.....	10%
No. 268, Fig. 518, Low Down Tank Force Pump.....	16.00	<b>Saws—</b>		<b>SIDEWALK—</b>	
No. 302, Fig. 477, Spray Pump, complete.....	11.50	<b>Saws—</b>		Kohler's, Steel No. 7.....	$\frac{3}{4}$ doz. \$3.00
No. 320, Fig. 492, Bucket Spray Pump.....	5.00	<b>Saws—</b>		<b>Screens—</b>	
No. 330, Fig. 547, Knapsack Spray Pump.....	10.00	<b>Saws—</b>		DOOR—	
Discount, 50% f. o. b. Ashland.		<b>Saws—</b>		Phillips:	
<b>Punches—</b>		<b>Saws—</b>		$\frac{3}{4}$ -in., Style E, Fancy Screen	$\frac{3}{4}$ doz. \$10.00
Bemis & Call Co.'s:		<b>Saws—</b>		Doors.....	6.50
Cast Steel Drive.....	50&5%	<b>Saws—</b>		$\frac{3}{4}$ -in., Style G, Common Screen	8.00
Check.....	55%	<b>Saws—</b>		Doors.....	8.00
Spring.....	50&5%	<b>Saws—</b>		$\frac{3}{4}$ -in., Style K4, Fancy Screen	8.50
Springfield Socket.....	65%	<b>Saws—</b>		Doors.....	
Morrill's Universal.....	35%	<b>Saws—</b>		<b>WINDOW—</b>	
Niagara Hollow.....	45%	<b>Saws—</b>		Porter Screen Mfg. Co.....	60&60&5%
Niagara Solid.....	55%	<b>Saws—</b>		Phillips:	
Saddlers' or Drive, good.....	60&65%	<b>Saws—</b>		Bonanza Screens.....	60&60&5%
Snell's Tinnere'.....	50%	<b>Saws—</b>		Express.....	60&60&5%
		<b>Saws—</b>		Flyer.....	60&60&5%
		<b>Saws—</b>		Perfection Screens.....	60&60&5%
		<b>Saws—</b>		Northwest.....	60&10%
		<b>Saws—</b>		Window Screen Frames.....	60&10%

**Screw Drivers—**

Brace Screw Drivers.....	25&10&5
Buck Bros.....	30%
Screw-Driver Bits.....	27½%
Champion.....	40%
Diston's Flat Blade, Electric, Tele- graph and Cabinet Makers'.....	70%
Electric Spiral No. 01.....	50 doz. \$8.00 net
Electric Spiral No. 02.....	50 doz. 5.00 net
Ellrich's Socket and Ratchet.....	40&10%
Fray's Hol. Hdl. Sets, No. 8.....	\$12, 50%
Howard-Allard.....	{ A1 50 doz., \$9.00 net
	{ A2 50 doz., 8.00 net
C. E. Jennings & Co.....	40&10%
Jennings & Griffin.....	60%
Jones Reversible Spiral No. 1.....	50 doz. \$13.50 net; No. 2 50 doz. \$12.00
Sargent & Co.'s.....	
No. 1 For. Blade.....	50&10&50&10&5
Nos. 20 and 40.....	60%
Screw-Driver Bits (Snell's) 50 doz.....	60%
Stanley R. & L. Co.'s.....	
No. 64, Varnished Handles.....	60&10%
No. 66.....	70&10%
Snell's Nos. 5 and 10.....	70%
Tower & Lyon.....	
Champion.....	40%
Magazine.....	25%
Machinists'.....	40%
Balsley's Patent.....	35%
Williamson's.....	
Beauty, 50 doz.....	\$1.00 40%
Gem, 50 doz.....	.90c 40%
C. T. Williamson Wire Novelty Co. 40%	

**Screws—****WOOD SCREWS—**

List, January 1, 1900.....	
Brass, Flat Head.....	85&87½%
Brass, Round Head.....	82½&86%
Bronze, Flat Head.....	75&80%
Bronze, Round Head.....	72½&77½%
Drive Screws, Diamond Point.....	87½&90%
Iron, Bright Flat Head.....	87½&90%
Iron, Bright Round and Oval Head.....	85&87½%
Nickel Plated, Iron Flat Head.....	75&80%
Nickel Plated, Iron Round Head.....	76&80%

**MACHINE—**

List, January 1, 1898.....	
Brass, Flat Head.....	50%
Brass, Round Head.....	50%
Iron, Flat Head.....	50%
Iron, Round Head.....	50%

**COACH, LAG AND HAND RAIL—**

G. P. Coach. List, Feb. 14, 1895.....	75&10%
Hand Rail.....	60&10%
Lag Screws. List, January 30, 1895.....	75&15%
Cone Point.....	75&15%

**BENCH, HAND, ETC.—**

Bench, Iron, 50 doz., 1 in., \$3.25; 1½, \$3.50; 1¼, \$4.25	
Bench, Wood, Beech.....	50 doz. 3.40
Chair.....	60&10%
Hand, Wood.....	40%
Jack Screws, Millers Falls, Roller Bearing.....	50%
Jack Screws, Millers Falls, without Roller Bearing.....	50&10%
Jack Screws, P. S. & W.....	40&40&10%
Jack Screws, Sargent's.....	60%
Plane Stool.....	50&10%

**Scroll Saws—**

Barnes' No. 1, \$8; No. 6, \$10; No. 7, \$15.....	25%
Barnes' Scroll Saw Blades.....	40%
Cricket.....	10&10%
C. E. Jennings & Co.....	25%
Lester, complete, \$10.00.....	15&10%
Rogers, complete, \$4.00.....	15&10%

**Scythes, Grass—**

Natural Finish.....	7.50@7.75
Polished Blade.....	8.00@ 8.15
Painted or Bronzed.....	8.00
Weed and Bush.....	7.25@ 7.50

**Seeders—**

Raisin, Enterprise.....	25&30%
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**Shears—**

Acme (Cast).....	40&40&5%
Atina, Steel Japanned.....	80&30%
Atina, Steel Nickle.....	70&30%
Barnard Lamp Trimmers.....	net
Carrier Cutlery Co.: N. P. Straight Trimmers.....	66½%
N. P. Bent Trimmers.....	66½%
Japanned Straight.....	70&10%
Japanned Bent.....	70&10%
Heinrich's: St. Trimmers, etc. 60&10&60&10&10%	
Tailors' Shears.....	40%
Tinners' Snips.....	40%
Pruning. See Pruning Hooks & Shears.	
Seymour's Standard List: Japanned.....	70%
Nickle.....	60%
Standard Cutlery Co.: Japanned.....	70&10%
Nickle.....	60&10%
Star Brand: Nickle Scissors.....	60%
Nickle Shears.....	60%
Japan Shears.....	70%
Tailors' Shears.....	40&10%
Pruners.....	70%
Tinners' Snips.....	40&10%

**Shears, Hedge—**

Wm. Wilkinson & Sons.....	50%
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**Sheaves—****SLIDING DOOR—**

Corbin's list.....	60&10&2%
Hatfield's Pattern.....	70&10&80%
M. W. Co., list July, 1888.....	50&10&80&5%
Stowell's Anti-Friction.....	50%
Patent Roller.....	60&10&60&10&5%
R. & E., list August 15, 1895.....	60&10&60&10&5%
Russell's Anti-Friction, list Decem- ber 18, 1895.....	60&2%

**SLIDING SHUTTER—**

Reading list.....	60%
R. & E. Mfg. Co. s.....	60&60&10%
Sargent's list.....	70%

**Shells—**

See Ammunition.

**Shot—**

See Ammunition.

**Shovels and Spades—**

Association prices to small trade. No. 2, Polished, Square or Round Point, D or L Handle:	
	A1, B2,
Plain Back.....	1st Grade 2d Grade
Strap Back.....	\$10.50 \$9.00
Cleveland Pattern.....	10.50 9.50
	C3, D4,
Plain Back.....	3d Grade 4th Grade
Strap Back.....	\$8.70 \$8.10
Cleveland Pattern.....	8.40 7.80
All other sizes, add 30c. doz.	
Black, deduct 30c. doz.	

**Shovels and Tongs—**

Brass Head.....	60&10&60&10&10%
Iron Head.....	60&10&60&10&5%

**Shutter Bars—**

Ives'.....	45%
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**Shutter Bolts—**

See Bolts, Shutter.

**Sifters, Flour—**

Hunter's Genuine.....	50 gro. \$10@ \$11.50
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**Skate Sharpeners—**

Eureka.....	50 doz. \$1.75; 50 gro. \$18.00
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**Slaw and Krant Cutters—**

Diston's: Slaw, Vegetable, Corn Grater, Tur- nip Shredder.....	40%
Krant Cutters, 24x7, 26x8, 30x9.....	55%
Krant Cutters, 36x12, 40x12.....	40%
Enterprise.....	25&30%
Enterprise Mfg. Co.....	25%
Tucker & Dorsey: 1 Knife.....	50 gro. \$16.50@ \$20.00
2 Knives.....	50 gro. 22.50@ 30.00
Krant Cutters.....	50%
Woodrough & McParlin.....	40%

**Sledges and Heavy Hammers—**

See Hammers.

**Slicers—**

Vegetable, Enterprise.....	25%
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**Smiths' Bellows—**

See Bellows.

**Snap, Harness, &c.—**

Anchor (T. & S. Mfg. Co.).....	55%
Cockeyes.....	66½%
Fitch's: Bolt.....	45%
Bristol.....	40&10
Champion.....	40%
Clipper.....	50&10&5%
Empire.....	50&5%
National.....	50&5%
Security.....	40%
Victor.....	60&5%
German, new list.....	40%
Sargent's: Patent Guarded.....	66½%
Covered Spring.....	50&5%
Covert Mfg. Co.: Breast Strap Buckle Snaps.....	45%
Breast Strap Protector.....	
Double for Bits or Trace Carrier.....	
Trojan Snaps.....	
High Grade Snaps.....	
Jockey Snaps.....	40%
Derby Snaps.....	35%
Rope Snaps.....	40%

**Snaths—**

Scythe.....	40&45%
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**Soldering Irons—**

Covert Mfg. Co.....	20%
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**Spoke Shaves—**

Bailey's (Stanley R. & L. Co.).....	50&10%
Iron.....	50 doz. 50&10%
Millers Falls.....	15&10%
Seymour Smith & Sons, Iron.....	20%
Wm. Johnson's: Wood, Best.....	30%
Wood, 2d quality.....	33½%

**Spoons and Forks—**

Boardman's: Britannia Spoons, Catalogue "C".....	net, List
Nickel Silver, Catalogue "C".....	net, List

**SILVER PLATED FLAT WARE—**

L. Boardman & Son. Catalogue "C".....	net List
"1847".....	40&10%
"Anchor".....	50&10%
"Eagle".....	50&10%
"Star".....	50&10%
Rogers, Smith & Co.....	50&10%
Rogers & Hamilton.....	50&10%
Holmes & Edwards.....	50&10&10%
German Silver, unplated.....	50%

**KNIVES AND FORKS NO. 12—**

	50 doz. net.
"1847".....	\$3.50
"Anchor".....	3.25
"Eagle".....	3.25
"Star".....	3.25
Rogers, Smith & Co.....	3.25
Rogers & Hamilton.....	3.25
Holmes & Edwards.....	3.00

**Springs—**

See Door Springs.

**Spring Balances—**

See Balances.

**Spring Hinges—**

See Hinges.

**Squares—**

Diston's Try Square and T Bevels.....	60&10%
Starrett's Micrometer Caliper Squares.....	25%
Try Square and T Bevel.....	60&10
Winterbottom's Try and Mitre.....	40&10%
Nickel-Plated. New List Jan. 5, 1900.....	65&10&70%
Steel and Iron.....	65&10&70%

**Staples—**

Barbed Blind—¼, ½, and ¾ inch, 5 lb.....	8½¢@9¢.
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**FENCE—**

Same price as Barb Wire. See Trade Report.

**Stay Rollers—**

Cronk's, No. 50.....	65½%
" Nos. 55 and 56.....	70&10%
" No. 60.....	60%
" No. 65.....	60&10%

**Steels—**

Chadillon's.....	30%
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**Stocks and Dies.**

Holroyd & Co.....	35%
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**BLACKSMITH'S—**

Butterfield's.....	35&40%
Gardner.....	33½&10%
Holroyd & Co.....	40&50%
Lightning Screw Plate.....	25%
Reece's New Screw Plates.....	25&30%

**PIPE MAKERS—**

Holroyd & Co.....	75&10&80%
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**Stones—**

See Ollstones.

**Stops—**

See Bench Stops.

**Store Door Handles—**

See Handles.

**Stove Bolts—**

See Bolts.

**Stove Polish—**

See Polish, Stove.

**Sweepers—**

See Carpet Sweepers.

**Tackle Blocks—**

See Blocks.

**Tacks, Brads, &c.**

List Jan. 15, 1899.....	90&25%
American Cut Tacks.....	90&30%
S. S. Cut Tacks.....	90&30%
Carpet Tacks: American, Blued.....	90&10&10&10%
American, Tinned.....	90&10&10&10%
Swedes Iron Tacks: S. S.....	90&10&10%
Bill Posters' and Railroad Tacks: S. S.....	90&40%
Common and Patent Brads.....	70&10%
Finishing Nails.....	70&10%
Gimp Tacks: S. S.....	90&40%
Hungarian Nails, Steel.....	80&15%
Lace Tacks: S. S.....	90&40%
Looking Glass Tacks.....	70&10%
Trimmers' Tacks: S. S.....	90&30%
Trunk and Clout Nails: Steel, Black.....	80&5%
Steel, Tinned.....	80&5%
Upholsterers' Tacks: S. S.....	90&40%

**MISCELLANEOUS—**

Double Point, in dozens, 90&10&10&10&10%	
Double Point, in bulk.....	80%
Matting.....	80%
Shade, in dozens.....	90&10&10%
Shade, in bulk.....	80%

**Tack Pullers -**

Columbia, No. 1, 50 doz., net.....	\$1.00
Columbia, No. 2, 50 doz., net.....	1.50
Little Jack.....	50 doz., 1.00

**Tapes, Measuring—**

American Assees' Skin.....	40&10&50%
Leather Case.....	25&25&10%
Steel.....	33½&40%
Chestermans.....	25&25&5%
Keuffel & Esser Co., New List, 1896: Steel and Metallic.....	85%
Lufkin's Steel and Metallic.....	30&33½%

**Tap Borers—**

See Borers, Tap.

**Taps—**

American Screw Co.: Machine Screw.....	70%
Holroyd & Co.'s: Blacksmiths.....	60&65&5%
Machine Screw.....	70&10&75%
Machinists' Hand.....	60&60&10&10%
Pipe, ¼ to 1¼.....	80&60&10%
Pipe, 2 to 4.....	70&70&10%

**Thumb Latches—**

See Handles.

**Tinware—**

Stamped, Japanned and Placed, Net Prices.

**Tire Bolts—**

See Bolts.

**Tobacco Cutters—**

National Specialty Co.....	40%
Enterprise Mfg. Co.....	25&30%

**Toilet Clippers—**

See Clippers.

**Trammel Points—**

Backus and Union.....	40%
C. E. Jennings & Co., "Eureka".....	25%
Cook's.....	25%
Sargent's.....	40&10%
Stanley's.....	30&10%
Tower & Lyon.....	33½%
Prentiss'.....	30&25%

**Tracks, &c.—**

F. E. Myers & Bro.: Comb. Car, Double Steel T.....	\$3.50
Comb. Car, Wood Track.....	3.25
Common 6 in. Wood Sheave Pulley, Fig. 433.....	50 doz. 1.75
D. H. Fork Steel Regular.....	each, .85
Double Grapple Fork.....	each, 3.50
Double Rail Steel Track, complete with clamps.....	5 ft. .10
Faultless Steel Frame K. P. Pulley, Fig. 435.....	50 doz. 2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435.....	50 doz. 1.90
Floor Hooks ¾ in.....	50 doz. .70



Floor Pulley, Wood Sheave, Fig. 486.....	doz. 2.25
Hanging Hooks for Double Steel Track.....	doz. .65
Hanging Hooks for Single Steel Track.....	doz. .65
Hanging Hooks for Wood Track, 10 in.....	doz. .55
Hanging Hooks for Wood Track, 14 in.....	doz. .65
Malleable Frame K. P. Pulleys, Fig. 676.....	doz. 2.40
Malleable Rafter Brackets, 4 doz.....	.40
Nellis Fork.....	each, 1.60
New Myers Iron Rod Car.....	3.25
Reed Wood Frame Pulley with Hook, Fig. 434.....	doz. 2.00
Rev. Car., Double Steel Track.....	8.50
Rev. Car., Wood Track.....	8.25
Rope Hitch.....	doz. 1.75
Single Rail Car, Single Steel T.....	8.50
Single Rail Steel Track with clamps.....	ft. .09
Sprout's Shear Fork, each.....	\$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, 4 doz.....	1.85
Sure Grip Sling Car, Steel or Wood Track.....	6.00
Walker Fork, each.....	1.25
Wrought Rafter Brackets, 4 doz.....	.40

## Transom Lifters—

Ajax.....	50&10&50&10&5&10
Bronze Metal, with Safety Spring.....	50&50&10&10
Crescent.....	70&70&10&10
Dickson's.....	.60
Nickel Plated.....	50&10&50&10
Payson's Solid Grip, Nos. 308 and 304, 100.....	\$12.00
Shaw's:	
Copper Finished.....	80&10&10
Lever.....	70&70&10&10

## Traps—

## FLY—

Balloon.....	doz. \$1.25, 3 gro. \$12.00
Globe.....	doz. 1.25, 3 gro. 12.00
Harper.....	doz. 1.40, 3 gro. 15.00

## GAME—

Star, Blake's Pattern.....	60&10&10&10
Enterprise Mole.....	15
H. & N.....	.65
Newhouse.....	45&50
Victor.....	75

## MOUSE AND R

Erie Rat.....	40&40&10&10
Hotchkiss:	
Metallic Mouse.....	50
Improved Rat.....	50
New Rat.....	50
Mouse, Bonanza, 4 doz.....	90&100
Mouse, Catch-'em-alive, 4 doz.....	\$2.50, 15
Mouse, Delusion.....	40
Mouse, Ideal, 3 gro.....	\$9.00
Mouse, Round Wire, 4 doz.....	\$1.00, 10
Mouse, Wood, Choker, 4 doz. holes.....	90&100
Marty French Rat and Mouse Traps (Genuine):	
No. 1, Rat, each \$1.13, 4 doz.....	\$12.00
No. 3, Rat, 4 doz.....	\$6.00; case
of 50.....	5.25
No. 8 1/2, Rat, 4 doz.....	\$4.75; case
of 72.....	4.25
No. 4, Mouse, 4 doz.....	\$3.50; case
of 72.....	2.75
No. 5, Mouse, 4 doz.....	\$2.75; case
of 150.....	2.25
Schuyler Rat Killer, No. 1, 3 gro.....	\$15.00; No. 2, 3 gro.....
Mouse, No. 8.....	9.00
Smith & Egge Mfg. Co.: 4 doz.....	\$15.00
Superior Rat Trap.....	5.50
Yankee Mouse Trap.....	5.50
Yankee Rat Trap.....	11.00

## Trowels—

Brade's Brick.....	30
Diaeton's:	
Brick and Pointing.....	30
Plastering.....	25
"Standard Brand" and Garden.....	40
C. E. Jennings & Co.:	
Brick.....	30
Plastering.....	25
Pointing.....	30
W. & MCP. Plastering.....	25
Peace's Plastering.....	25&25&5
"Rose" Brick, Plastering and Moulders.....	25&5

## Vegetable Slicers—

Enterprise Mfg. Co.....	25
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## Vises—

Solid Box.....	40&10&50
V. W. & W.....	40
Fisher-Norris.....	15&10
Armstrong's:	
Combination.....	50
Plain and Hinge.....	60
Athol, Oval Slide.....	60
Adams, Diamond.....	40
Bonney's Champion.....	40
Fisher & Norris Double Screw.....	15
Holland's.....	40
Howard's.....	40
Little Giant Bench.....	25&10
Lowell Hand.....	38 1/2
Massey:	
Perfect.....	15&20
Clincher.....	30&40
Wood-Working.....	15&30
Planer.....	15&30
Comb. Pipe.....	40
Millers Falls:	
Mechanics.....	net@10
Oval Slide.....	50&10
Ball Clamp.....	.45
Gravity.....	net
Hand.....	.15
Moore's.....	30
Phenix.....	58 1/2
Prentiss.....	30&25
Sargent's.....	40
Simpson's Adjustable.....	40
Stephens.....	25&31 1/2
Trenton.....	40&40&5
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Wentworth's.....	40

## Wads—

See Ammunition.

## Wagon Jacks—

Covert Mfg. Co.'s, Steel.....	45
Lane's Steel.....	38 1/2&5

## Washer Cutters—

Otis A. Smith's.....	30&10&10
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## Well Wheels—

Japanned, 8 to 14 inches.....	70
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## Weed Extractors—

"Pastime".....	doz. \$1.75 net
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## Window Cleaners—

Barnes Mfg. Co.....	40
Clayton's.....	25&10

## Window Stop Adjusters—

Ives' New List.....	25&5
Taplin's "Perfection".....	50

## Wire Gauges—

See Gauges.

## Wire and Wire Goods—

Brass Wire.....	20
Bright Wire Goods, New List.....	85&10
Cast Steel Wire.....	50
Copper Wire.....	15
Annealed and Tinned on Spools.....	70
Brass and Copper on Spools.....	60
Spooled Wire, ass'd for Retailing.....	70
Market Wire, Bright and Annealed:	
Nos. 6 to 9.....	70&10
Nos. 10 to 18.....	73 1/2&5
Nos. 19 to 26.....	75&7 1/2
Nos. 27 to 36.....	75&10&2 1/2
Coppered and Galvanized:	
Nos. 6 to 9.....	66 1/2&5
Nos. 10 to 18.....	70
Nos. 19 to 26.....	70&10
Nos. 27 to 36.....	70&10&10
Tinned:	
Nos. 6 to 14.....	70&10&5
Nos. 15 to 18.....	70&5&5
Nos. 19 to 26.....	70
Nos. 27 to 36.....	60&10&10
Picture Wire, List of Oct. 2, 1900.....	85&85&10
Steel Music Wire, Nos. 12 to 30, Imported.....	30&70
Stub's Steel Wire.....	\$6.00 to \$2 33 1/2

## Wire Clothes Lines—

See Lines.

## Wire Cloth, Netting, &amp;c.—

Galvanized Wire Netting 90&10&30&20	
Painted Screen Cloth, good quality, 100 sq. ft. \$1.00 to \$1.10	

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## Oils—

Linseed, City, Raw, in barrels, 78c	
Linseed, City, Boiled, in barrels, 75c	
Out of Town on Spot.....	78c
Calcutta, Raw, in barrels.....	85c
Lard, Prime City.....	65&66c
Extra, No. 1.....	47&49c
No. 1.....	41&43c

## Paints and Colors—

Barytes, Foreign Floated, 4 ton, \$30.00 to \$31.00	
Barytes, American Floated, 4 ton, \$19.00 to \$20.00	
Barytes, Crude.....	ton 9.00 to 10.00
White Lead, American, Dry, in bbls. 6.00 to 6.14c	
White Lead, American, in Oil, in lots of less than 500 lbs.....	lb. net 7c
In lots of 500 lbs. and over.....	lb. 6 1/2c
White Lead, Foreign, in Oil.....	lb. 8&9 1/2c
Litharge, Kegs.....	lb. 6 1/2 to 7c
Zinc, American, Dry.....	lb. 4 1/2 to 5 1/2c

## Putty—

In bulk.....	\$1.90
In bladders.....	2.40
In cans, 50 lb.....	2.00
In cans, 25 lb.....	2.25
In cans, 12 1/2 lb.....	2.50

## Wire Rope—

New List July 1, 1899.....	
Cast Steel.....	30
Iron.....	30&30&10
Iron, Galvanized.....	25&10

## Wire Rope Clips—

Crosby.....	25
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## Wire Stretchers—

W. C. Heller's Grip.....	doz. \$1.50
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## Wrenches—

Agricultural.....	70&10&75
Aiken's Pocket (Bright).....	\$2.00 to \$3.30
Alligator.....	70
Baxter's.....	60&10
Bemis & Call's:	
Briggs Pattern.....	30&10
No. 2 Cylinder.....	55
No. 3 Pipe, Bright.....	50
Patent Combination Black.....	40&5
Patent Combination Bright.....	40
Bicycle:	
Club.....	40
Superior.....	40
Featherweight.....	40
Protection.....	40
Boardman's.....	30&35 1/2
Coes':	
Genuine.....	40&10&5&5
"Mechanics".....	40&10&10&5&5
Coes' Pattern, Wrought Bar.....	60&50
Donohue's Engineer.....	40
Eagle Pipe.....	50&10
Gem.....	33 1/2
Stillson Pipe.....	50
Taylor Pipe and Nut.....	40
Acme.....	60&50&5
Bull Dog.....	60&10
Hercules.....	70
J. H. Williams & Co.....	25

## Spirits Turpentine—

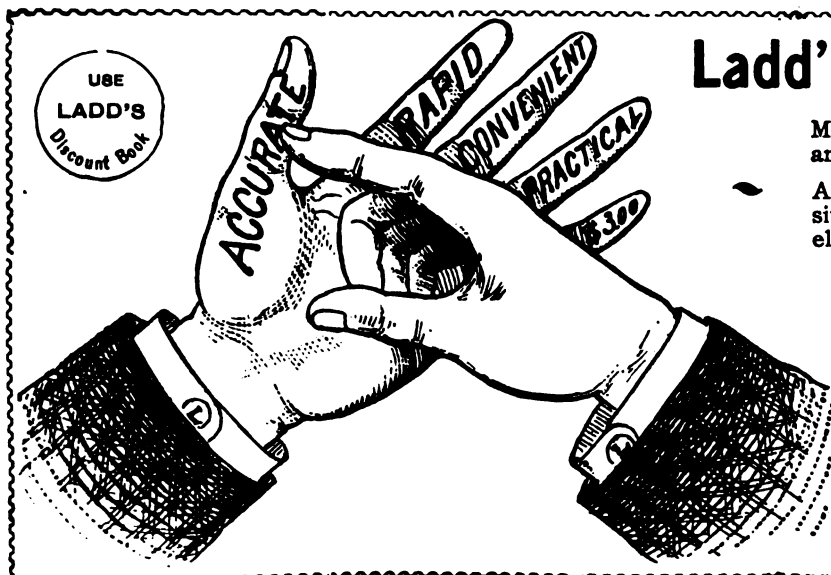
In regular bbls.....	40 c
In machine bbls.....	41 c

## Dry Colors—

Blue, Chinese.....	35 @ 40 c
Blue, Prussian.....	33 @ 38 c
Blue, Ultramarine.....	6 @ 30 c
Siena, Italian, burnt & powdered.....	4 1/2 @ 10 c
Siena, Italian, raw & powdered.....	3 @ 7 c
Umber, Turkey, burnt.....	2 1/2 @ 3 1/2 c
Umber, Turkey, raw.....	2 1/2 @ 3 1/2 c
Green, Chrome, Ordinary.....	5 @ 7 c
Green, Paris, in bulk.....	15 @ 16 c
Indian Red, American.....	2 1/2 @ 3 c
Indian Red, English.....	4 1/2 @ 8 1/2 c

## Colors in Oil—

Black Lampblack, best.....	13 @ 15 c
Black Lampblack, common.....	8 @ 10 c
Blue, Chinese.....	35 @ 40 c
Blue, Prussian.....	33 @ 38 c
Blue, Ultramarine.....	14 @ 18 c
Siena, burnt.....	11 @ 13 c
Siena, raw.....	11 @ 13 c
Umber, burnt.....	11 @ 13 c
Umber, raw.....	11 @ 13 c
Brown, Vandyke.....	11 @ 13 c



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U. S. Electro-Galvanizing Co., New  
York.

**Garden Hoes.**

Geneva Tool Co., Geneva, O.

**Garden Tools.**

Alfred Field & Co., New York.  
Geneva Tool Co., Geneva, O.  
Underhill, Clinch & Co., New York.

**Gasoline Cans.**

J. H. Eller & Co., Canton, O.

**Gasoline Lamps.**

Argand Vapor Lamp Co., Detroit,  
Mich.  
Chicago Solar Light Co., Chicago, Ill.  
H. Merkel, St. Louis, Mo.

**Gas Pliers.**

Cronk & Carrier Mfg. Co., Elmira,  
N. Y.  
Smith & Hemenway Co., New York.

**Gauges, Butt.**

Stanley Rule and Level Co., New  
York.

**Glass Cutters.**

John Byrnes, New York.  
Smith & Hemenway Co., New York.

**Glue.**

Allerton-Clarke Co., New York.  
Baeder, Adamson & Co., New York,  
Philadelphia, Boston and Chicago.  
N. Y. Cabinet Glue Works, New York.  
Tower & Lyon, New York.

**Graphite.**

Joseph Dixon Crucible Co., Jersey  
City, N. J.

**Grass Hooks.**

Iowa Farming Tool Co., Ft. Madison,  
Ia.  
Underhill, Clinch & Co., New York.

**Grindstones.**

Cleveland Stone Co., Cleveland.

**Gummers, Saw.**

E. C. Atkins & Co., Indianapolis, Ind.

**Gunpowder.**

Tower & Lyon, New York.

**Gun Implements.**

Remington Arms Co., New York.  
Union Hardware Co., Torrington,  
Conn.

**Hair Felting.**

Baeder, Adamson & Co., New York,  
Philadelphia, Boston and Chicago.

**Halter Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Halters, Web and Rope.**

Covert Mfg. Co., West Troy, N. Y.

**Hammers.**

John H. Graham & Co., New York.  
Arthur R. Robertson, Boston, Mass.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Stanley Rule and Level Co., New  
York.  
The Scranton & Co., New Haven,  
Conn.

**Handles, Tool.**

Berger Bros. Co., Philadelphia.  
Geneva Tool Co., Geneva, O.  
N. Y. Mallet & Handle Works, New  
York, N. Y.

**Hangers, Coat and Hat.**

Cronk & Carrier Mfg. Co., Elmira,  
N. Y.

**Hangers, Pipe.**

Berger Bros. Co., Philadelphia.

**Hangers, Barn Door.**

Cronk & Carrier Mfg. Co., Elmira,  
N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Hangers, Joist and Wall.**

National Iron & Wire Co., Cleveland,  
Ohio.  
Van Dorn Iron Works Co., Cleveland,  
Ohio.

**Hangers, Parlor Door.**

John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Sargent & Co., New York.

**Hardware Mfrs' Agents, Etc.**

John H. Graham & Co., New York.  
Robert Murray, New York.  
Underhill, Clinch & Co., New York.

**Hardware Specialties.**

Clark & Cowles, Plainville, Conn.  
Enterprise Mfg. Co. of Pa., Phila-  
delphia.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Robert Murray, New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.

**Harness Dressing.**

Frank Miller Co., New York, N. Y.

**Harness Snaps.**

Covert Mfg. Co., West Troy, N. Y.  
W. & E. T. Fitch Co., New Haven,  
Conn.  
Sargent & Co., New York.

**Hasps and Staples.**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools.**

F. E. Myers & Bro., Ashland, Ohio.

**Hay Forks.**

Ashtabula Tool Co., Ashtabula, O.  
Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Fort Madi-  
son, Ia.  
Underhill, Clinch & Co., New York.  
Willoughby Fork & Mfg. Co., Wil-  
loughby, O.



**Hay Knives.**

Iwan Bros., Streator, Ill.

**Heaters, Gas.**

Lawrence Stove Mfg. Co., Buffalo, N. Y.

**Heaters, Oil.**

Plume &amp; Atwood Mfg. Co., New York, Boston and Chicago.

**Hinges.**Clark Mfg. Co., Buffalo, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.**Hinges, Shutters.**

Clark Mfg. Co., Buffalo, N. Y.

**Hinges, Spring.**Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.**Hinges, Trunk, Box and Door.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Holisting Machinery.**Burr Mfg. Co., Cleveland, Ohio.  
Kimball Bros. Co., Council Bluffs, Ia.**Hones, Razor.**Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.**Hooks.**Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.**Horse and Cattle Ties.**

Covert Mfg. Co., West Troy, N. Y.

**Horse Nails.**Anasable Horse Nail Co., New York.  
Capewell Horse Nail Co., Hartford, Conn.**Horse Rasps.**G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.**Hose, Fire, Linen.**

Rossendale-Reddaway B. &amp; H. Co., Newark, N. J.

**Hose Menders.**

John H. Graham &amp; Co., New York.

**Hose Pipe.**

F. E. Myers &amp; Bro., Ashland, Ohio.

**Hose, Rubber.**

F. E. Myers &amp; Bro., Ashland, Ohio.

**Hot Plates.**

Lawrence Stove Mfg. Co., Buffalo, N. Y.

**Ice Balances.**John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.**Ice Cream Freezers.**John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.**Ice Chisels.**John Chatillon & Sons, New York.  
Iowa Farming Tool Co., Ft. Madison, Iowa.**Ice Creepers.**Edwin B. Stimpson & Son, New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.**Ice Picks.**John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
C. E. Jennings & Co., New York.**Ice Tools.**John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.**Iron, Sheet.**

Bruce &amp; Cook, New York.

**Iron Fences.**Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Iron Work.**J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Jack Chains.**

Smith &amp; Egge Mfg. Co., Bridgeport, Conn.

**Ladders.**Berger Bros. Co., Philadelphia.  
Lane Bros. Co., Poughkeepsie, N. Y.  
F. E. Myers & Bro., Ashland, Ohio.**Lamps, Bicycle.**John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.**Lanterns.**

R. E. Dietz Co., New York.

**Lard Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Lawn Fences.**W. J. Adam, Joliet, Ill.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Lawn Mowers.**Enterprise Mfg. Co. of Pa., Philadelphia.  
Underhill, Clinch & Co., New York.**Lawn Rakes.**Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.**Lawn Sprinklers.**

Smith &amp; Hemenway Co., New York.

**Lawn Tools.**

Geneva Tool Co., Geneva, O.

**Lead.**Bruce & Cook, New York.  
Colwell Lead Co., New York.**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Lead Pipe.**

Colwell Lead Co., New York.

**Lemon Squeezers.**Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.**Levels.**Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.**Locks and Knobs.**Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Sargent & Co., New York and New Haven, Conn.**Lubricants.**

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.**Manicure Files.**

Emil Forquignon Mfg. Co., New York.

**Manure Forks.**

Geneva Tool Co., Geneva, O.

**Manure Hooks.**

Geneva Tool Co., Geneva, O.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Measuring Tapes.**Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.**Meat Choppers.**John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Meat Cutters.**Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.**Metallic Paint.**L. D. Berger, Philadelphia.  
Bruce & Cook, New York.**Mills, Coffee and Spice.**John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Mitre Boxes.**C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.**Motor Cycles.**

Patee Bicycle Co., Indianapolis, Ind.

**Mowing Machine Oilers.**

Wilmot &amp; Hobbs Mfg. Co., Bridgeport, Conn.

**Nails.**Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.**Nail Pullers.**Bridgeport Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.**Nail Sets.**John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.**Needles.**

Alfred Field &amp; Co., New York.

**Nippers.**Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.**Nuts.**Atlas Bolt and Screw Co., Cleveland, Ohio.  
Columbus Bolt Works, Columbus, O.**Office Railings.**J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Gilbert & Bennett Mfg. Co., New York and Chicago.**Oilers.**Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.**Oil Cans.**

J. H. Eller &amp; Co., Canton, O.

**Oil Heaters.**

Plume &amp; Atwood Mfg. Co., New York, Boston and Chicago.

**Ornamental Iron Work.**Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Padlocks.**Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.**Paints.**L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Sherwin-Williams Co., Cleveland, O.  
Standard Paint Co., New York.**Pans, Dripping.**

Fillgrove Bros. &amp; Co., Ironton, O.

**Paper Clips.**

Cushman &amp; Denison, New York.

**Patents.**

Davis &amp; Davis, New York.

**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Pig Lead.**Colwell Lead Co., New York.  
Swarts Metal Refining Co., Chicago.**Pipe Cutters.**Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.**Pipe Straps.**Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.**Pistols.**

J. Stevens Arms &amp; Tool Co., Chicopee Falls, Mass.

**Planes.**C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.**Plated Ware.**M. S. Benedict Mfg. Co., E. Syracuse, N. Y.  
Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.**Plates, Machinery.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Pliers, Fencing.**Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.**Plumbers' Supplies.**L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.**Pocket Outlery.**John Chatillon & Sons, New York.  
Alfred Field & Co., New York.  
Jackson Knife & Shear Co., Fremont, O.**Police Equipments.**

Tower &amp; Lyon, New York.

- Pellish, Stove.**  
Joseph Dixon Crucible Co., Jersey City, N. J.
- Post Hole Augers**  
Iwan Bros., Streator, Ill.
- Post Hole Diggers.**  
John H. Graham & Co., New York.  
Iwan Bros., Streator, Ill.
- Potato Hooks.**  
Geneva Tool Co., Geneva, O.
- Poultry Netting.**  
Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.
- Power Hammers.**  
The Scranton & Co., New Haven, Conn.
- Price Books.**  
Hardware Publishing Co., New York.
- Pruning Shears.**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.
- Pulleys, Hoisting.**  
Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.
- Pumps.**  
John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.  
Torrent Pump & Fence Co., Cleveland, O.
- Punches, Spring.**  
Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.
- Railings, Wire and Iron.**  
J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.
- Railroad Brasses.**  
Magnolia Metal Co., New York.
- Rail, Barn Door.**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.
- Railway and Mill Supplies.**  
American Railway Supply Co., New York.  
R. Woodman Mfg. & Supply Co., Boston.
- Raisin Seeders.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Rakes.**  
Ashtabula Tool Co., Ashtabula, O.  
Geneva Tool Co., Geneva, O.  
John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.
- Razors.**  
Alfred Field & Co., New York.  
Jackson Knife & Shear Co., Fremont, O.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.
- Razor Strops.**  
Smith & Hemenway Co., New York.
- Reamers.**  
C. E. Jennings & Co., New York.
- Reels, Wood.**  
John Sommer's Son, Newark, N. J.
- Registers, Warm Air.**  
Berger Bros. Co., Philadelphia.
- Revolution Counter.**  
Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.
- Revolving Horse Hay Rakes.**  
Geneva Tool Co., Geneva, O.
- Rifles**  
Rapid Rifle Co., Grand Rapids, Mich.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Rivets.**  
Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.
- Rivet Sets.**  
Eyelet Tool Co., Boston, Mass.
- Roller Skates.**  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.
- Roof Bolts.**  
Columbus Bolt Works, Columbus, O.
- Roof Rods.**  
Columbus Bolt Works, Columbus, O.
- Roofing Cement.**  
J. L. Perkins & Co., Chicago, Ill.
- Roofing Paint.**  
J. L. Perkins & Co., Chicago, Ill.
- Roofing Plates.**  
Merchant & Co., Inc., Philadelphia, Pa.
- Roofing and Roofers' Supplies.**  
American Steel Roofing Co., Middletown, Ohio.  
L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Merchant & Co., Inc., Philadelphia, Pa.
- Rubber Pump Buckets.**  
Torrent Pump & Fence Co., Cleveland, O.
- Ruberoid Roofing.**  
Standard Paint Co., New York.
- Rules.**  
Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.
- Sad Iron Handles.**  
J. A. Cochrane, Cleveland, O.
- Sad Irons.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Safety Razors.**  
Southington Cutlery Co., Southington, Conn.
- Sand and Emery Paper.**  
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
- Sand Screens.**  
Gilbert & Bennett Mfg. Co., New York and Chicago.
- Sash Chains.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.
- Sash Cord.**  
Samson Cordage Works, Boston.  
Tower & Lyon, New York.
- Sash Fixtures.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Sash Locks.**  
Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.
- Sash Pulleys.**  
Fox Machine Co., Grand Rapids, Mich.  
Sargent & Co., New York.
- Sausage Stuffers.**  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Sargent & Co., New York.
- Saws.**  
E. C. Atkins & Co., Indianapolis, Ind.  
Henry Disston & Sons, Philadelphia, Pa.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.
- Saws, Butchers'.**  
John Chatillon & Sons, New York.
- Saw Sets.**  
E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.
- Saw Tools.**  
E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.
- Scales.**  
John Chatillon & Sons, New York.  
Osgood Scale Co., Binghamton, N. Y.  
Pelouze Scale & Mfg. Co., Chicago.
- Scoops.**  
Underhill, Clinch & Co., New York.
- Screens, Wire.**  
Underhill, Clinch & Co., New York.
- Screws.**  
Atlas Bolt & Screw Co., Cleveland, Ohio.
- Screw Cases.**  
J. D. Warren Mfg. Co., Chicago, Ill.
- Screw Drivers.**  
Bridgeport Mfg. Co., Bridgeport, Conn.  
John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.
- Screw Plates.**  
Alfred Field & Co., New York.
- Scythes and Grass Hooks.**  
Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.
- Scythe Snaths, Grass and Bush.**  
Geneva Tool Co., Geneva, O.
- Scythe Stones.**  
Cleveland Stone Co., Cleveland, O.  
Geneva Tool Co., Geneva, O.
- Seal Presses.**  
Charles Morrill, New York.
- Seals.**  
Schwerdtle Stamp Co., Bridgeport, Conn.
- Sectional Shelving.**  
J. D. Warren Mfg. Co., Chicago.
- Sewing Machines.**  
New Domestic Sewing Machine Co., New York.
- Shade Lines.**  
Samson Cordage Works, Boston.
- Sharpening Machines.**  
John Chatillon & Sons, New York.
- Shears and Scissors.**  
Bridgeport Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
R. Heinisch's Sons Co., Newark, N. J.  
Jackson Knife and Shear Co., Fremont, O.  
Joseph Rodgers & Sons, New York.
- Sheet Lead.**  
Colwell Lead Co., New York.
- Sheet Steel.**  
Dunbar Bros., Bristol, Conn.
- Shelf Brackets.**  
Atlas Mfg. Co., New Haven, Conn.  
Sargent & Co., New York.
- Ship Tools.**  
G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.
- Shot.**  
Colwell Lead Co., New York.
- Shot Guns.**  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Shovels.**  
Underhill, Clinch & Co., New York.
- Sidewalk Chisels.**  
Geneva Tool Co., Geneva, O.  
Underhill, Clinch & Co., New York.
- Sidewalk Cleaners.**  
Geneva Tool Co., Geneva, O.
- Sidewalk Lights.**  
J. E. Bolles Iron and Wire Works, Detroit, Mich.
- Sidewalk Scrapers.**  
Geneva Tool Co., Geneva, O.
- Sidewalk Shovels.**  
Geneva Tool Co., Geneva, O.
- Silver Ware.**  
M. S. Benedict Mfg. Co., E. Syracuse, N. Y.  
Luther Boardman & Son, East Hadam, Conn.
- Sink Bolts.**  
Atlas Bolt & Screw Co., Cleveland, Ohio.
- Sink Cleaners.**  
John W. Sudlow, Brooklyn, N. Y.
- Skates, Ice and Roller.**  
John H. Graham & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Union Hardware Co., Torrington, Conn.
- Skate Sharpeners.**  
Smith & Hemenway Co., New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.
- Skewers.**  
John Chatillon & Sons, New York.
- Slaw Cutters.**  
E. C. Atkins & Co., Indianapolis, Ind.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
C. E. Jennings & Co., New York.
- Snow Shovels.**  
Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.
- Solder.**  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Colwell Lead Co., New York.  
Swarts Metal Refining Co., Chicago.
- Spades.**  
Underhill, Clinch & Co., New York.
- Spading Forks.**  
Geneva Tool Co., Geneva, O.
- Spark Guards.**  
Gilbert & Bennett Mfg. Co., New York and Chicago.
- Speaking Tubes.**  
Berger Bros. Co., Philadelphia.
- Spelter.**  
Bruce & Cook, New York.
- Spikes.**  
Fuller Bros. & Co., New York.
- Spiral Screw Drivers.**  
North Bros. Mfg. Co., Phila., Pa.  
Voigt, Starr & Co., New York.
- Spoke Shaves.**  
Alfred Field & Co., New York.  
Stanley Rule & Level Co., New York.
- Sporting Goods.**  
Wm. G. Smith & Co., Philadelphia.
- Springs, Wire.**  
Wallace Barnes Co., Bristol, Conn.  
John Chatillon & Sons, New York.  
Clark & Cowles, Plainville, Conn.  
Dunbar Bros., Bristol, Conn.  
Tuck Mfg. Co., Brockton, Mass.
- Spring Balances.**  
John Chatillon & Sons, New York.
- Spring Hinges.**  
Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago.  
Henry Pearl & Sons, New York.  
Sargent & Co., New York.
- Squares, Steel.**  
Sargent & Co., New York.
- Stamping.**  
Clark & Cowles, Plainville, Conn.
- Stamps, Steel.**  
Schwerdtle Stamp Co., Bridgeport, Conn.

**Staple Pullers. :**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Stay Rollers.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Steel.**

Wallace Barnes Co., Bristol, Conn.  
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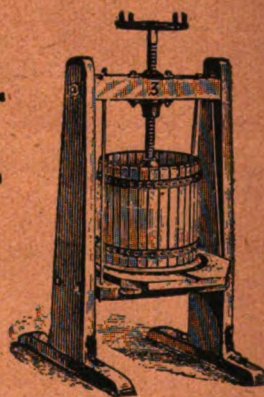
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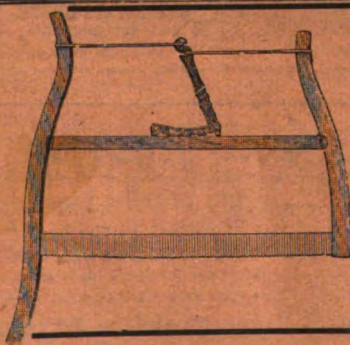
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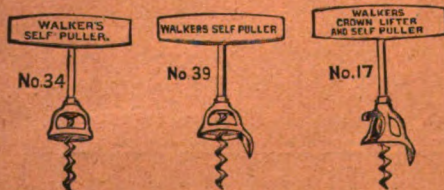
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We make it ourselves, and KNOW that every lamp is PERFECT before it is sold. Every "ARGAND" sold helps to sell others because it does the work.

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SPRING HINGES  
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Neat,  
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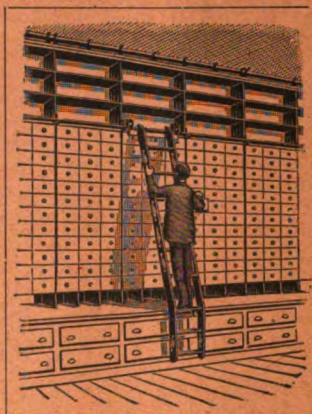
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**A Sink Cleaner  
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Cuts 1/2 in. to 0 in.

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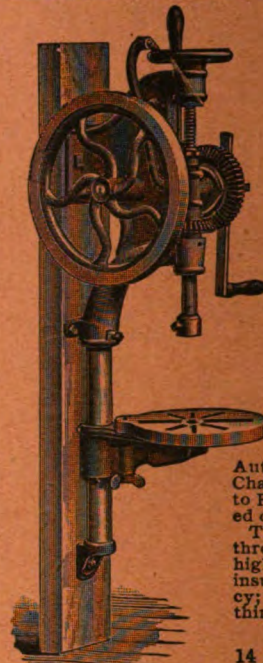
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Made in two grades, 4 in. to 30 in.  
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DRILLS**

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SHOPS.



Best because they  
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They are constructed  
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SAFETY LIFT BLOCK.**

A Perfect Self-Locking Rope  
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Runs as freely as an ordinary  
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Holds more securely than a  
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Allows the load to be lowered  
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Cannot stick nor jam when  
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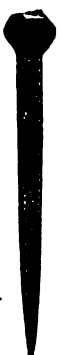
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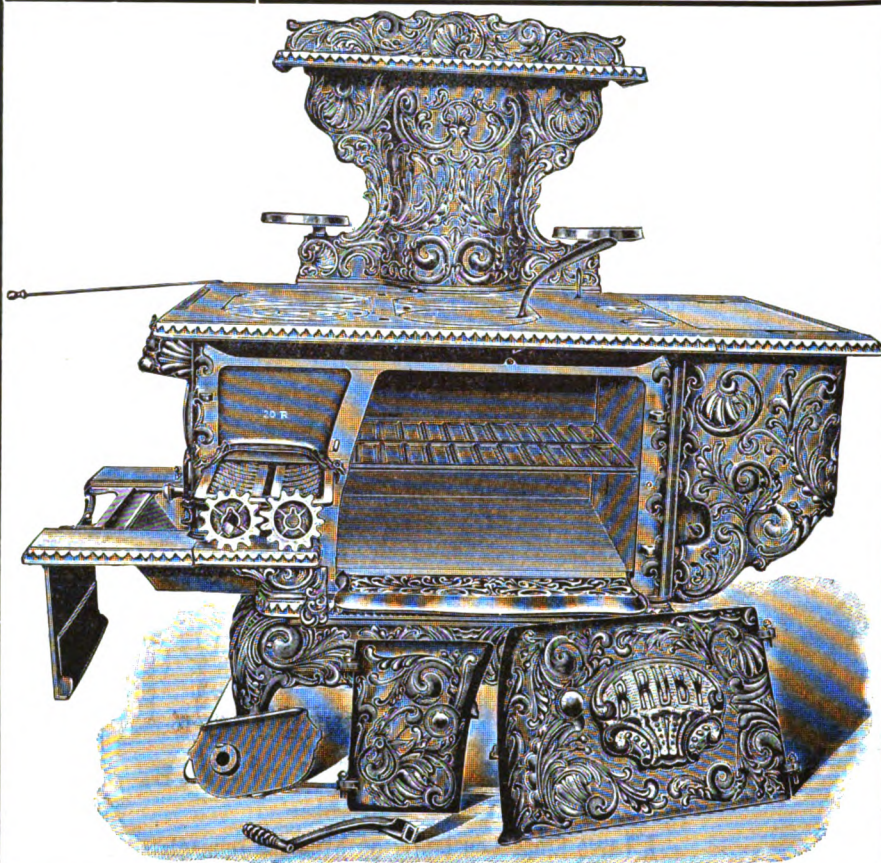
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Largest oven in the market.  
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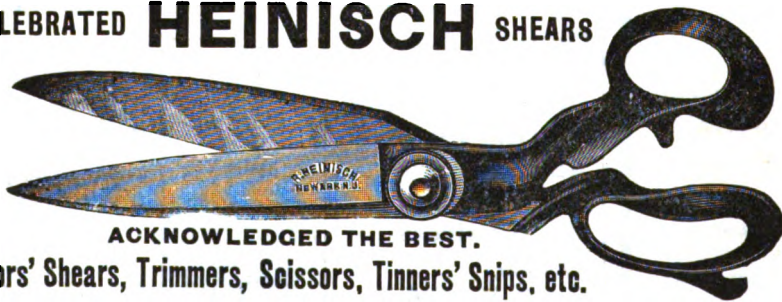
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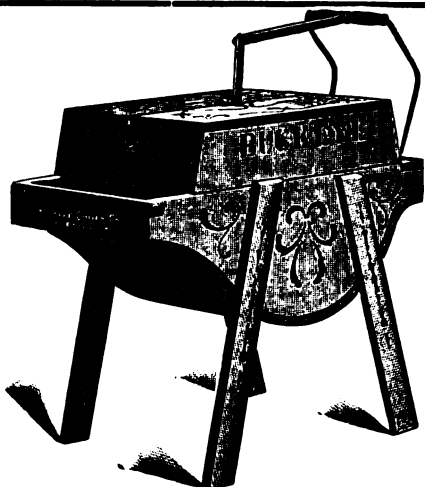
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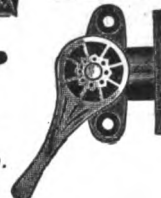


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Made in three sizes and  
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Catalogue on Application.



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The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

This cut shows  
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No. 1, Length without Bit, Spiral extended, 10 1/4 in., closed 1 1/4 in. No. 2, Length without Bit, Spiral extended, 15 in., closed 1 1/4 in.

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THE BEST IN THE MARKET FOR THE MONEY.

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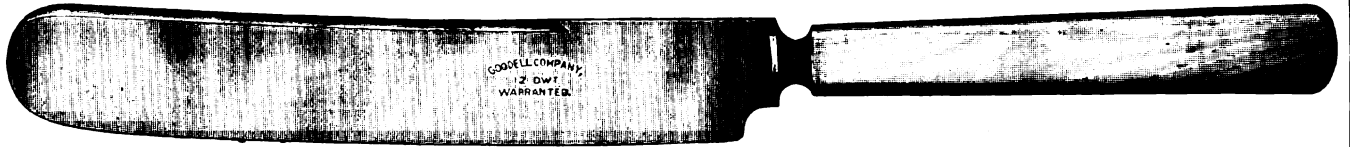
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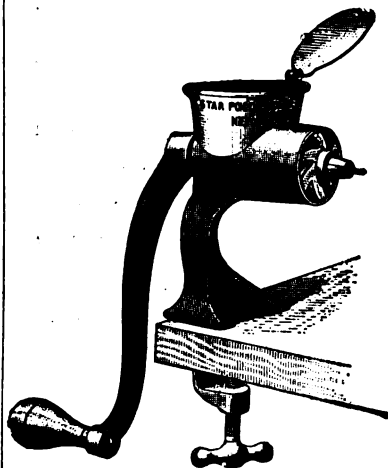
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Solid Fastenings, Keenest Temper, Finest Finish.

EXAMINE OUR STYLES BEFORE BUYING.

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A distinguishing and exclusive feature of the STAR FOOD CHOPPER is a plate hinged at the top of the hopper which, when pressed on the food to be cut, forces it upon the feed screw, thus preventing the possibility of injuring or soiling the fingers, which is liable to occur in using the other choppers.

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Track & Stay Rollers.

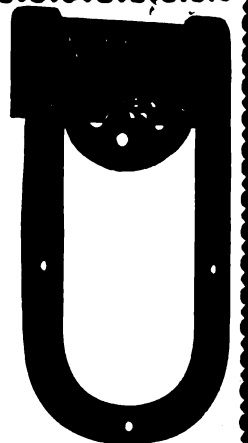
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(PATENTED)

Will Fit any Plain or Hose Faucet

Filtering material of charcoal and quartz.  
Flow of water not decreased by use of Filter.  
Filtering material easily cleaned and replaced. All parts interchangeable.

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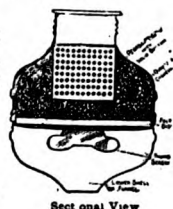
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Sectional View

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Also Tile, Program and 60-Day Clocks.

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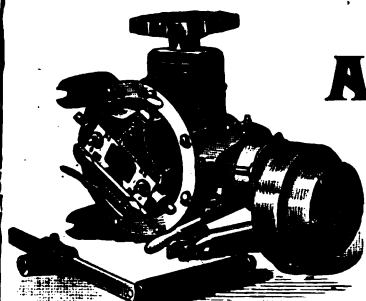
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**ARMSTRONG**

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never disappoint. Catalogue?



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Manufactured by  
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A strong durable Animal Liquid Glue

*For Woodworkers, Manufacturers and Householders*

Put up in self-sealing cans all sizes from 2 oz. to gals.



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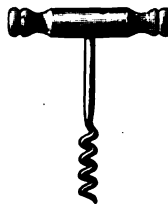
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Can be easily made on a dozen of either style cork screws shown above,

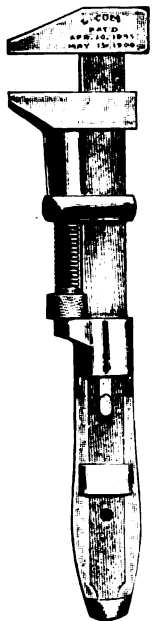
No. 91, Nickeled Screw, assorted Enameled Handles.

No. 517, Tinned Screw, Maple Handle.

RETAIL READILY FOR 10 CENTS EACH

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GENUINE IMPROVED KNIFE HANDLE

## SCREW WRENCHES.

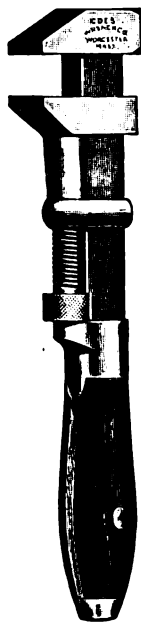
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WORCESTER, MASS.

ESTABLISHED 1839. REGISTERED APRIL 9, 1895.  
PATENTED APRIL 30, 1895, AND MAY 15, 1900.

Handle-frame and ferrule in one piece rigidly keyed to the bar, making practically one solid piece of metal; the ferrule and cup tip firmly securing and preventing the wood sides from splitting.



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**DUNBAR BROTHERS**  
**STEEL (OIL TEMPERED) SPRINGS**  
ALL KINDS OF SMALL SPRINGS  
SHEET STEEL STEEL BRASS WIRE  
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MANUFACTURERS  
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Manufacturers of

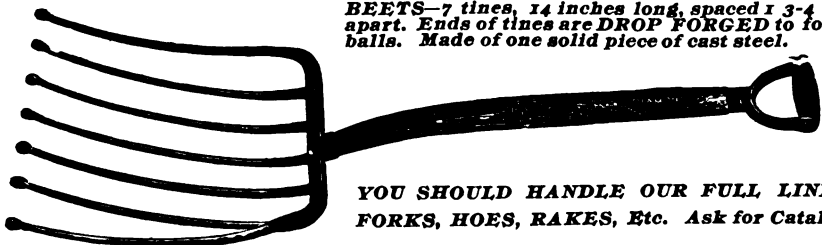


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## "DIAMOND" Sugar Beet Fork

MADE ESPECIALLY FOR HANDLING SUGAR BEETS—7 tines, 14 inches long, spaced 1 3/4 inches apart. Ends of tines are DROP FORGED to form the balls. Made of one solid piece of cast steel.



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## Fruit, Wine and Jelly PRESS

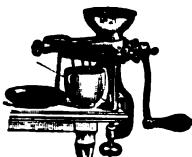
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10 Sizes and Styles for Hand and Power from \$1.25 to \$300.00

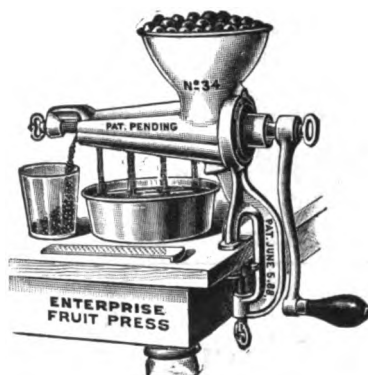


No. 2 1/2, \$4.50

### Meat Juice Extractor



No. 21, \$2.50



No. 34, \$3.00

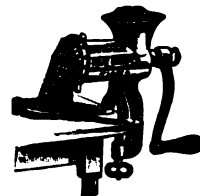
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per doz.

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**The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.**

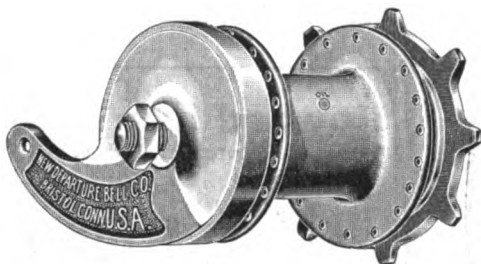
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:: THE PARLOR CAR OF CYCLING ::

## The New Departure Coaster Brake

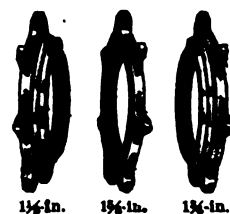
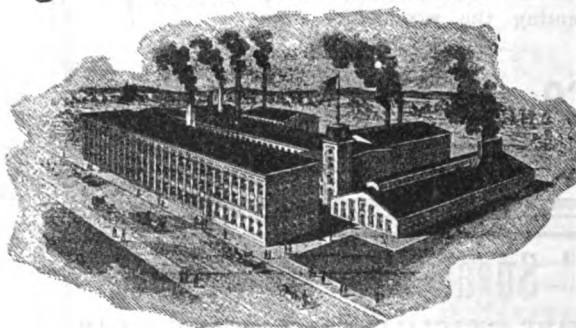


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First in Standard of Excellence and Superiority.

THE HOME OF THE COASTER BRAKE.

The  
Pioneer  
Coaster



1 1/4 in. 1 3/8 in. 1 1/2 in.

Any chain link from 1 1/4 in. to 1 1/2 in.  
Any pitch sprocket from 1/4 in. to 1 in.  
Any size sprocket from 7 to 18 tooth.

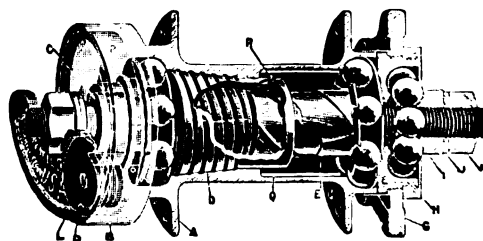
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# THE "DISSTON SAW" WILL DO MORE WORK

WITH LESS EXERTION AND HOLD ITS CUTTING  
EDGE LONGER THAN ANY OTHER BRAND.

## DISSTON SAWS

Are Fully Warranted

As to

Material

and

Manufacture.

No. 112



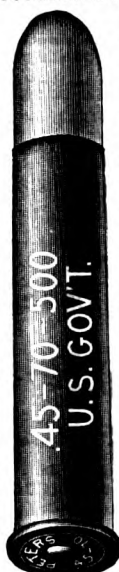
Owing to the  
Demand for a  
**SKREW BACK SAW**  
of the superior quality  
and finish of our No. 112  
we have placed on the  
market the  
No. 112.

**HENRY DISSTON & SONS, Inc.,**

**PHILADELPHIA, PENNA.**

Keystone Saw, File, Tool and Steel Works,

## Recent Victories!



At Sea Girt, Aug. 31, Sept. 8,  
1900, Great International Rifle,  
Revolver and Military contests,

### Peters Cartridges and King's Semi-Smokeless

Took all the following prizes

WIMBLEDON CUP, 1000 yards,

SCHUETZEN MATCH,

INTERSTATE MILITARY  
MATCH,

INTERSTATE REGIMENTAL  
TEAM MATCH,

ALY. COMERS MILITARY  
MATCH.

NEW JERSEY RIFLE  
ASSOCIATION TROPHY  
MATCH,

WINCHESTER MATCH,

REVOLVER RE-ENTRY  
MATCH,

REVOLVER TEAM MATCH;

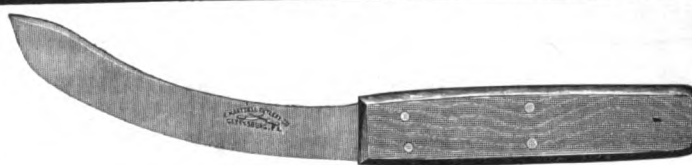
in fact almost everything  
within sight.

Peters Cartridges are all loaded  
with the famous King's Semi-  
Smokeless.

**THE PETERS CARTRIDGE CO., Cincinnati.**

Eastern Branch, T. H. KELLER, Mgr., 80 Chambers St., N. Y.  
Hibbard, Spencer, Bartlett & Co., Chicago, Ill.

THIS CUT ILLUSTRATES ONE OF THE SIXTY SHAPES AND SIZES



OF BUTCHER KNIVES MANUFACTURED BY THE

**E. HARTZELL CUTLERY CO., LTD.**

**CETTYSBURG, PA.**

WE MAKE NONE BUT FIRST-CLASS GOODS AND  
WANT TO BE REPRESENTED BY FIRST-CLASS  
JOBBER IN EVERY STATE IN THE UNION

**EVERY BLADE  
GUARANTEED**

We make a specialty of making to order only,  
a superior quality of Cast Steel Wire Springs,  
either for extension or compression.  
These Springs are all oil tempered and are made  
of an extra quality of wire drawn specially for  
our own use, of the same grade of stock as we use  
for the Springs that we put in our Spring Scales.



**JOHN CHATILLON & SONS,**  
85 to 93 Cliff St. and No. 13 Jacob St.,  
Established 1835. **New York City.**

Improved Quick and Easy Ris-  
ing Steam, Electric  
and Hand Power

## ELEVATORS

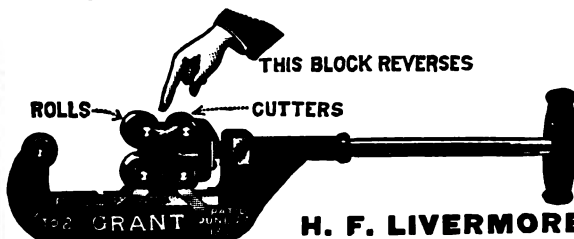
Send for Circulars.

**Kimball Bros. Co.** Council Bluffs, Ia.

No. 1013 Ninth Street.



## THE GRANT CHANGE PIPE CUTTER.



ONE IS ENOUGH TO CARRY.  
CUTS FROM 1/4 TO 2 IN.

Cuts with 3 cutter wheels, or  
with 1 cutter wheel and 2 rolls.

Changes Instantly.

Strong, light and simple. Noth-  
ing to get out of order.

**H. F. LIVERMORE, 85 Pearl St., Boston.**

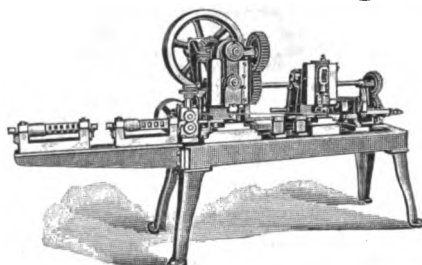
**THE SCHWEDILE STAMP CO.,**

MANUFACTURERS

Notary, Lodge and Corporation Seals,  
Send for Catalogue. **BRIDGEPORT, CONN.**

There is no kind of advertising so  
cheap as newspaper advertising and  
there is no kind that produces such im-  
mediate and satisfactory returns. The  
posting of bills, the use of street car  
signs and the mailing of circulars costs  
infinitely more per thousand for the  
same amount of advertising and it is  
seldom so effective.

## Automatic Lingoe Machine



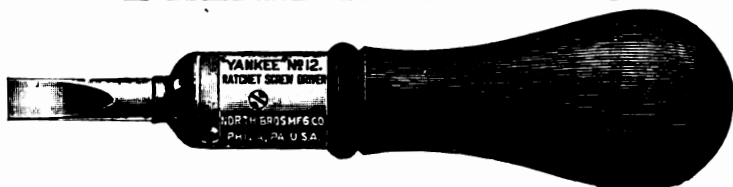
Producing lingoes at the rate of 60'  
per minute, flattening, rounding and  
punching the holes in the end thereof.  
The machine is applicable to a large  
variety of long pieces required to be in-  
dented, or different forms to be made,  
leaving the larger portion of the wire  
straight.

Write for Illustrated Catalogue.

**THE F. B. SHUSTER CO., New Haven, Conn.**

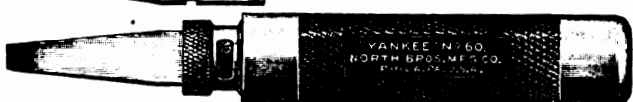
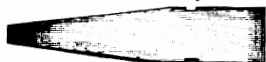
Formerly John Adt & Son.



SOME  
NEW**"YANKEE" TOOLS****"Yankee" Ratchet Screw Driver, No. 12.**

Made for special use of Gunsmiths, Fitters, Electricians and Mechanics requiring a strong, substantial screw driver with a short stub blade.

Made in one size only: Blade 5-16 diameter,  $1\frac{1}{8}$  long, entire length of Screw Driver  $5\frac{3}{4}$  ins.

**"YANKEE" MAGAZINE POCKET  
SCREW DRIVER, No. 60.**

"Yankee" Tool Book mailed free on  
application to

**NORTH BROS. MFG. CO.,**

New York Agents, John H. Graham & Co., 113 Chambers St. PHILADELPHIA, PA.

**"YANKEE"  
TOOLS  
ARE SOLD BY  
LEADING  
JOBBER  
OF TOOLS AND  
HARDWARE.**

**Blake Lamb Traps.**

Lightest and  
Strongest Made.  
For 40 years the favorite  
wherever used. Send for  
catalogue to the  
**HAWKINS CO., Successors,**  
Waterbury, Conn.

**PRIEST'S CLIPPERS**

Ball Bearings  
Largest Variety  
Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and  
Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Boston, U.S.A.

**THE DROUVE  
VENTILATOR**

The best and cheapest  
Ventilator on the market.  
Made in all sizes. Send  
for catalogue and prices.

**THE DROUVE CO.**  
30 TULIP ST.,  
BRIDGEPORT, CONN.

Skylight and Sheet Metal  
Work.

**AGENCY JOSEPH RODGERS & SONS, LTD.**  
**THE BEST IS EVER AND ALWAYS CHEAPEST.**

The merchant can recommend with confidence.  
The consumer will report superiority.  
Excellence will insure enlarged demand.  
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

**THE VERY BEST**

can be had at a small advance over poorer  
**QUALITY?**

**FOR CENTURIES THE WORLD RENOWNED HOUSE OF  
JOSEPH RODGERS & SONS, LTD.,  
SHEFFIELD, ENGLAND,**

Has had neither equals nor superiors in the manufacture of

**CARVING KNIVES and FORKS,  
TABLE CUTLERY,  
SCISSORS,**

**RAZORS,  
HUNTING and BOWIE KNIVES  
POCKET CUTLERY, &c.**

Its Corporate Mark



Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

**ALFRED FIELD & CO.,  
93 Chambers Street, New York.**

**HORSESHOE MAGNET HAMMER.**

WARRANTED.



Fitted with long handles. A specialty for bill-posters and traveling advertisers; also useful in other trades.

Superior to any magnetic tool heretofore made.  
**ARTHUR E. ROBERTSON, Patentee and Sole Mfr.,**  
244 Oliver Street, Boston, Mass.

**A  
PROFITABLE MEDIUM  
TO  
ADVERTISERS.**

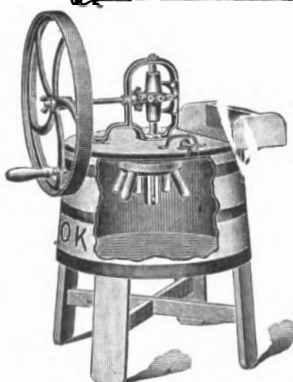
Gilbert & Bennett Mfg. Co., Chicago and New York.  
[Wire Goods]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

**WHY IS THE****O. K. THE BEST ROTARY  
WASHING MACHINE?**

—BECAUSE—

- 1.—It is the only Rotary washer that has Revolving Steel Ball Gearing, reducing the friction and thus making machine so light running and almost noiseless.
- 2.—The tub is made of Louisiana Red Cypress Lumber, cherry finish; the legs are solid with tub (not removable, breakable legs fastened with screws).
- 3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot soap-suds, and cleaning them without rubbing them to pieces.
- 4.—This washer is made by experienced mechanics, and will out-last any other washer on the market.
- 5.—The tub has a wringer box fastened with steel brackets.
- 6.—The lid on tub closes tight, no escape of steam.

**Manufactured by H. F. BRAMMER MFG. CO.,  
DAVENPORT, IOWA.**





## COATES CLIPPER MFG. CO.

Worcester, Mass., U. S. A.

MAKERS OF

## Hair Clippers

ALL KINDS UNDER THE

COATES PATENTS.

Power Clippers, both hand & mechanical.

Anti-Friction Horse Clippers.

Barbers Adjustable,

The best made.

—SEND FOR CATALOGUE.—



## CARRIAGE REQUISITES.

FRANK MILLER'S

Carriage Top  
Dressing

Gives an Elastic,  
Durable Waterproof  
Gloss, and is posi-  
tively safe to use on  
the finest stock.



FRANK MILLER'S  
AXLE OIL.

Superior to Castor  
Oil; lasts longer,  
and will not gum.

Manufactured by

THE FRANK MILLER CO.,

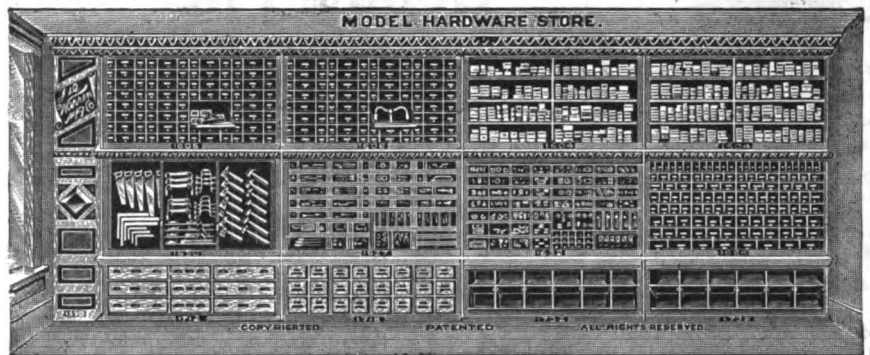
349 & 351 West 26th Street,  
NEW YORK.

## A GOOD INVESTMENT.

The Burr Mfg. Co., Cleveland,  
Ohio. [Safety Lifts, Hoisting Ap-  
paratus, etc.] We appreciate the  
merits of HARDWARE more and more  
every day. Our advertisement in the  
same has proved an exceedingly good  
investment.

## MAKE YOUR STOCK SELL ITSELF.

WRITE AND  
ASK HOW.



BECAUSE WE MADE IT SO.

EXPERT DESIGNERS OF HARDWARE SHELVING.

Office: Dept. D,  
Rooms, 502-508 Masonic Temple.

J. D. WARREN MFG. CO., CHICAGO, U. S. A.

## THE "JACKSON" SCISSORS



The most complete line of steel laid oval pocket, swaged pocket, flat  
pocket, oval ladies', flat ladies', screw button-hole, ratchet button-hole and  
tailor points made in this country. Guaranteed to be as fine as any you have  
ever purchased. If not, return at our expense.

WRITE FOR COMPLETE OUTLERY CATALOGUE.

THE JACKSON KNIFE & SHEAR CO., FREMONT, O.

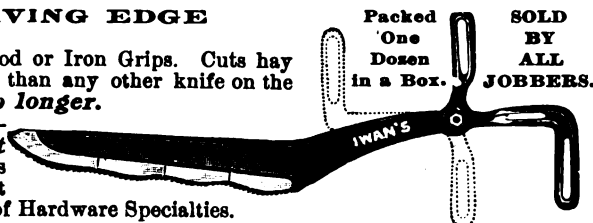
## IWAN'S IMPROVED SERRATED HAY KNIFE

WITH WAVING EDGE

Adjustable Handles, Wood or Iron Grips. Cuts hay  
or straw faster and easier than any other knife on the  
market, and *keeps sharp longer.*

Tool steel blades, malle-  
able iron back. A perfect  
tool. Write for prices  
and discounts for our Post  
Hole Diggers and full line of Hardware Specialties.

Packed  
One  
Dozen  
in a Box.  
SOLD  
BY  
ALL  
JOBBER.



IWAN BROS., STREATOR, ILL.

H. & R. Arms Co.'s

## HAMMERLESS REVOLVER

An ABSOLUTELY SAFE arm,  
Superior in style to any on  
the market.

It is now fitted with

INDEPENDENT  
CYLINDER STOP.

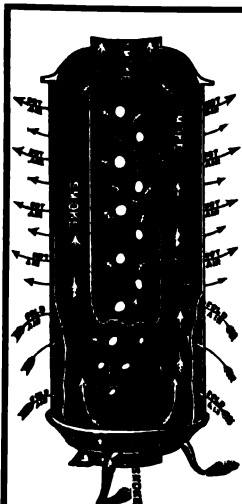
For sale by the leading dealers in Firearms, Hardware and Sporting Goods.

SEND FOR COMPLETE ILLUSTRATED CATALOGUE.

HARRINGTON & RICHARDSON ARMS CO., Worcester, Mass., U.S.A.



Automatic  
Shell  
Ejecting.



## Count The Tubes in the Rochester Radiator

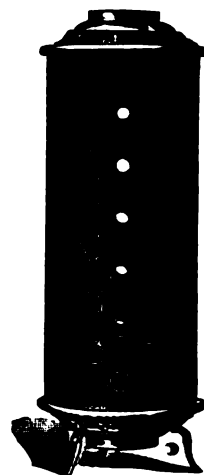
and you will comprehend the great radiating surface directly over the hot current where one square inch is better than six at the side.

N. B. We do not sell to department stores.

### ROCHESTER RADIATOR CO.,

150 Furnace Street,

Rochester, N. Y.



## A Great Labor Saver.

Will pay for itself in a single day. Where Steel Giant Grubbers are kept and shown a large trade is soon established. They are a necessity to almost everybody owning land. Moderate price. Large margin of profit to the dealer.

Sample orders solicited and promptly filled.

### New Century Manufacturing Co.,

79 East 130th Street, New York.

## A Gas Stove Retailing for 25c.

With liberal discount to the trade. Simple! Useful! Durable.

Always ready for heating water, milk, tea, curling irons, etc.

Can be transferred from one room to another.

Base and top grate cast-iron (coppered); body corrugated tin; wire gauze at top and an automatic mixer in base requiring no adjustment.

Place the stove over an ordinary gas burner and light on top of wire gauze.

Will not black or smoke.

Favorite Novelty Co.,

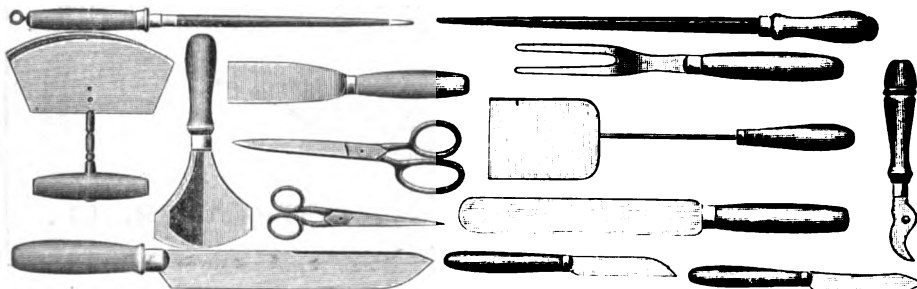
139 Beaubien St., Detroit, Mich.



QUICK SALES AND  
LARGE PROFITS.

## "101" Good Sellers for Dealers of Co-day

We have a hobby for new things. Orders Filled Promptly



Crescent Manufacturing Company. • Fremont, Ohio.



## The Best Water Purifier Is undoubtedly the New Patent EAGLE WATER STILL.

Simple to operate. Converts the foulest water into water of crystal purity, refreshing, delicious and palatable to the taste. A child can operate it. No household complete without it. No expense.

Special inducement prices to this trade.

For particulars address

Health & Comfort Supply Mfg. Co.,

Dept. C  
CINCINNATI, O.

## WATCH OUR ADVERTISEMENT

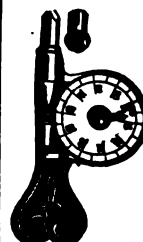
in next issue or write to us for particulars and prices on our

PATENT DOOR AND WEATHER STRIP.

Just what you are looking for.

### HELMS & HELMS.

148-50 Willow St., Philadelphia.



ESTABLISHED 1872.

### The E. Woodman Mfg. & Supply Co.

Manufacturers  
And Dealers in  
Railway and Mill  
Supplies.

Send for Catalog.

68 Oliver St., Boston, Mass., U. S. A.



## THE FANNER MFG. CO.,

CLEVELAND, OHIO.

### LITTLE GIANT

### GAS STOVE.

Plain or Nickel Plated.



Ask for our Catalogue of Hardware Specialties,  
Arctic Stove Trimmings, &c.

## One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co.,  
Newark, N. J. [Corkscrews]: To present new goods to the trade we consider HARDWARE one of the best mediums known.



# ALASKA

## Stove Hardware.

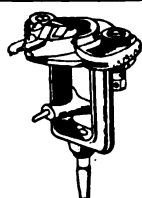
SEND FOR CATALOG.



These handles are always cold fine in finish, material of the best; they require no apology on the part of yourself or clerk to sell them. Sold by all first-class Jobbers in Hardware.

Made only by **TROY NICKEL WORKS, Albany, N. Y.**

All our line is marked **ALASKA**. None other Genuine.



Hibbard Improved Adjustable Hollow Auger, Riveted Steel Jaws, Cuts all size tenents from  $\frac{1}{4}$  to  $1\frac{1}{2}$  inches. Made of best material. We also manufacture Spoke Pointers and Shaves. Write for Prices and Illustrated Catalogue. 25 years' experience in the business.

**C. B. Hibbard Mfg. Co.**  
Sole Makers,  
**GRAND RAPIDS, MICH.**

The Only First Hand Source of  
**GENUINE MARTY TRAPS**  
In with  
**BURDITT & WILLIAMS CO.,**  
Sole Importers. **BOSTON, MASS.**

IT is consecutive, continuous, persistent efforts that win in advertising as in all other affairs of business. The twelfth advertisement carries part of the weight of each of the preceding eleven, and the twentieth is worth ten times the first. The first is simply an introduction, and few people remember an introduction unless subsequent meetings serve to impress it upon them. Friendship ripens slowly. This is true in social life, in business and in advertising.—*American Poultry Journal.*

Established 1836.

### ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

### HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

JOSEPH RODGERS & SONS, LIMITED, BEST CUTLERY IN THE WORLD.  
PEUGEOT FRERES, HORSE AND TOILET CLIPPERS.  
COATES CLIPPER MFG. CO. CAPS, WADS, CARTRIDGE CASES, ETC.  
ELEY BROS., LIMITED, FINE FRENCH PLYERS AND OTHER SMALL TOOLS.  
L. HUGONOT TISSOT, SHEEP AND GARDEN SHEARS.  
ISAAC GREAVES, GRASS HOOKS, SCYTHES AND STRAW KNIVES.  
W. K. & C. PEACE, GRASS HOOKS, SICKLES, ETC.  
R. & J. LINACRE, PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.  
WEBSTER & HORSFALL,

Proprietors of the following brands of Cutlery.

ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CON-  
TINENTAL CUTLERY CO., WALTHAM CUTLERY CO., ALEXANDER FAZAR & CO., JONES & CO.,

### FOR TARGET and GALLERY PRACTICE

USE A NEW  
MODEL



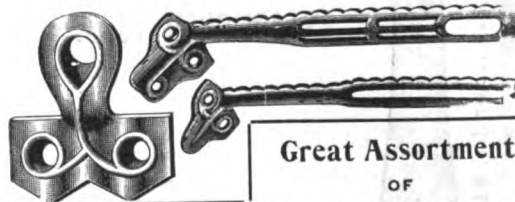
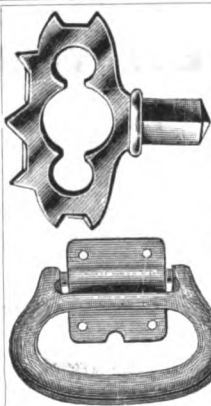
### REMINGTON SINGLE SHOT TARGET PISTOL

— \$16.00. —

Designed to meet the demand of Pistol Experts and Shooting Galleries for a well-balanced, accurate and finely adjusted arm. Adapted for 22 Short Rim Fire, 22 Long Rifle Rim Fire, and 44 S. & W. Russian Central Fire Cartridges. Ivory bead front sight; adjustable wind gauge rear sight. Mechanism finely finished to insure uniform trigger pull of 3 to  $3\frac{1}{2}$  pounds. Weight,  $2\frac{1}{2}$  pounds.

### REMINGTON ARMS COMPANY, ILION, N. Y.

313-317 Broadway, New York. 425 Market St., San Francisco, Cal.



Great Assortment  
OF

### EARS, KNOBS AND HANDLES

Leading Supply House in America  
for this class of Goods . . . . .

ASK FOR SAMPLES—CATALOG AND PRICES  
**BERGER BROS. CO., Mfrs.**

231 and 237 Arch Street  
PHILADELPHIA



No. 40. Ice Chisel without Cap .....per doz. \$1.65  
No. 41. Ice Chisel with Cap ..... " 2.40

# CHATILLON'S

## STRAIGHT SPRING BALANCES HEAVY FOR WEIGHING ICE

No.		Per doz.
70.	50 lbs. by 1 lb .....	\$10.00
80.	80 lbs. by 1 lb .....	24.00
90.	100 lbs. by 1 lb .....	42.00
100.	125 lbs. by 1 lb .....	48.00
100A.	150 lbs. by 1 lb .....	60.00
100B.	200 lbs. by 2 lbs .....	72.00

## IRON CLAD ICE BALANCES

COMPACT AND DURABLE. NOT LIABLE TO GET OUT  
OF ORDER. SUPERIOR TO ANY OTHER ICE BALANCE  
IN THE MARKET.

No.		Per doz.
130.	120 lbs. by 2 lbs. ....	\$54.00
140.	200 lbs. by 2 lbs. ....	60.00
150.	200 lbs. by 5 lbs. ....	54.00
160.	300 lbs. by 5 lbs. ....	66.00
170.	400 lbs. by 5 lbs. ....	72.00
180.	500 lbs. by 5 lbs. ....	84.00

MANUFACTURED BY

# JOHN CHATILLON & SONS

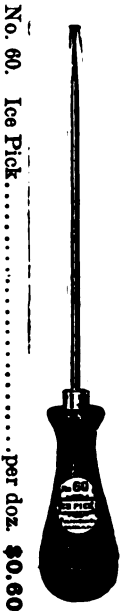
Nos. 85 to 93 CLIFF ST. and No. 12 JACOB ST.

ESTABLISHED 1835.

NEW YORK CITY.



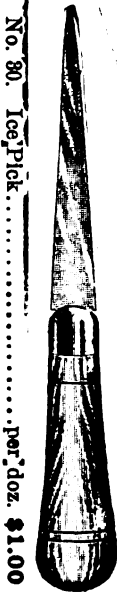
No. 6. Ice Chisel, 6 in. Blade, 8½ in. Handle .....per doz. \$3.50  
No. 8. Ice Chisel, 8 in. Blade, 10½ in. Handle ..... " 4.50  
No. 9. Ice Chisel, 9½ in. Blade, 12½ in. Handle ..... " 5.50



No. 60. Ice Pick.....per doz. \$0.60



No. 1. D Handle Ice Cutter, 8 in. Blade, 35 in. Handle, per doz. \$15.00  
No. 2. D Handle Ice Cutter, 8 in. Blade, 35 in. Handle, per doz. 12.00



No. 80. Ice Pick.....per doz. \$1.00



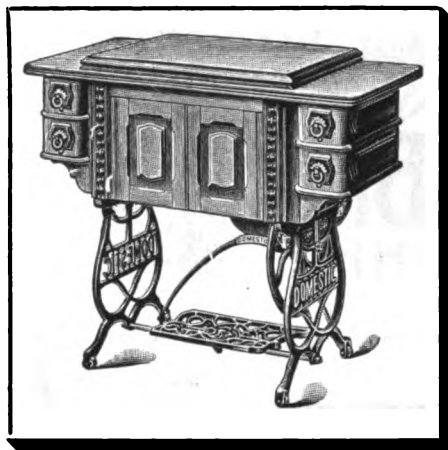
No. 50. Ice Pick without Cap.....per doz. \$0.75  
No. 51. Ice Pick with Cap..... " 1.50

# NEW DOMESTIC SEWING MACHINES

... MAKE BOTH ...

## THE CHAIN STITCH

If you want a  
machine to **SELL**  
**TRY IT.**



## THE LOCK STITCH

If you want a  
machine to **USE**  
**BUY IT.**

### THE NEW RUFFLER MAKES

**Both  
RUFFLES**

**NEW  
Domestic Sewing Machine Co**  
16 Exchange Place,  
NEW YORK.

**and  
PLAITS.**



### FARMERS' CHOICE PLIER.

THIS PLIER HAS OUR STAPLE PULLER ON  
ONE SIDE AND CRONK CUTTING PLIER ON  
OPPOSITE SIDE, ALSO ONE BUTTON CUTTER  
AND A WIRE SPLICING CLAMP.

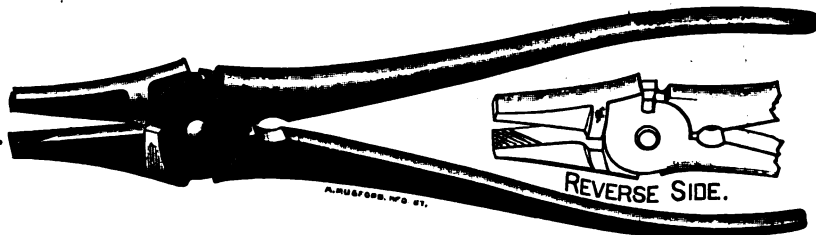
IT IS MADE FROM FORGED TOOL STEEL  
AND THEY ARE FULLY WARRANTED.

WRITE FOR CATALOGUE SHOWING FULL LINE OF PLIERS AND OTHER GOODS.

**CRONK & CARRIER MFG. CO., - - - ELMIRA, N. Y.**

### AMERICAN BUTTON PLIER

MADE FROM GOOD QUALITY SHEET  
STEEL, FULLY WARRANTED. STRONG,  
DURABLE AND CHEAP. MADE IN 6, 8  
AND 10 INCH.



**If you're Looking for First Class  
UP-TO-DATE BARROWS**

ORDER THE ♦ ♦ ♦

**Champions, the  
World's Best.**

*All Kinds of Wood and  
Steel Barrows.*

**THE BRYAN MFG. CO.,** BRYAN, OHIO,  
U. S. A.



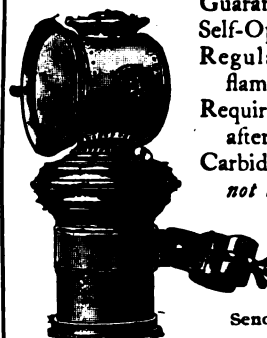


CATALOGUE FREE

GET OUR  
REDUCED PRICES
**F. E. MYERS & BRO.**  
 ASHLAND, OHIO.

**WELL  
TANK &  
SPRAY  
PUMPS**
HAY CARRIERS.  
FORKS, PULLEYS & C.

## BANNER GAS LAMP



Guaranteed.  
Self-Operating.  
Regulates its own  
flame on all roads.  
Requires no attention  
after lighting.  
Carbide chamber can-  
not be overloaded.

We make a  
generator  
for carriage  
lamps also.

Send for booklet.

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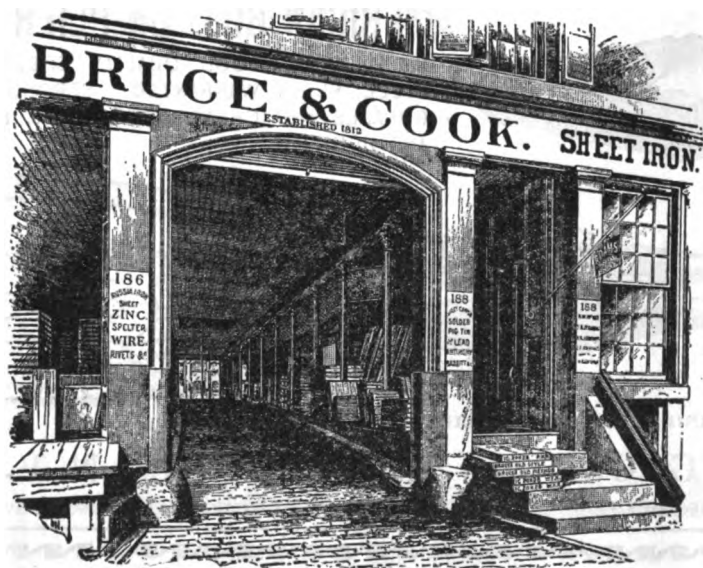
The Plume & Atwood Mfg. Co.  
NEW YORK CHICAGO  
Factories, Waterbury and Thomaston, Conn.

## BRUCE & COOK, TIN PLATES AND METALS,

 186, 188 and 190 WATER STREET,  
 248 and 250 PEARL STREET, . . .

NEW YORK.

We give below a list of goods which we have in stock. You will find our prices  
as low as any in the trade, quality considered. It will give us pleasure to receive  
your orders, which shall have our very best attention and prompt shipment. . .



Antimony.  
Babbit Metal.  
Boiler Rods.  
Burritt's D'ble Seamer.  
Copper Bottoms.  
Copper Circles.  
Copper Ingot.  
Copper Sheets.  
Copper Wire.  
Corrugated Leader.  
Cor. Elbows and Saeos.  
Dampers.  
Eave Trough Lead'd.  
Eave Trough Galvan'd.  
Eave Trough Mitres.  
Eave Trough Irons.  
Elbows--Stove Pipe.  
Elbows--Adjustable.  
Fire Pots.

Gem Gasoline Furnaces  
Gutter, Wide Roof.  
Gutter Strainers.  
Hard Metal.  
Kettle Bars.  
Lead--Bar and Pig.  
Leader Hooks.  
Malleable Bars.  
Mallets.  
Metal Lath.  
Metallic Paint.  
Nails--Roofing Tinned.  
Nails--Wire Roofing.  
Nails--Wire R'g Tinned.  
Pail Woods.  
Perforated Tin.  
Ribbed Leader.  
Rivets.  
Roofing Tin Plates.

Roofing Seamers.  
Rosin.  
Sheathing Paper.  
Sheet Iron--Char. Cl'd.  
Sheet Iron--Cold Rol'd.  
Sheet Iron--Com. Cl'd.  
Sheet Iron--Corrugated  
Sheet Iron--Galvanized  
Sheet Iron--Planished.  
Sheet Iron--Russia.  
Solder.  
Soldering Coppers.  
Spelter.  
Spelter Solder.  
Squaring Shears.  
Stove Boards.  
Stove Pipe.  
Stove Pipe Collars.  
Strainer Wire Cloth.

Taggers Iron.  
Taggers Tin.  
Terne Plates.  
Tin--Bar and Pig.  
Tin Plates.  
Tin Shingles.  
Tinnerns' Machines.  
Tinnerns' Tools.  
Ventilators--Globe.  
Wall Hooks.  
Water Cut-offs.  
Wire--Annealed.  
Wire--Bright.  
Wire--Coppered.  
Wire--Galvanized.  
Wire Tinned.  
Zinc for Etching.  
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\*\*\*\*\*

## Eyelet Tool Co.

Manufacturers of



Eyelet Sets and Leather Punches,  
Drive or Belt Punches,  
Burr and Rivet Sets, etc.

SETS AND PUNCH TUBES  
of all kinds made to order.

Send for Catalogue.

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Every day adds to the value of news-  
paper advertising because every day  
shows more and more plainly the desire  
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tisers shall have the best service in their  
power, and because the merchant more  
and more feels the necessity of getting  
out of the space used full value for  
what he paid for it.



**NEVER** look further than—  
**296 BROADWAY, NEW YORK CITY,**  
for the best of Hardware Specialties. **Why?**  
Because there are none better than the ones  
illustrated in the **GREEN BOOK** of  
Hardware Specialties.  
**SMITH & HEMENWAY CO.**  
**THOMSON BROS. & CO.**  
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Ask your dealer for these goods.

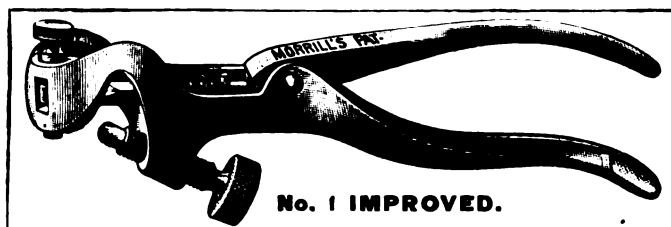
## MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

**TRADE MARK**

Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



**TRADE MARK**

Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

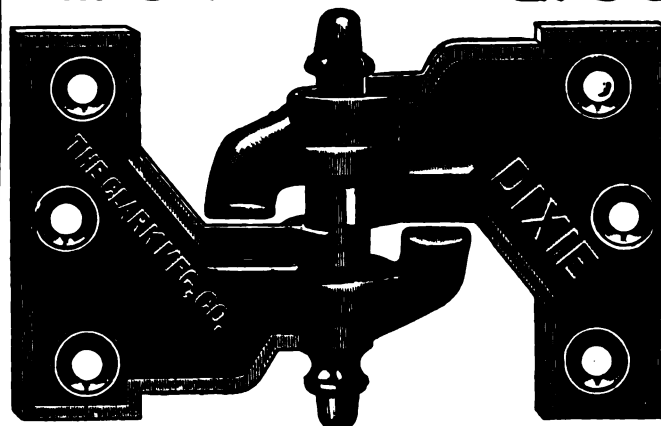
Write for Catalogue. **CHAS. MORRILL,** Broadway Chambers, Broadway and Chambers St., N. Y.

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Always Sharp! No Slipping of the Horse!  
No injuries as caused by other Calks.  
Great Saving of Horses and Horseshoes!

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BERLIN-SCHOENEBERG, GERMANY

## THE CLARK MFG. CO., Buffalo, N.Y.



Manufacturers of  
**Lull & Porter, O. S.**  
**"DIXIE"**  
—AND—  
**"BUFFALO REVERSIBLE"**  
**SHUTTER HINGES.**

—AND—  
**CLARK'S SURFACE BLIND**  
**HINGES, GATE HINGES,**  
**SASH PULLEYS, SPRING**  
**HINGES, CAST DOOR**  
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**DAMPERS, ETC.**

### Miller's Patent Catalogue Case

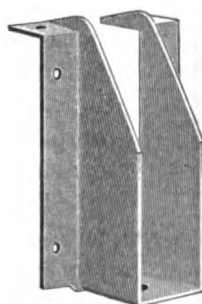
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Roy Miller, Box 60, Alma Center, Wis.  
N. Y. Agent:—H. Kelly, 39-41 Cortlandt St.

## An Advertisement

If you have a sign over your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable Trade paper is only so many thousand signs spread over a great many square miles.

You can't carry everybody to your sign, but **HARDWARE** can carry your sign to everybody.



Patented May, '96

**NATIONAL STEEL JOIST HANGER,**  
**FOR WOOD HEADER AND BRICK WALLS.**

### THE NATIONAL IRON & WIRE CO.,

Structural and Builders'  
Iron Work.

Sole Makers,  
**CLEVELAND, O.**

**CHANDLER & BARBER, F. B. HAWKINS CO., PALACE HARDWARE CO.,**  
New England Agents, Boston, Mass.    New York Agents, New York, N. Y.    Pacific Coast Agents, San Francisco, Cal.



## Daus' "Tip Top" Duplicator

100 copies duplicated in black ink from pen.  
50 copies from Typewriter.  
**PRICE COMPLETE \$7.50**

To introduce we will allow our discount to the trade 33 1/3 per cent. for payment within five days after receipt of goods.

**SENT SUBJECT TO**  
**TEN DAYS TRIAL.**

SOLE MANUFACTURERS,  
**THE FELIX F. DAUS DUPLICATOR CO.,**  
8 Hanover St., NEW YORK.

# The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .

## SASH CHAINS.

"Giant," "Red Metal"

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Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

New York Agent : J. J. Halpin, 62 Rensselaer Street.  
Philadelphia Agent : W. E. Trull, 13 N. Sixth Street.  
Chicago Agent : H. H. Munger, 142 Lake Street.  
St. Louis Agent : Chas. M. Groves, Chemical Bldg.

# All paints look alike

to most people, but  
it requires only a short  
exposure test to prove  
the superiority of the good,  
wear-well kind :—

**"THE HARRISON."**

**Harrison Bros. & Co., Inc.,**  
White Lead, Colors, Paints, Varnishes & Chemicals,  
Thirty-fifth Street and Grays Ferry Road,  
**PHILADELPHIA.**  
27 Lake St. 117 Fulton St. 72 Broad St.,  
**CHICAGO. NEW YORK. BOSTON.**

## THIS CAN ▲ ▲ ▲

HAS A

### Clock Spring Steel Bottom

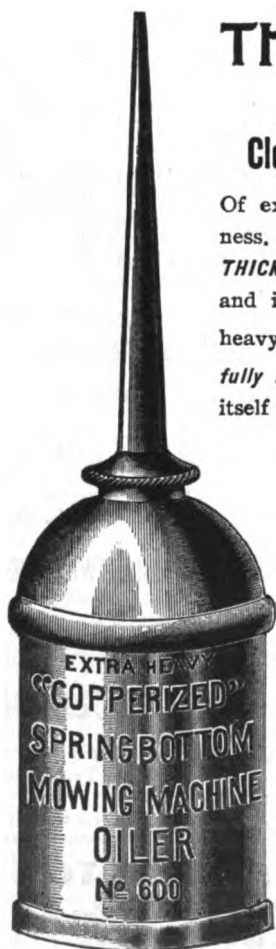
Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedish" Steel, *Beautifully Finished*. It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR  
SPRING DELIVERY.

**The Wilmot & Hobbs  
Mfg. Co.,** . . .

**BRIDGEPORT,  
CONN. . .**



## Thousands Dead and Dying.

Thousands of once prominent brands of goods are dead or being killed by the great army of imitators.

Anyone simulating your label or package is robbing you, and can be stopped.

Don't be among those whose business is being ruined by Trade Mark Pirates.

The only organization that can help you, is

**THE INTERNATIONAL  
TRADE MARK  
PROTECTIVE COMPANY.**

320 Broadway, New York, N. Y.



# HARDWARE

W. H. Vance, for some years connected with the Sterling Emery Wheel Co., Tiffin, Ohio, has recently been appointed superintendent of the works of the Star Corundum Wheel Co., Detroit, Mich.

The Lalance & Grosjean factory at Woodhaven, N. Y., after having closed down for one week to clean boilers and make repairs, reopened yesterday with 2,100 employees on its payroll.

The Handy Things Co., of Chicago, are moving their plant to Ludington, Mich., where they have secured a much larger factory building. This move was necessary owing to their rapidly increasing business. A few changes have been made in the company, Charles E. Cartier, of Ludington, taking the management.

The Joseph Dixon Crucible Co., Jersey City, N. J., are sending out an interesting pamphlet descriptive of the lubricating merits of graphite on automobiles. Included in its contents are many testimonials to the benefits of graphite on gears and valves of gasoline engines, and on the chains, cylinders, slides and piston rods of other motors. Graphite compound is also mentioned, which material is used for making tight joints in steam, gas or water connections.

In our preceding issue we referred to the prize proposition of the J. Stevens Arms and Tool Co., Chicopee Falls, Mass., by which they distribute \$500 to sixty young persons for the sixty best targets made with Stevens Rifles. We learn that at the request of many contestants, the time limit has been placed at October 31st instead of October 1st, October being one of the best months in the year for shooting. They have already received a large number of targets, and the extension of time will be enthusiastically welcomed.

H. M. Sanders & Co., 27 and 29 Eliot Street, Boston, Mass., in order to meet the demands of a steadily increasing trade in Builders' Hardware and Tools, have been compelled to occupy the whole building at their present location. This successful evidence of their progressiveness is very pleasing to their many friends and well wishers. They have always been headquarters for Theatrical Stage Hardware, representing J. R. Clancy's theatrical supplies, in which branch of their business they are recognized as leaders.

Henry Disston & Sons, Inc., Philadelphia, have recently purchased the saw and saw tooth business established by the American Saw Co., Trenton, N. J. They have similarly acquired the Baldrige & Hogan saw plant at Cincinnati, Ohio, and are adding improvements thereto with a view of considerably enlarging its capacity. It is generally understood that the latter plant will be used as a distributing point for the firm's business throughout the Southern States, which is reported as having materially increased.

A. Van der Laan & Co., Exporters, 18 Broadway, New York, claim to have placed the largest export order for gas stoves that has ever reached this country from Continental Europe. During the month of August they shipped 575 gas stoves, and during the first week in September one order was received for 980 stoves, which will be furnished by the Criterion Mfg. Co., 443 Greenwich Street, New York. The goods measuring about 200 tons will be shipped by the Phoenix Line September 21st.

The Cleveland Pneumatic Tool Co. have opened a Chicago office at 335 Wabash Avenue, in charge of H. S. Covey, where samples of their complete line of Chipping, Beading and Caulking Hammers, the "Cleveland" Long Stroke Riveting Hammers, Piston, Rotary and Breast Drills may be seen.

At a recent meeting of the board of governors of the Hardware Club of New York, the following gentlemen were unanimously elected to membership therein:

Wm. B. Allison, 253 Broadway, New York.  
Wm. H. Russell, 253 Broadway, New York.  
Frank H. Bethell, 15 Dey Street, New York.  
Wm. E. Haskell, Tribune Building, New York.  
John N. Carbender, New Brunswick, N. J.  
Alex. Dow, 23 Park Row, New York.  
John W. Sisson, 253 Broadway, New York.  
Eugene Van Zandt, World Building, New York.  
Eliot W. Henderson, Yonkers, N. Y.  
Elisha J. Steele, Torrington, Conn.  
Francis M. Sutton, 11 Beverly Street, New York.

H. F. Brammer Mfg. Co., Davenport, Iowa, are distributing to the trade a very attractive folder of lithographic excellence, exploiting their washing machines, which have achieved so great a popularity with the trade. It is printed in several colors, giving in the various illustrations a correct idea of the machines and their respective finishes, showing the "Original Brammer," the "O. K.," one of the most popular rotary machines ever offered the trade, and the "O. I. C.," which is a pendulum machine that has achieved a wide distribution warranted by its meritorious features. The company state they have lately been compelled to quit manufacturing Fixtures and Furniture, so as to use the buildings for the Washing Machine industry so greatly on the increase. It is their intention at an early day to add an additional building to their present plant.

It is stated that Wickwire Bros., owners and operators of the large wire mills, the largest industry in Cortland, N. Y., are contemplating the erection of a new building larger than any of the others now being operated, to be used as a nail factory. The dimensions of the new building are said to be 300 by 90 feet, and it is rumored that they are negotiating with William R. Huntington, the executor of the Randall estate, for a tract of land on the north side of the Lehigh Valley tracks, on which to erect the factory. The nail industry, which has been started but a comparatively short time, has been constantly increasing, and Wickwire Bros. have contracts for 1,000 kegs a day.

The International Cutlery Co., Fremont, O., who are the proprietors of the Star Shear Works, and sole manufacturers of the Wm. Schollhorn Co., "Star" Brand Shears and Pruners, are also making full lines of "Star" Scissors, Tailors' Shears, Tinnerns' Snips, Razors and Razor Strops. These goods will be made in the same patterns as heretofore, of the best material, and in a workmanlike manner, and will be sold through the jobbing trade. The goods will be boxed and labeled the same as before, and both the old and new numbers will appear on the labels. The company advise us that they are about to issue a new catalogue, which will be very comprehensive, and that the goods will be made better, stronger, and of a better finish than in the past, and that they will be sold under an unlimited guarantee. Their factory at Fremont, O., is new and replete with the most modern machinery.

# HARDWARE

VOL. XXIII. SEPTEMBER 10, 1901. NO. 11.

**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade.

**HARDWARE** is published on the 10th and 25th of each month. The subscription is \$1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made in the safest manner available to the remitter. Post-office and Express Money Orders are always safe and may be sent at our own risk.

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**The Name of your Post-office and of the State you live in should always follow your own name when writing to this office.** We cannot find your name on our books unless this is done.

Letters should be addressed

**HARDWARE PUBLISHING CO.,**

275 Broadway, New York.

L. E. MITCHELL,	President.
A. P. MITCHELL,	Secretary and Treasurer.
HENRY HOPKINS,	Editor.
A. E. BOLLES,	Advertising Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

Reports from trade centres show that sales during July and August have, with rare exceptions, been large in volume and of increasing importance when compared with previous years. The feeling throughout the industry is one of the most hopeful and encouraging kind, so that the Fall trade will scarcely be disturbed by the few changes in quotations made necessary on account of the labor disturbances usually noticeable during successive summers.

In the sections of the country where crops have suffered in volume from drouth conditions, the fact that higher prices on agricultural products are the rule in all the markets more than makes up to the farmer the loss he feared from short crops.

The demand from the Northwest is an excellent one and many new stocks are being purchased, the general activity in all lines being noticeable. Lessened demand on account of crop conditions affects somewhat the trade of Kansas, Missouri and parts of Nebraska. The month of August has really been a record breaker, as orders have been received by both manufacturers and jobbers in such profusion as to handicap prompt shipments even under a demand on the help for longer hours of continued employment. The goods known to be in short supply are ordered on every hand, with the firm belief that while some not unexpected delays may occur in delivery, still it cannot spoil the general business, and less kicking about delay will be prevalent when a cause so all-pervading is evident.

Manufacturers of goods depending largely on a continuous supply of such metals as are affected by labor disturbances, act with commendable caution about the booking of large and speculative specifications from single demands. Preference is given to an all-around distribution that will keep the market steady and firm and the trade fairly well supplied with stock.

Strike conditions among the chain makers affect the supplies of chain, which have already resulted in higher quotations; and while advances in wages of an abnormal character are demanded from the leading plants by men already on strike, a determination not to accede to any such demands has had the effect of organizing the manufacturers for a common cause, to resist the movement by closing plants until the men agree to a return to work under the previously prevailing conditions. An action like this would seem to make the strike of short duration.

It was generally supposed the passing of Labor Day would find the strike among the iron and steel workers dying of heart failure. It to all appearances had been growing weaker with its own disturbances within the organization, springing from a half-hearted compliance with orders from headquarters. Changes are anticipated in the affiliated members of the Amalgamated Association, which, if carried into effect, will deprive that Association of 5,000 tin-plate workers, on whose support they have mainly relied. The Tube Workers of the Federation of Labor, who joined the strike from sympathetic impulses, cannot much longer be depended on, and will doubtless early break away, the prospect for strike benefits being quite remote. Altogether the strike seems on its last legs, and almost any terms, save those of the complete disruption of the Amalgamated Association, would ere long be entertained, and the whole unfortunate business be called off.

The strike so far has not seriously affected the interests of the Hardware trade, although a much longer continuance would be detrimental to the season's business, as the small stocks of material carried through the summer are fast melting away in the manufacturing plants. Higher prices on tin-plate, sheet-iron and steel, steel hoops and bar-iron generally will soon affect current quotations on specialties in which these metals enter largely, while whole lines of goods manufactured exclusively from the scarce commodities are held at rigid discounts subject to advances naturally resulting from a brisk demand and prospects of a restricted supply.

## The National Hardware Association.

The programme for the Seventh Annual Convention of the National Hardware Association, which takes place in Cleveland October 9, 10 and 11, is in course of preparation by the hard-working but genial Secretary-Treasurer, T. James Fernley, and will soon be distributed to the members. A very attractive programme has been arranged, and in accordance with established precedent the topics discussed will be on subjects possessing trade interest and importance.

Arrangements have been made with the railroad companies who have conceded a special Convention rate for transportation, a fare and a third for the round trip, which will be good from all parts of the country. A low rate has also been established from Cleveland and Buffalo and return for the delegates desiring to visit the Pan American Exposition. The date for the use of the return ticket having been extended to October 19th, will allow the members eight days after the adjournment to enjoy this opportunity.

**C. E. Jennings & Co.'s New Catalogue.**

C. E. Jennings & Co., 101 Reade Street, New York, have recently issued a new catalogue of the superior Mechanics' Tools and Hardware Specialties manufactured and controlled by them. It is a well proportioned volume of 144 pages, bound in boards with cloth back lettered in gold. Its contents embrace a large line of important goods made by them at their factories in Port Jervis, N. Y., Hinsdale, N. H., and Yalesville, Conn. This is the most ambitious catalogue they have given the trade, and includes a number of new articles which will command the close attention of the dealer hunting for additions to his stock of goods. Among these may be mentioned a new line of Hand Saws, which will be found on page 67, marketed under the numbers 12½, 212 and A7½. Several new sets of Socket Firmer Chisels will be noted on page 42, having cocobolo handles. Some new Brace and Bit Sets on page 12 are worthy of attention. The catalogue will repay the dealer who goes carefully through its contents. It is a handsomely printed volume on good paper and well illustrated. C. E. Jennings & Co. are the sole manufacturers of tools under the following trade marks:

C. E. Jennings & Co., Jennings & Griffin Mfg. Co., L'Hommedieu, Merrill & Wilder, Watrous & Co., Noble's Mfg. Co., Brattleboro Tool Co., Passaic Mfg. Co., C. E. Jennings, E. H. Tracy, Geo. S. Wilder, Pliny Merrill, Hinsdale Mfg. Co., Excelsior Mfg. Co., Clark Tool Co.

**Porter Screen Mfg. Co.'s New Factory.**

The new \$20,000 mill at Winooski, Vt., for the Porter Screen Mfg. Co. has just reached the stage of completion. The mill replaces the one destroyed by fire something less than a year ago. It is constructed of wood, is three stories high and is probably the heaviest timbered building in that locality. It is a modern structure built with especial reference to the requirements of this large manufacturing concern. It is partitioned off by a two-foot brick fire wall on side of which will be located the paint shops and benzine and oil storehouses. The stairs are all on the outside and roofed; the elevator is also reached from the outside. This gives extra room in the building for machinery, etc., which is already being set up. The roof has an elevation of 8 feet at the centre and slopes on either side to the eaves. It is covered with gravel. The outside is novelty siding, painted red with white trimmings. The mill is 280 feet long and 60 feet wide, being considerably larger than the one burned. The location is near the side of the old mill, a high trestle giving communication from the mill to the storehouses.

**They Do a Big Business.**

It is not generally known that St. Louis has a woodenware house that does a business on a scale that is princely. It only deals with wholesale jobbing houses. They do not sell to retailers. It is a wholesale house among wholesale houses. They take the entire product of many factories all over this country, and distribute them to the jobbing trade. They distribute goods for the manufacturer to the wholesale jobber. Instead of having salesmen, the manufacturer places the goods in the hands of this mighty house. It is a small thing to say that St. Louis has the largest woodenware house in the world. Their business is so colossal that this one house does a business that is greater than the combined business of all the other wooden ware houses in America. They have a large export business with Mexico, and their traveling salesmen visit every jobbing point in this country every ten or fifteen days. They stand above all other competitors in the Eastern States, just as they do in the Western States, and enjoy the unique distinction all over the land as being the one princely house that only deals with the wholesale jobber and distributor.

**P. & F. Corbin.**

Charles M. Jarvis, who was formerly president of the Berlin Iron Bridge Co., and at a later date vice-president of the American Bridge Co., has been elected vice-president of P. & F. Corbin, New Britain, Conn. He will succeed to the active duties and responsibilities of Andrew Corbin, who has been vice-president of the company for a long time. Both Philip and Andrew Corbin, who constitute the firm, have not had as much relaxation from business as they desired for many years, and Mr. Jarvis relieving them of a large part of their responsible duties, will enable them to take a well-deserved rest. It is understood the Messrs. Corbin have no intention of separating themselves in any way from the business. Mr. Jarvis will assume the responsibilities of his position about October first.

**A New Barb Wire Mill.**

A number of the men who were in the employ of the Consolidated Barb Wire Co., at Lawrence, Kan., or were interested in the work of the plant in one way or another, when it was sold to the trust and afterwards closed down, have formed a company for the purpose of making wire fence, and ultimately resuming the manufacture of barb wire there. The company has a capital of \$60,000, and while not yet chartered half of the stock has been paid in full. The company has rented the old foundry building, alongside the Sante Fe railroad track, and convenient to the power plant from the dam, and has already commenced the putting in of machines for making wire fence. Patents for machines for making the fence, and for making barbed wire are owned by members of the company, and the machines are in course of construction. The new company begins business in the same quarters in which the Consolidated Barb Wire Co. made its beginning, and there seems to be no reason why the new concern should not grow and develop into as large a plant as the big mill closed by the trust.

**A New Nailing Machine.**

An effort is being made to organize in Deforest, Wis., a factory for manufacturing a shingling machine known as Pearson's nailer. This machine is altogether unique and bids fair to revolutionize present shingling methods. It is very small, weighing only one pound and twelve ounces. It requires no skill in operating, is simple and very durable. The operator holds it by a handle in the left hand and uses the hammer with the right. He puts the nail into a tin hopper, capable of holding several handfuls, and that is all he needs to do with them. The machine does all the rest, putting one nail at a time under an upright bolt—the "plunger," it is called—which sets the nail in the shingle. With one blow on the plunger the operator sets a nail securely in the shingle; with another the nail is driven completely in. Carpenters who have used the machine say it greatly facilitates shingling, enabling a workman to shingle nearly twice as fast as by hand and with far greater ease. It is especially useful in the Winter, for the operator can wear gloves or mittens on both hands. It can be used on a roof of any pitch as well as on a level surface and can be made for any size of nails.

The history of the machine is interesting. It was invented and patented by a Swede named Martin Pearson, who used to live in Minneapolis. One day, he saw a big, fat man shingling on a roof. He was amused at the extreme care and difficulty with which he handled the little nails and thought how much more easily he could accomplish his work with a good shingling machine. The idea of inventing such a machine at once possessed him, and never left his mind until he had invented the nailer which now bears his name. He worked at it for years, devoting several thousand dollars' worth of labor to accomplish his purpose.



## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

## Effect of Death of Party to an Action.

**QUESTION:** Some time ago an action was begun against my brother to foreclose a mortgage on his property. The case proceeded and on the day on which the matter came up for trial, my brother's attorney did not appear for him and I was told that my brother's default was taken, and that the judge rendered a decision in the mortgagee's favor. A few days after this, and, I have afterward learned, before judgment was entered against my brother, he died very suddenly. Kindly inform me whether this judgment can be satisfied out of my brother's estate provided the property mortgaged is not sufficient upon the sale to pay the mortgage.

**REPLY:** We are of the opinion that a case such as you describe must be governed and controlled by Section 763 and Section 1,210 of the Code of Civil Procedure. By these sections it is provided that where a party dies, as described above, the final judgment must be entered in the name of the original parties and a memorandum of the party's death must be entered in the judgment book and noted on the margin of the docket of the judgment. The section last referred to further provides that such a judgment does not become a lien upon the real property or chattels real of the decedent, but it establishes a debt to be paid in the course of administration. We are, therefore, of the opinion that the deficiency judgment entered in this case could not be satisfied out of the real property of your brother unless his personal property was insufficient to pay his debts and an order from the Surrogate was obtained allowing his real property to be sold for that purpose.

## Exorbitant Doctor's Bill - Counter Claim for Damages.

**QUESTION:** About a year or two ago I was injured while working in a factory and my arm was broken by the injuries I received. I employed a doctor, who set my arm; but the arm was set so badly that it practically never recovered its usual strength, as it should have done, and is still a constant hindrance to me in my business. The doctor only called a few times and has sent me a bill for his services rendered for over \$100. I have refused to pay the bill and he threatens to sue me. Kindly inform me whether I have no redress against this doctor for not having done his work properly, and whether I am obliged to pay this bill.

**REPLY:** If the physician brings an action against you to recover the value of his services, as a defense to this action you may show that the services were not reasonably worth the amount for which the suit is brought; and, if successful in this defense, you would not be obliged to pay the sum demanded. If you are able to establish the fact that your arm is improperly set and that the physician was negligent in performing his work, you have a cause of action against him to recover damages for the injuries received by you resulting from his negligence. This you may set up as a counter claim to the physician's action against you. If the physician should bring an action against you to recover the value of services and you can prove his negligence as above referred to, you can bring an action against him as above described. This action, however, being one for malpractice would, under a recent amendment of Section 384 of the Code of Civil Procedure, have to be brought within two years from the date such action accrued.

## Injuries by Vicious Dog.

**QUESTION:** For some time past a neighbor of mine has kept a large St. Bernard dog which has a habit of running out and barking at everybody that passes my neighbor's house. On several other occasions he has been known to bite people and is generally considered to be a fierce animal. Two weeks ago my little girl was passing my neighbor's house, the dog ran out and bit her hand so severely that amputation was necessary. Kindly inform me whether I could recover damages if I brought suit against my neighbor.

**REPLY:** We are of the opinion that under the facts stated you have a cause of action against your neighbor to recover damages for the loss of your child's services and that your child has a cause of action against your neighbor to recover damages for the injuries sustained by her. In this action you would be obliged to show that your neighbor was aware of the vicious propensities of this dog, and that after he was aware of these vicious propensities, he still continued to keep the dog and allow it to roam at large. If a person keeps an animal which is fierce by nature and the animal injures some person unlawfully, it would not be necessary to prove that the owner of the animal was aware of his vicious propensities. This proof we deem to be necessary in the case mentioned, and judging from your statement of facts, you would have no difficulty in establishing this point.

## Effect of Death of Party to Suit.

**QUESTION:** I began suit against a debtor of mine some time ago, and at the trial I received a decision in my favor. Before, however, judgment was entered against him, I heard that he had died. Kindly inform me what the effect of my debtor's death is. The suit was begun in New York City.

**REPLY:** If the cause of action is such as to survive the death of the plaintiff, and if the death of the party occurred after a decision had been rendered, but before final judgment could be entered, under the New York Code of Civil Procedure, judgment may be entered in the name of the original parties, unless some party interested desires the representatives of the deceased to be substituted in his place. Under another section of this Code, the judgment does not become a lien upon the real estate, but is only a debt to be paid in the course of the administration of the estate. If your debtor had died before the decision of the Court was rendered, it would have been necessary to apply to the Court for leave to continue the suit and substitute the executor or administrator of your debtor for the original party.

## The New Apprentice System.

The managers of the Baldwin Locomotive Works at Philadelphia have instituted a new feature in the business, which is virtually a resumption of the old apprentice system, only upon a much larger scale than used to be the case. They have divided the apprentices into three classes. The first will be composed of grammar school graduates, whose time of service will be four years. They will receive wages of 5, 7, 9 and 11 cents an hour and a bonus of \$125 at the close of their apprenticeship, and they must attend the company's night schools, and study geometry, algebra, drawing, perspective and technical courses. The second class will be composed of high school graduates, whose terms of service will be three years and the bonus \$100. These also will have to study the technical courses during a part of the term. The third class will be composed of graduates of colleges and technical schools, who will serve for two years as employees, not as apprentices, for 13 and 16 cents an hour. Such is the scheme as stated by *World's Work*.

As a result of this system, probably 1,000 competent mechanics will be turned out every year, and as all of them cannot be employed at the Baldwin Works the rest must seek positions elsewhere. They will, no doubt, obtain positions for there is always room for competent mechanics.

It will easily be perceived that this system tends to produce an exceptionally skilful class of workmen who may eventually exercise considerable influence on the labor question. The movement, if it is generally extended, will meet with opposition from labor unions which are inclined to hedge apprenticeship with obstacles, but the graduates of this system may prove too powerful for the unions and may themselves unite into a league of skilled mechanics. At any rate, the plan will prove a stimulous to technical education and thus improve the workingmen who will be less likely to be swayed by agitators, and will constitute a strong body with which rational discussion can be held with some fair chance of success.

### American Tools at the Glasgow Exhibition.

One of the most notable features of the Glasgow Exhibition, says the *Iron and Coal Trades Review*, and one which is presented on a larger scale than at any former exhibition held in this country, is the display of American machine tools made by such firms as Charles Churchill & Co., Buck & Hickman, and others. This feature was not new to those who had the opportunity of seeing over the Paris Exhibition of last year, and those who visited Chicago in 1893 had a still better opportunity of estimating the capabilities of the United States in the production of a special class of tools. But in this country no equally good chance of comparing British and American production in this line has been offered since the American began to come prominently to the front in outside markets.

The beginning of the importation into the United Kingdom of special American tools began—at least on any scale worth speaking of—at the time of the bicycle boom of ten years ago. The ingenuity of the Yankees enabled them to adapt their existing appliances to meet this new mechanical departure with notable success, the knowledge of which soon traveled to and became practically applied in Europe. It is probable that, but for this fact, British bicycle manufacturers would have had a sorry record in competition with the Germans and the United States. As it is, they have, by the aid of American appliances and methods, been able to hold their own in the markets of the world, for although the bicycle trade has lately fallen on evil times, it is probably less so in our own country than in some others. Very few new American machines have been introduced into this country during the last two years, and it may still be claimed that the best bicycle factories in this country are quite equal to those of any other.

For some time past, as we learn from the American firms of importers, the demand for American machinery has chiefly extended to gear-cutters and grinding machines, in respect of both of which American methods are coming greatly into vogue here. In lathes and in screwing machines the two countries now appear to be much more nearly on a level than they were some years ago, British toolmakers having taken a few leaves out of the book of their rivals on the other side of the Atlantic with manifest advantage. In some respects, however, the British machine-tool users are believed by the Americans to be distinctly behind. One respect is the general practice still observed of using the slotting machine, where the Americans use milling methods instead. In dealing with key-ways, for example, the British machinist very often slots the piece, while the American workman employs a key-way cutting machine, which is believed to do its work both more exactly and with less cost. Hence, very few slotting machines are to be seen in American workshops, and certainly none are kept in stock.

Again, there has been a considerable demand here for metal saws. Until recently the machine saw was much more generally used in the United States than in this country, although at the Darlington Forge and some other leading works we believe that they have long made a practice of sawing the webs of forgings with a band saw. The extent to which the saw has come into use of late for cutting metal is very remarkable. A saw is easily handled, and it is no uncommon thing to find a boy looking after ten or a dozen of them. Indeed, we have heard of one factory in London, where more than a hundred and fifty saws are looked after by ten boys.

Some claim for the minor adjuncts of a machine shop equipment, such as cutters, taps, rimmers, twist-drills, micrometer gauges, and square rods, that the Americans produce more accurate work than British manufacturers. This is a view that we do not for a moment endorse, but, of course, we cannot, at the same time, shut our eyes to the fact that there is a considerable demand for such accessories of American origin, and especially for micrometers, which are understood

to be on a much larger scale in the United States than in this country, although we believe the French were the first to produce them, and still carry on their manufacture on a considerable scale. The Americans have also created a demand in this country for the Pratt and Whitney measuring machine, which is an active rival of the Whitworth.

We believe that there are altogether about twelve firms in the United Kingdom engaged in the importation of American tools and accessories, and we are informed by one of the leading firms that last year the value of such imports into the country exceeding a million sterling.

### Fireproof Building for the New Company.

Norvell-Shapleigh Hardware Co., St. Louis, intend erecting an eight and one-half story fireproof building on the block bounded by Third and Fourth Streets, on the north side of Washington Avenue, to be occupied solely by them. It will extend 150 feet from Washington Avenue, and will be, it is said, the most thoroughly fireproof building in St. Louis. One-half of the first floor will be used as a retail store and the remainder will be used for offices for the wholesale and shipping departments. The entire second floor will be a packing-room. The eighth floor will be used for general offices and the intervening floors will be in the nature of warehouses.

One-half of the basement will also be used as a retail department in conjunction with the first floor, and the balance of space will be utilized as storage, boiler and engine rooms. It will be equipped with four freight and one passenger elevator, all surrounded by fireproof partitions. There will also be electric dumb waiters to carry parcels between the different stories. Lavatories for customers and employees will be elegantly fitted in every story, and the entire interior will be arranged for the convenience of everybody connected with the business.

The exterior will be of white terra cotta and vitrified cream-colored brick, with granitoid piers in the first story. It will be constructed on the Italian Renaissance style of architecture, and promises to be one of the handsomest buildings in the city. It was designed by Weber & Groves, architects, and is expected to rank among the foremost business buildings in the city.

### Not in the Combination.

Among the new shovel factories favorably installed for the prosecution of a rapidly expanding business, the Alton (Ill.) Shovel Factory quite recently reached its fullest running capacity, when it produced 125 dozen shovels in one day. Since the fire when the Beall Bros. plant was burned out last year at the site on Belle Street and had moved to their present location, they have been growing steadily, and now represent one of the largest manufacturing companies of miners' tools in the West. Their factory is now getting out in addition to the new shovel factory output, miners' tools of all descriptions. In the shovel factory the manufacture of the shovel is commenced from the sheet steel in its crudest form, and the handles from the unsawed logs, the perfect operating of the various machines being very interesting and instructive. One car load of shovels has already been shipped and in the future the company will ship a number of cars each week. And they have not asked or accepted any bonus from the people of Alton, either.

### One Naturally Wonders.

"Well," she said in some astonishment as she looked up from her paper, "woman certainly is invading all lines of business. A girl burglar has just been caught."

"I wonder," he commented thoughtfully, "if the time is coming when timid man will be worried at night for fear there's a woman under the bed."—*Chicago Post*.



'Xtend to every one a kindly salutation.

### Gasoline As An Illuminant.

Probably there is no field in science in which progress has proved of greater benefit to civilization than that of artificial lighting. Yet, strange as it may appear, in practically none has every innovation marking an important step forward met with more persistent opposition. The recent introduction of gasoline for illuminating purposes has proved no exception to this rule; indeed, this method of lighting is so revolutionary in its character, that it has met, not only the opposition of prejudice born of ignorance and over conservatism, but has encountered the most aggressive antagonism of existing competing interest, who see in the new illuminant a most formidable rival. This attitude can be better understood when the following facts are taken into consideration.

The present price of gasoline is about 12 cents per gallon; one quart of this fluid costing approximately 3 cents, in an Improved Welsbach Hydro Carbon Lamp will give for 3 nights of five hours each a light equal to 100 candles. In other words, for one cent a night, one can have practically city gas in its most modern and brilliant form of incandescent lighting, with less trouble than that associated with the handling of an ordinary kerosene lamp.

Under these circumstances, can any one wonder at the present violent attacks on this method of lighting?

We hear so much about the danger of using gasoline for lighting purposes, that the insurance companies oppose it, and State laws prohibit it.

What are the true facts in the case?

In accordance with a recently published statement, there are no less than three million gasoline stoves in use at present in the United States. The use of gasoline for this purpose involves exactly the same principle as its use for illumination. In both cases the gasoline is led from a tank or reservoir to the burner, then generated into vapor, mixed with air and burned in a Bunsen flame. It is, therefore, apparent that the danger connected with the use of gasoline for the one purpose can in no way differ from the danger in connection with its use for the other.

As to the opposition of the insurance companies; it has been the practice of various fire insurance underwriting associations to publish *printed approvals* of certain gasoline lamps which have been built in accordance to specifications issued by them. Insurance companies, however, are no more adverse than other business corporations to making as much money as possible, and some of them have recently displayed a disposition to take advantage of the opposition to this method of lighting to endeavor to exact an extra premium for the use of these lamps, irrespective of the fact that they still continue to accept risks permitting the use of gasoline stoves without additional charge.

The companies adopting this policy, however, are receiving their just reward, as the business of insuring property including the installation of these lamps is naturally being absorbed by such competitors who refuse to make this unjustifiable discrimination.

As to the State laws in connection with gasoline lighting; these laws without exception have been placed on the statutes *prior* to the introduction of gasoline vapor lamps, some of them dating back as far as 1874. They do not apply nor were they intended to apply in any sense, to the use of gasoline in hydro-carbon lamps, but were enacted to prevent the use of this fluid, at a period when it had practically no commercial value as a substitute for or an adulteration of kerosene in wick lamps.

As indisputable evidence of this, when recently the Oil Inspectors of the State of Ohio in a literal interpretation of an old State law on this point, caused to be published a circular warning all users of gasoline for illuminating purposes in that State to discontinue its use as same was in violation of the State law, or suffer the penalty of arrest and fine; the Welsbach Co. demanded a test case of this law and the mat-

ter was placed before State Attorney-General Sheets, who handed down a decision to the effect that the existing State law was not intended to apply to these lamps, and that they represented progressive science and possessed improved mechanism that removed all elements of danger.

Gasoline as an illuminant has unquestionably come to stay, for its advantages are many and apparent. In common with other illuminants, however, it requires proper handling; but to argue against its use from this standpoint is as manifestly unjust as to condemn the use of coal oil, illuminating gas or electricity, because, under some conditions, the two former have been known to explode and a "live wire," improperly insulated, has unpleasant possibilities.

### Consolidation in the Rule Industry.

The H. Chapin's Son Co., of Pine Meadow, Conn., and Stephens & Co., of Riverton, Conn., have consolidated their respective plants, and the Riverton plant will be moved to Pine Meadow at once and established in the buildings of the Chapin Co. This is a combination formed of the two oldest rule manufacturing concerns in the United States and ought to make a very strong company with great increase in productive capacity. This is also the representing of the three generations of Chapins and Stevens who have had thorough training in the art of rule manufacturing. H. Chapin, the grandfather of the present members of the firm of that name, established the factory at Pine Meadow in 1826 when he began the manufacturing of a full line of carpenters' planes. This branch of the business is still being carried on extensively by the present company. A few years later Mr. Chapin added the manufacturing of plumbs and levels and some other minor lines, which are still among the products of the present company. In 1835 he began the manufacturing of folding carpenters' rules. In 1853 L. C. Stephens and his son, D. H. Stephens, started in business at Pine Meadow, manufacturing rules under the firm name of L. C. Stephens & Co., where they were very successful. They moved to New Hartford in 1859, and in 1861 adopted the style of Stephens & Co., which firm name has been used ever since. They remained in New Hartford until 1864, when they moved farther up the Farmington River and located at Riverton, where they have since been established. F. L. Stephens, son of D. H. Stephens, worked side by side with his father and became thoroughly familiar with the business. In 1876 he became permanently connected with the company and he has since been successfully identified with the same. To go back to the Chapin company, E. M. Chapin, who died in December, 1896, was associated with the business as his father's employee until the early '60's, when he became sole owner of the company, carrying on the business with success until the time of his death. E. M. Chapin's sons, H. M. and F. M., during their early school days, became more or less familiar with the details of the business during vacation periods, and since 1895, H. M. Chapin has been fully identified with the expanding business. In 1889 F. M. Chapin also became permanently connected with its success. After October 1st, next, this concern will be known as The Chapin-Stephens Co. The personnel of the company doubtless will be somewhat changed from that of the present Chapin Co. It is very probable that R. E. Holmes will continue to be president, H. M. Chapin, vice-president, F. M. Chapin, treasurer, and F. L. Stephens as secretary. The present board of directors will probably be increased somewhat, and it is understood that the Chapin-Stephens Co. are to open a store at 80 Chambers Street, New York, under the management of V. P. Humason, who is identified with the new company, and has represented Stephens & Co., for the last twenty-five years.

Edward—That sign, "Closed, taking stock," has been in that window more than a week.

Ned—Oh, that's all right. The shop is closed; the sheriff is taking the stock.—*Ex.*



### History of U. S. Patent Office.

The preparation of a complete history of the Patent Office has just been begun under an order of Commissioner of Patents Frederick I. Allen, which directs that certain Patent Office examiners shall co-operate with the chief clerk, E. V. Shepard, in the compilation of its material. Mr. Shepard has been appointed editor-in-chief on account of his eminent scientific and literary, as well as linguistical qualifications.

Mr. Shepard has decided the work shall be divided into seven general parts, and the work has been commenced in earnest. The parts are, first, preliminary work, such as arranging title page, preface signed by the Commissioner, giving reasons for publication, etc., synopsis of the work, history of the patent system, history of the Patent Office, organization and administrative details, aims and advantages of the system, brief analysis of the present laws, and a comparison of the same with foreign patent laws; view of the patent system from a commercial standpoint, miscellaneous topics and alphabetical index.

The book, which will perhaps contain 500 pages, will be profusely illustrated and issued in as handsome a form as available funds will permit. It is expected that the work will be ready for free distribution at the St. Louis Exposition.

Calls from legislators for specific reports on certain subjects, communications from all parts of the world requesting information not readily obtainable, an increasing need for such a text book within the office, and the surprising lack of knowledge on the part of the public concerning the work of the Patent Office are all factors which induced the Commissioner of Patents to decide upon the publication. Scattered articles, in various magazines and trade papers are about all that can be found in print, at the present time, concerning the origin, development and present condition of the "Great Civilizer," as the Patent Office has been called.

No individual could afford to publish such a work, even if the information, and this is very doubtful, could be collected, except by bringing all the machinery of the Government into play to draw together from official sources, as well as from private ones, the multitude of facts, which must be authentic.

For the purpose of securing such information as is not available in the office, the following order has been issued:

All persons interested in the publication, as contemplated, of a complete history of the United States Office, who have in their possession illustrations, documents, printed articles or valuable information bearing upon the subject, are cordially invited to communicate with this office concerning the same. Such communications should state clearly the nature of the material, and should be addressed to the Chief Clerk, United States Patent Office, and marked "History of Patent Office." Material loaned to this office for the desired purpose, will be handled with care and will be returned if desired.

Information is especially desired from the public concerning the biographies of the various superintendents and commissioners, also likenesses of Superintendents John D. Craig and Thomas Johns; all the rest of these officials have their portraits preserved in the Patent Office. Cuts of the Patent Office building while a branch under the State Department, in Philadelphia and in Washington, are also desired, together with any interesting matter concerning the same.

It is the intention to start with the royal monopolies which were bestowed upon court favorites, and show how they differed from the present patents, which are given to an individual, as a reward of genius, the just payment for his time and labor. Probably the part of work that will prove of greatest interest to manufacturers and inventors is that part which will show that without such reward no inventions would flourish, offering striking illustrations of this fact by a reference to certain articles before the time of history, undeveloped for centuries, such as the microscope, which was used in Nineveh; the burning glass, used by the early Greeks; the compass, used by the Chinese. Perhaps the only publica-

tion of the Patent Office that has ever attempted to give any idea of the remarkable growth of the industries under the stimulus of the Patent System is the report of ex-Assistant Commissioner of Patents Arthur P. Greely for the year 1897, which reviews the new industries that have sprung up in the past quarter century and shows beyond question the great value of the patent law in stimulating not only inventions, but also investments in the industrial arts. In the opinion of many students, the patent system of this country (which is by far the best in the world) has done more to increase our industrial wealth than our protective tariff laws, and it is confidently believed that the forthcoming history will put this fact beyond question.

### Consolidation of Axe Plants.

The beginning of the end of the town of East Douglass comes in the announcement of the directors of the American Axe & Tool Co. of the concentration of all the plants of the company to Glassport, Pa. The reason for this change is to secure the manufacturing and shipping advantages of the Pittsburgh district, says the Worcester, Mass., *Spy*. The directors of the trust have decided upon this move after a great deal of deliberation. The trust will dismantle those mills now isolated, and, as they claim, obsolete. Among the plants included in the sweeping change are those at East Douglass, Mass., Ballston, N. Y., Augusta, Me., and Lewistown, Pa. The only reason advanced by the trust for practically wiping out these small towns is the cheapening of the product. The works at Glassport are comparatively new. They were built on the Monongahela River more in the nature of an experiment at first. The great success the trust has experienced in getting out its product quicker and cheaper has led up to the new condition of things. All the thirteen plants now under control by the trust are to be concentrated at Glassport where the work of constructing the new buildings has begun.

The axe trust will certainly swing with vigor on one of Worcester County's best industries. The principal industry of the "Axe Town" of the State is doomed to pass away, and when it does, it also means the passing of East Douglass. The mill at present produces axes and edge tools in large quantities. Its production is as great, if not greater, than any of the other plants controlled by the trust.

Since the construction of the new plant at Glassport, Pa., the latter plant has, of course, turned out a larger amount of goods than the Worcester County plant. The East Douglass axe mill employs in the neighborhood of 150 hands who will remove with their families with the mill. This will take over half of the population of the town at one swoop. The town now has a population of 2,000, has three churches, a high school and a common school. The only other industries of which the town boasts are a saw mill, grist mill and woollen mills. They will afford employment for a number, but the axe mill has always furnished the best wages for the working class.

A large percentage of the stock of the American Axe & Tool Co. is held in Pittsburgh by Charles Lockhart and Charles W. Hubbard, and it was principally through their influence that the works at Glassport were established. The owners of the individual plants protested against the removal for a long time owing to the fact that settlements had been created by the different works, that the total property value depended upon the operation of the plants and that the brands of the various individual plants had become famous. The directors met in Pittsburgh several times before the decision to locate at Glassport was finally taken. It is said that the economies secured at the plant have proven so successful that the company are now perfectly willing to dismantle their old plants.

Denver has a pretty young woman so charmingly cross-eyed that she can entertain three young men at once and send them away each thinking that he monopolized most of her attention during the evening.—*Ex.*

### Warren's Patent Hardware Store Equipment.

The merchant who so thoroughly equips his store with modern facilities for progressive business, and provides every incentive for exertion by the adoption of such progressive methods as we show in the course of this article, need have no fear as to satisfactory results. Never before has so much constructive genius been displayed to facilitate inquiry as to wants and expedite sales as to convenience than are now provided by the J. D. Warren Mfg. Co., of Masonic Temple, Chicago, in this latest development of their mechanical ability. The views presented on this and the opposite page are illustrations taken from photographs of the store of the Gray & Dudley Hardware Co., Nashville, Tenn., the entire equipment of which was installed by the above manufacturing concern.

When arranged as illustrated, the display becomes at once a public instructor, so forcible that the common, cheap article is forgotten, as the finer and richer pattern standing by the cheap one draws almost, if not quite exclusive attention to itself. This form of display affords the public information they wish, of which the merchant or salesman is unaware, as it permits one at his leisure and convenience, without making his wants known, to see for himself the finer and better patterns, of which he at first might not think of buying. Through the fascination the better articles hold for the buyer, they of themselves elevate him to a higher grade in his choice; the result necessarily following that a much finer and more profitable grade supplants cheap goods.

Scarcely any line is more susceptible to attractive display than Hardware, because of its intricate diversity of patterns and finishes. But for this very reason, its proper and orderly presentation is difficult. Without the use of specially designed shelving the task becomes impossible. The showing of goods in the crude way they appear in the original boxes, with parts missing and disorder manifest on every hand, is no display at all. By means of the Warren shelving the goods are seen in a few seconds, and sales are accomplished in a tithe of the time previously required.

The inexperienced clerk who would hesitate to sell a common japanned thumb latch, with its several parts, finds the most intricate lock, and the various parts of a "trim," which to him has had a mystifying, appalling sound, are arranged, under the Warren method, in simple, consecutive compartments, from which he can readily sell—the front door lock being in one, the inside door lock following next to it, while the astragal face sliding door lock is in the third, and the plain face in a fourth compartment, with a sample of each kind in front of each drawer or compartment. This arrangement also enables the expert salesman in charge to give his time direct to the general work of the department, relieving him of the minor details.

The cabinets are built in sections and rest on the base or floor sections. The exterior consists entirely of light, antique oak, ornamental top moulding, with the joined ends forming

a perfect alignment as if built together. The artistic effect is greatly enhanced by a superb ingrain finish, which gives each cabinet an appearance elegantly in keeping with all of its valuable technical qualities.

There is no guess work in the Warren shelving, the material, and finish, the strength of every part, the correct proportion of spaces, the adaptation to the various goods, the different sizes and partitions of drawers, the method of keeping track of goods, costs, selling prices, etc., and all details of

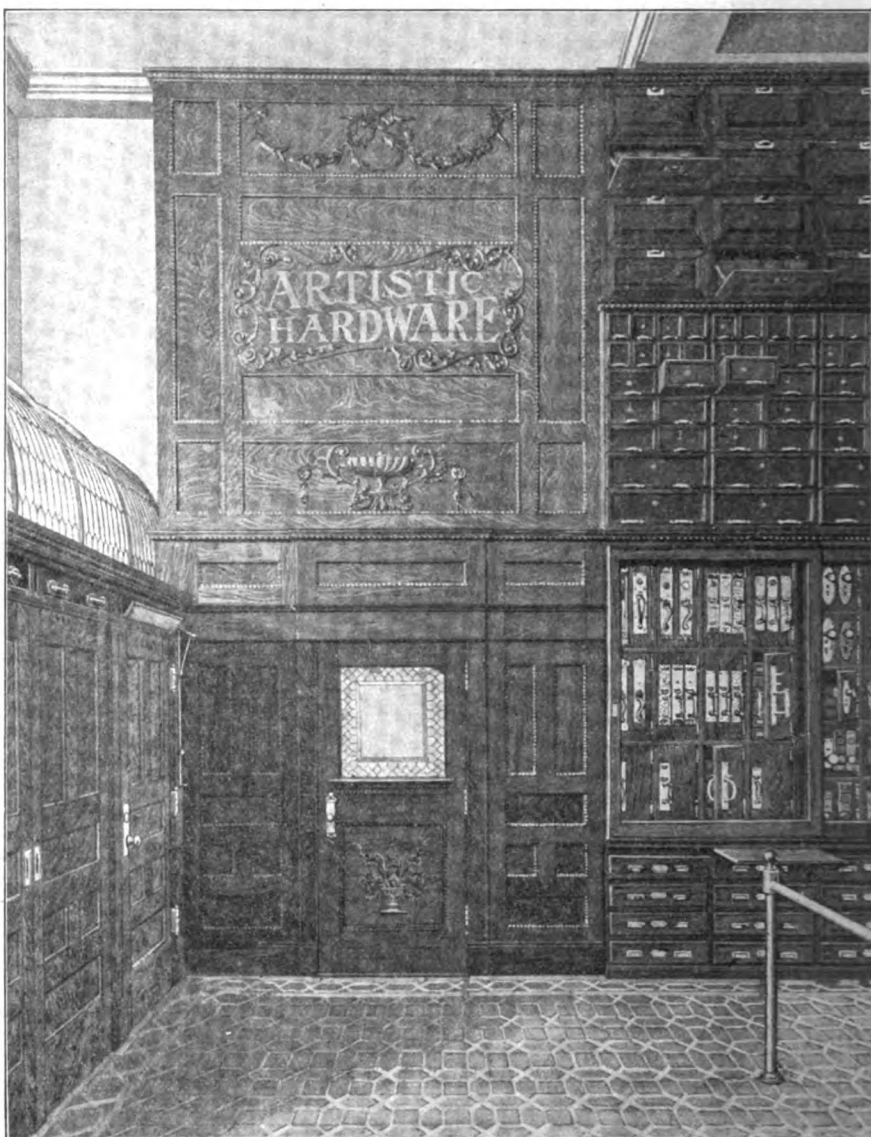


FIG. 1.—WARREN'S NEW SYSTEM OF MOUNTED BUILDERS' HARDWARE ON FULL SIZE AND MINIATURE DOORS, IN OPERATION, ON LEFT SIDE AT FRONT ENTRANCE.

convenience and system are carefully considered and tested before embodied in it.

In making each outfit, if it is discovered any improvement

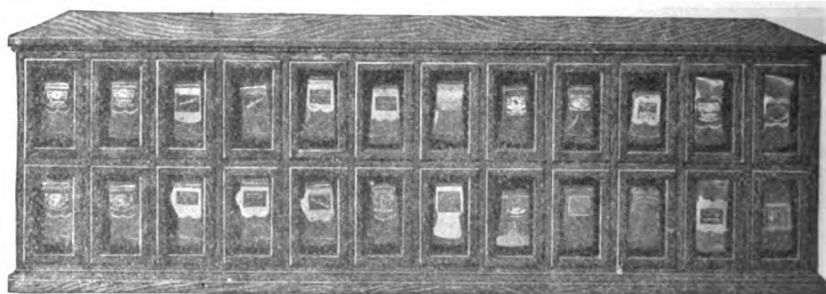


FIG. 2.—WARREN'S PATENT GLASS FRONT DRAWER AXE COUNTER, OR BASE.

can be made in any parts, or a better form of arrangement devised, the next outfit will have the benefit of such discovery. One single purpose exists, being that of combining new ideas and forms that experience develops with suitable mechanical construction, that in and of themselves bring long desired

relief from the care and worry of the immensity of detail that Hardware embodies.

This infinitude of detail some merchants treat by ignoring to the detriment of their success; others seek to overcome it as best they can.

The satisfaction the Warren shelving renders is indicated

arrangement for exhibiting the fine locks, door sets, and other builders' Hardware is simply beautiful, and the most convenient we have ever seen.

We are especially pleased with the plate glass front counters to set on the floor, showing a sample of the goods on the front, such as axes, hatchets, etc., with drawers under the counters to pull out. We think this is one of the best things

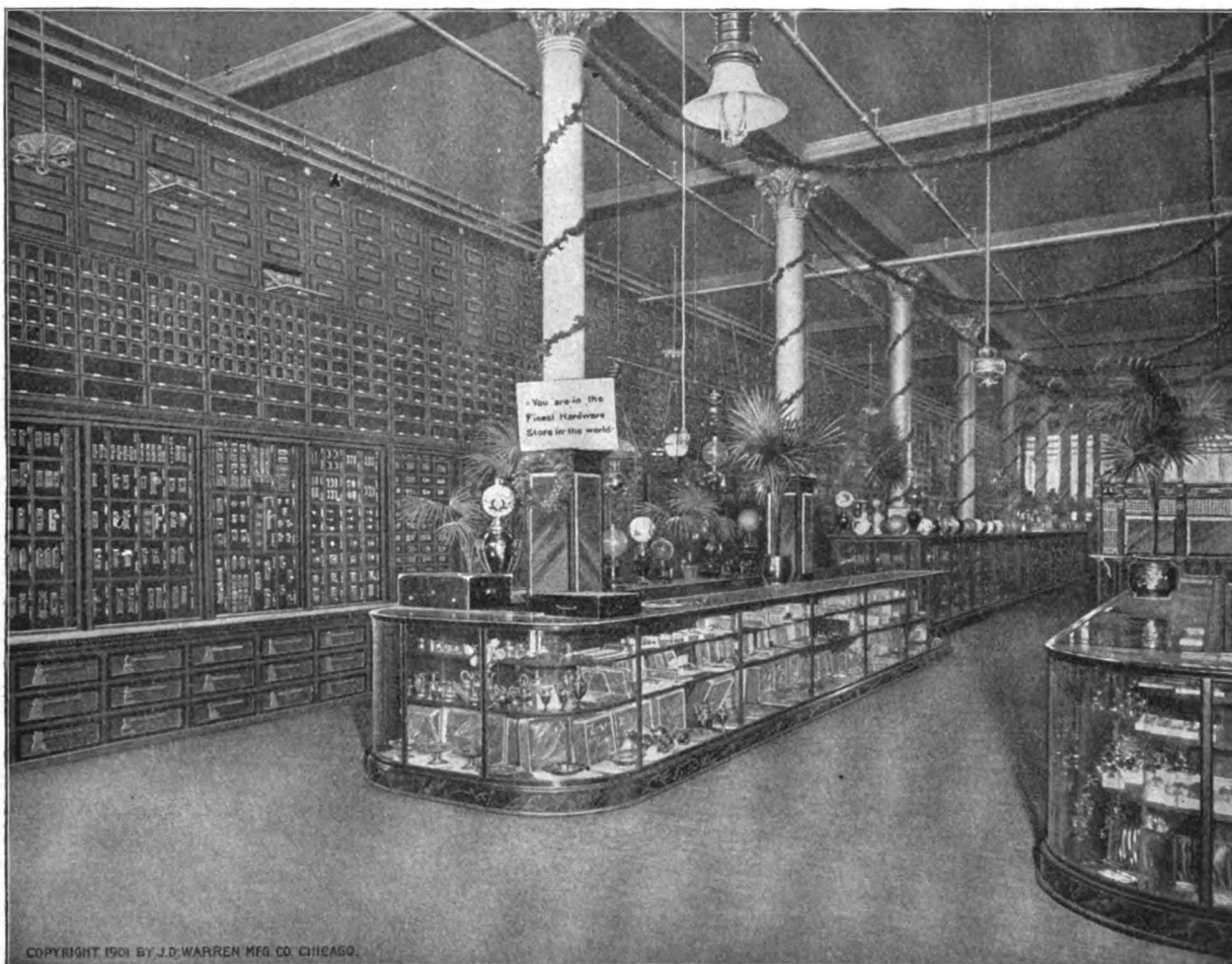


FIG. 3.—VIEW OF STORE EQUIPPED EXCLUSIVELY WITH WARREN'S SECTIONAL CABINET FIXTURES, SHOWING ALL SELLING SPACE UTILIZED WITH DISPLAYED SAMPLES AND STOCK IN PATENT GLASS FRONT DRAWERS, OR GLASS COMPARTMENTS

by one of the many letters received by the manufacturers, which reads as follows:

NASHVILLE, TENN., July 18th, 1900.

Messrs. J. D. Warren Mfg. Co., Chicago, Ill.:

DEAR SIR:—Your system of plate glass front shelving has now all been installed on the first floor of our new building,

ever brought out in the design of counters. Our salesmen also like the arrangement for showing guns, sporting goods and hollow ware very much. Your gun rack is decidedly the most convenient, and is the best manner in which to show guns we have ever seen in a retail store.

We do not see how any first-class, modern retail Hardware store can afford to be without your shelving. We wish to re-

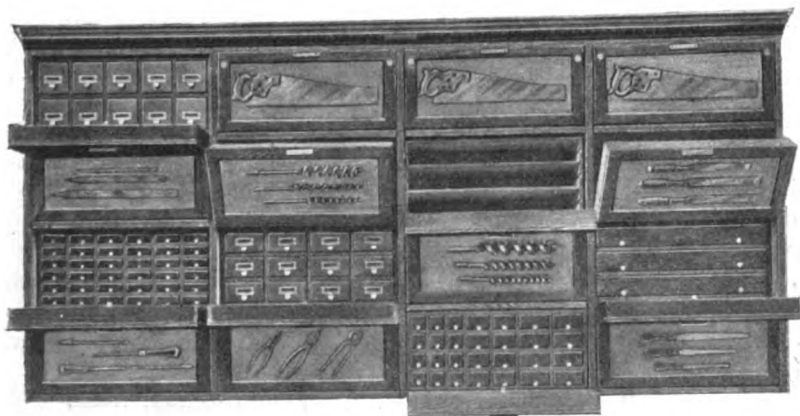


FIG. 4.—WARREN'S GLASS FRONT INTERCHANGEABLE INSET TOOL CABINET.



FIG. 5.

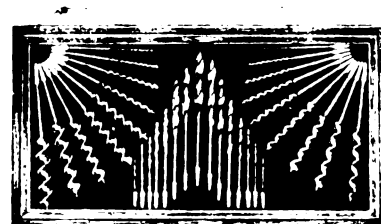


FIG. 6.

and to say that we are much pleased with this shelving would scarcely express our feelings. From the brass railings and the mirrored posts at the front door on College Street, back to the lockers and belt racks on Market Street, it is the most complete piece of work in every sense of the word. The

peat that it is handsomest, best arranged and most convenient system of fixtures we have ever seen and wish to take this opportunity to offer you our most sincere thanks for the deep interest you soon to have taken in our building and contract all along. We assure you we appreciate it very much indeed,



and we wish you a great deal of success in your business, as you certainly have the finest goods in the country for Hardware people.

With best wishes, we remain,

Yours truly,

GRAY & DUDLEY HARDWARE CO.,

Per J. M. Gray, Jr., Vice-Pres.

Fig. 1 illustrates the first section located at the left hand in entering the store. Immediately back of the encased window forming the front as it appears in part, is the builders' Hardware department, furnishing a convenient and new method for architects, contractors, builders and others to select from, with brass railing forming a separate salesroom, a Japanese screen being used if complete seclusion is desired.

Here are exhibited samples of various door "trims" mounted on full size modern design doors, including sliding, inside, and front, all in operation, with miniature doors for all standard patterns carried, forming the facing of compartments containing the stock of each article separately, and extending along the side wall whatever distance the stock requires. Each door being made of a different wood; over thirty varieties are shown.

Each cabinet is finished with sliding glass doors in front, protecting the samples from dust and tarnish. Auxiliary small goods are in separate patent glass front drawers. Special patterns mounted on separate boards, carried in drawers in the bases, thus enabling any employee to show the various patterns and find the stock easily.

Fig. 2 is a clever arrangement for axes, each drawer containing one dozen assorted sizes. This method being used for various lines throughout.

Fig. 3 shows a complete combination of the various cabinets as they match together perfectly when placed in position the view represented being nineteen feet high and over two hundred feet in depth.

Fig. 4 has a drop glass front that forms both a display space and shelf for the various goods in drawers back of the display front.

Figs. 5 and 6 represent the goods as they appear sampled back of glass in the drop leaf attached to each inset. These consist of cases, so to speak, that correspond in size to the drawer spaces in the cabinets. The cases contain various sizes of drawers (each resting on a shelf) suited to large varieties of lines that require small spaces so that goods in small drawers encompassed with this case, can be placed in any desired location that any large drawer may occupy.

### The Popular "Nickel Plate."

The Nickel Plate Road is rapidly becoming a popular route for traveling men. It combines fast time with excellent Pullman and dining car service, and every attention is given that will contribute to the comfort and safety of passengers. Three daily express trains from West to East and East to West make a very satisfactory day or night service, as the pleasure of the passenger may require.

The dining car service is of the highest order of excellence. Regular meals are served at prices ranging from thirty-five (35) cents to \$1, but no higher. These meals are served under the American Individual Club Plan, and consist of carefully compiled menus, published in booklet form, giving the traveler a great variety of selections of the best the market affords. The Nickel Plate Road deserves success, and we believe is attaining it.

### The Cut Direct.

Wife: "Poor hubby, he has such a boil on his right arm I had to cut his meat for him at breakfast."

Sympathizer: "Where is he now?"

Wife: "Gone to the doctor's to have it lanced."

Sympathizer: "Oh, I see! You've given the medical adviser the job you had at breakfast."

## PATENTS.

The following list of Patents, Trade Marks and Designs of interests to our patrons are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

### PATENTS EXPIRED AUG. 19, 1901.

- 303,610. KNOB ATTACHMENT, J. R. Binns, South Windham, Conn.
- 303,633. FRICTION HINGE, W. E. Gard, Meriden, Conn.
- 303,647. VISE ATTACHMENT, T. E. King, Westport, Conn.
- 303,730. SASH-CORD FASTENER, F. S. Heiser, Brooklyn, N. Y.
- 303,752. MONKEY-WRENCH, G. B. Sanborn, Bristol, N. H.

### PATENTS ISSUED AUG. 20, 1901.

- 680,710. SASH-PULLEY FRAME, H. Harig, Cincinnati, O.
- 680,730. LIFTING JACK, W. H. Olliver, Chicago, Ill.
- 680,742. SPANNER OR PIPE WRENCH, D. Stewart, Govan, Scotland.
- 680,749. SASH-FASTENER, Otis Williams, St. Johnsville, N. Y.
- 680,811. SASH-LOCK, John N. Rees, Louisville, Ky.
- 680,866. PIPE CUTTER, Albert Katzki, Erie, Pa.
- 680,910. CAN-OPENER, John L. Conner, Washington, D. C.

### PATENTS EXPIRED AUG. 26, 1901.

- 303,988. LOCK, G. B. Cowles, New Britain, Conn.
- 304,033. COAL HOD, H. S. Reynolds, assignor to the Iron Clad Mfg. Co., New York, N. Y.
- 304,041. LOCK FOR SLIDING DOORS, W. E. Sparks, New Britain, Conn., assignor to P. and F. Corbin, same place.
- 304,081. BLIND-HINGE, R. H. Dorn, Rochester, N. Y.
- 304,101. RATCHET TOOL-HANDLE, C. Hermann, Bristol, R. I.
- 304,111. DOUBLE BAKING PAN, A. T. Laube, Huron, S. Dak.
- 304,141. POCKET KNIFE, J. R. Smith, Waterbury, Conn., assignor to the Waterbury Button Co., same place.

### PATENTS ISSUED AUG. 27, 1901.

- 681,249. WINDOW SCREEN, T. Nevins, St. Louis, Mo.
- 681,263. CANDLE LAMP, T. C. Richards, Winsted, Conn.
- 681,261. WRENCH, O. E. Pontius, Wauseon, Ohio.
- 681,303. COMBINED DUST PAN AND BROOM HOLDER, J. V. Dille, Kansas City, Mo.
- 681,320. MEASURING FAUCET, H. Q. Hood, Carthage, Mo.
- 681,327. SCISSORS, F. W. Kleever, Jr., Solingen, Germany
- 681,388. DETACHABLE ALLIGATOR JAW FOR WRENCHES, H. B. Clark, Derry Station, Pa.

### PATENTS EXPIRED SEPT. 2, 1901.

- 304,291. PAINT-PAIL, J. T. Brien, Hoosic Falls, N. Y.
- 304,299. CORKSCREW, W. Crabb, Newark, N. J.
- 304,307. METHOD OF CUTTING THREE-CORNERED FILES, C. M. Fairbanks, Lincoln, R. I.
- 304,311. STOVE-PIPE DAMPER, W. F. Green, Troy, N. Y.
- 304,320. COMBINATION TOOL, G. Hibbard and H. H. Hibbard, Wheeling, W. Va.
- 304,519. BIT-BRACE, J. S. Fray, Bridgeport, Conn.

### PATENTS ISSUED SEPT. 3, 1901.

- 681,740. COMBINED SCISSORS AND COMB FOR BARBERS' USE, J. Sansone, Des Moines, Iowa.
- 681,745. ROLL PAPER CUTTER, J. R. Seawright, Atlanta, Ga.
- 681,751. WRENCH, A. H. F. Straub, Lacenter, Wash.
- 681,756. NIPPERS, B. L. Toquette, Westport, Conn.
- 681,755. RAILWAY TRACK LIFTING JACK, G. F. Bently, Fort Worth, Tex.
- 681,863. SASH BALANCE, J. Wallace and A. Hilton, assignors to the International Burglar Proof Sash Balance and Lock Co., same place.
- 681,910. PIPE WRENCH, F. P. Galvin, Buffalo, N. Y.

### Accomplishments of Engineering.

What has been done by civil engineers for the country in general, and for the city in particular, was excellently set forth in the address of J. James R. Croes, president of the American Society of Civil Engineers, at the recent annual convention of that body. After reviewing the accomplishments of individuals, Mr. Croes summarized the work of the profession in the following words:

The most thorough exemplar of the condition of civil engineering at the beginning of the twentieth century is the modern office building in a great city. One hundred years ago the man of enterprise who resided fifty miles from a large city and wished to consult an engineer regarding a project for a new canal, arose before daylight, struck a spark from his flint and steel, which, falling on a scrap of tinder, was blown by him into flame and from that a tallow dip was lighted. In the same primitive manner the wood fire was kindled on the kitchen hearth and his breakfast was cooked in a pot and kettle suspended from the iron crane in the fireplace. Entering the cumbrous stage coach, hung on leather springs, which passed the door, he was driven over muddy roads, crossing the narrow streams on wooden trestle bridges and navigable rivers on a ferry boat, the paddle wheels of which were turned by a mule on a treadmill. At last he was landed in the city, where he walked through dirty streets paved with cobble stones until he reached his destination, a plain three-story brick building, founded on sand, with a damp cellar and a cesspool in the back yard. Entering an extremely dark hall, he climbed a wooden staircase and was ushered into a neat room, rag-carpeted, warmed by a wood fire on an open hearth and lighted by a sperm oil lamp with one wick, for it was dark by this time. No wonder that before proceeding to business he was glad to take a good stiff noggin of New England rum.

To-day his grandson, living at the old homestead, while comfortably eating his breakfast, which has been cooked over a gas range, reads in his morning paper that the high dam of the irrigation reservoir in Arizona, in which he is interested, sprang a leak the day before, and he telegraphs to his engineer in the city that he will meet him at his office at noon. Then, striking a match, he lights the lamp of his automobile, which is fed by petroleum brought 200 miles underground in pipes from the wells, rolls over macadamized roads to the railroad station, where he boards a luxuriously appointed train, by which he is carried above all highways, through tunnels, under rivers, or across them on long span steel bridges, and in an hour is deposited in the heart of the city, where he has choice of proceeding to his destination through clean and asphalt-paved streets in electric surface cars at nine miles an hour, elevated steam cars at twelve miles an hour, or through well lighted and ventilated tunnels at fifteen miles an hour. Reaching the spot his grandfather had visited, he finds there a huge and highly decorated building, twenty or more stories high. Founded on the primeval rock, far below the surface of the natural ground, the superjacent strata of compressible material having been penetrated by caissons of sheet metal sunk by the use of air compressed by powerful pumps driven by steam or electricity generated at a power station half a mile or more away, and these caissons filled with a manufactured rock such as the ordinary processes of nature would require millions of years to produce, there is erected a cage of steel, the composition of which has been specified, and the form and mode of construction of which have been so computed that the force of the elements cannot overthrow the structure or even cause it to sway perceptibly. Towering above the courts of law, the temples of religion, and the palaces of the arts, the meshes of this mighty cage are filled with products of the earth, the mine and the forest, transformed so as to be strong and light and incombustible, and all interwoven with pipes and wires, each in its proper place and noted on the plans. In one set of these pipes is pure water, which has been collected from a mountain area of igneous geological

formation, depopulated and free from swamps, on which a record of the daily rainfall is kept, and in which impounding reservoirs have been constructed by masonry dams across its valleys. From these reservoirs the water, after filtration through clean sand, is conveyed thirty or forty miles through steel or masonry conduits to covered reservoirs, whence it is drawn as needed through cast-iron pipes to the building where it is to be used, and there distributed to all parts of it, chilled nearly to the freezing point through one system of pipes or heated nearly to the boiling point through another system. Another set of pipes carries steam, which, passing through radiators, keeps the temperature of the air throughout the building at the proper standard for comfort.

Sanitary conveniences are provided everywhere, and all wastes are consumed within the building by the surplus heat generated, leaving only ashes to be removed. Wires convey electric currents to all points, so that the occupant of a room, sitting at his desk, can by the touch of a button ventilate his apartment, illuminate it, call a messenger, be kept informed of every fluctuation of the markets, converse with anybody who is not "busy" within forty miles of where he sits, and, if entirely "up-to-date," can require his autograph and portrait to be reproduced before his eyes for identification. He dictates his correspondence and his memoranda, and "takes his pen in hand" only to sign his name. He need not leave his seat except to consult the photograph hanging on his wall, which shows to him the latest condition of the mine, the railroad, the arid lands irrigated, the swamps reclaimed, the bridge in progress, the steamship, the waterworks, the tunnel or the railroad, the dam, the filter or the sewage works, the town, the machine, the power plant or the manufacturing establishment in which he is most interested. Entering the brilliantly lighted hallway of this building, the air of which is kept in circulation by the plunging up or down of half a dozen elevators, the visitor is lifted at a speed of 500 feet a minute past floor after floor crowded with the offices of financiers, managers and promoters of traffic and of trade, lawyers, chemists, contractors, manufacturers, to the headquarters of the controlling genius of the whole organism, the civil engineer. For he it is to whom all the members of this microcosm must apply for aid and advice in the successful operation of their respective occupations. It is not his to mechanically transform elements into matter, or matter into other forms, or to show how energy may be produced, but to direct the application of energy to the various forms of matter, original or produced, in such way as to bring about the most satisfactory results in the most speedy and economical manner.

### Many Began at the Bottom.

*The Railway Age*, in its Biographical Directory of Railway Officials, gives some interesting facts in connection with the men who have climbed to the top from the lowest round in the ladder that leads to success in railroad circles. There are approximately 5,000 names mentioned in the directory. Under a classification, which includes in the operating department telegraph operators, clerks, brakemen, and shop men, there appear to be over 1,700, or over one-fourth of the whole, who have entered the service in the department, and by far the largest portion of these, or over 600, began as telegraph operators. There are also now filling places at the heads of their department, 166 who began as brakemen, and 62 who were originally firemen; about 400 who began as mechanics in the shops, and over 200 who were laborers. The general office and accounting department furnished about 1,100, the engineering department 900, and the various clerical and subordinate positions in the traffic department about 850.

She—How nice to be at home again. What a crowd there was. I don't suppose Mr. Bankier knew one-half of his guests.

He—Didn't he, though! Why, he had four detectives in evening clothes there.

## RECENT TRADE PUBLICATIONS.

BROWN & SHARPE MANUFACTURING Co., Providence, R. I., have prepared an extremely handy little volume, to which they give the title of "A Hand-book for Apprenticed Machinists." This volume, which was issued primarily for the use of apprentices in their own shop, upon its appearance became so popular a *vade mecum* that it created a call for its more extended distribution, so they decided to print a sufficient number in order that they might be placed on the market to meet this unexpected demand. They will be glad to receive orders for the same through the Hardware trade, and urge that the knowledge of its existence be extended through the manufacturing districts. The present edition contains considerable more information than did the first edition published a year or two ago, and, as stated in the preface, while the work does not go into mathematical details, it gives the necessary information, so that a young man who is serving his time at the machinist's trade may increase his competence by becoming familiar with its contents. The book is worthy of a more extended review, in which its many technical points can be pointed out, but we would urge that the Hardware dealers send for a sample copy, it being published at fifty cents, which will more readily acquaint them with its saleable merits. It can be obtained through the trade, or will be mailed direct from the works on receipt of price.

REMINGTON ARMS Co., Ilion, N. Y. Pamphlet catalogue of oblong form, 48 pages, printed on excellent paper and fully illustrated throughout, being their 1901 revised price list and catalogue of their production of military and sporting guns, single and double barrel, special sporting and target rifles, match rifles, baby carbines, and illustrating their entire line of new model small bore military rifles for smokeless powder, the Remington-Lee small bore magazine rifles, together with their line of target pistols, double derringers and re-loading tools. Included in its contents are illustrations of all the various parts of the Remington guns with cost prices complete for everything shown. It is certainly a desirable catalogue for the trade handling these sporting lines.

OHIO TOOL Co., Columbus, Ohio, and Auburn, N. Y., issue a catalogue dated 1901 of their large and extended line of Planes, Plane Irons, Chisels, Auger Bits, Drawing Knives, Bench and Hand Screws, Handles and Coopers' Wood and Edge Tools. The company is one of the oldest in the country manufacturing the line of goods shown in this catalogue. Having factories at Columbus, O., and Auburn, N. Y., provides them with increased facilities to ship goods promptly, and they take pride in the fact that at the Paris Exposition in 1900 they received the highest award given on Carpenters' Tools. They are the sole owners of the "Auburn Tool Co.," "Star," "New York Tool Co.," "Thistle" and all other brands owned and used by the Auburn Tool Co., well remembered by the veteran Hardware dealer. Their product includes not only the old styles of Planes, but also the new and latest improved Adjustable Planes, either all iron or with wood bottom; also Block Planes in large variety; Wood Bench and Hand Screws, Cabinet Makers' Clamps and Chisel, File, Auger and Plane Handles in all the varieties handled by the Hardware trade. Included in their products, they make a full line of Coopers' and Carpenters' Edge Tools in the shape of Drawing Knives, Framing Chisels and Carpenters' Slicks and Socket and Tang Firmer Chisels in dozens or in sets. This catalogue should be in the hands of all Hardware dealers desiring to keep up to date.

CALDWELL MFG. Co., Rochester, N. Y., have recently issued a 1901 catalogue and price list, covering their line of popular Hardware specialties. It is a 22-page pamphlet printed on fine coated paper and handsomely illustrated. Among the goods exploited are the Caldwell Sash Balance, Caldwell Car and Marine Window Balances, Show and Wall Case Balances, Acme Aluminum Bronze Sash Ribbon, the Empire Side Sash Lock, the Acme Casement Window Fasteners, and the Acme Automatic Basement Window Catches and Fasteners with the manufacture of which they have been long identified. Included in the contents will be found the Empire Door Holder, the Acme Door Stop, the Caldwell Door Holder and Door Spring and Screen Door Check. They are the manufacturers of the Gem Nutmeg Grater, which is one of the most popular rotary graters handled by the Hardware trade; Jumbo Nut Cracker, and they also manufacture the Up-To-Date Trousers and Skirt Hangers. All these goods are fully illustrated and described, and list prices for each article are given, trade discounts being furnished on application.

NATIONAL VISE AND TOOL WORKS, INC., Camden, N. J. (Tower & Lyon, 95 Chambers Street, New York). Pamphlet catalogue of 17 pages of the line of goods manufactured by this concern, among which are prominent Snediker's Quick-Acting Leg Vises, Snediker's XL Rapid Bench Vises and Stephens' Quick Acting Bench Vises. These goods have been before the Hardware trade for some time, and have achieved a popularity that is recognized wherever they have been introduced. The goods are fully illustrated and described, and form a line of considerable importance. The up-to-date Hardware dealer will consider his own interests by writing for the same if not already familiar with these labor-saving goods.

CARBORUNDUM Co., Niagara Falls, N. Y., distribute in connection with their exhibit, an excellent plan of the Pan-American Exposition grounds, showing everything of importance needed in a guide for the convenience of visitors. It has been received with pleasure by the visitors who have made their location their headquarters, and will be considered an exceedingly useful article, especially as it is printed in vest-pocket size, making it extremely handy to use.

J. W. DUNHAM & SON, Berea, Ohio. Oblong catalogue of 16 pages, devoted to their Flexible Frame and Jointed Frame Soil Pulverizer and Packer. These goods are fully illustrated and described, and important advantages over competing makes are dwelt upon. Included in the catalogue are a large number of testimonials from parties who have been successful with these products. This company also make Hapd Corn Shellers in several varieties, and also Hand Lawn Rollers.

WASHINGTON TOOL Co., Owatonna, Minn. Illustrated catalogue of 16 pages, envelope size, in which is given a full description of the Larson Blacksmiths' Pincer, one of the important specialties controlled by this concern, and which is made in a number of varieties. Illustrations are given showing its adaptation to various uses, making it a very serviceable tool for general purposes. They are made in seven sizes, running from 6 to 14 inches in length. Included in the contents of this catalogue will be found the Kaplan Patented Circular Pole Saw calculated for sawing poles, logs or cord wood; Kaplan three and four-horse Eveners; Kaplan Barrel and Box Cart; also a Metal Bucket Pump Plunger, etc.



# NEW GOODS AND SPECIALTIES.

## The Larson Pincer.

Washington Tool Co., Owatonna, Minn., are calling the attention of the Hardware trade to the Larson Combination Pincer No. 3, of which we give a reduced illustration in this article. The tool proper is 14 inches in length. It is calculated for the use of farmers and all kinds of mechanics, one arm of the handles being provided on the end with a screwdriver, the other arm with a point, the latter of which is used for prying plow lays into position to receive bolts. It is provided with a bolt holder attachment, not shown in the cut, which in use presses against the head of the plow bolt to prevent its turning when being held firmly by one of the handles of the Pincers, while the left hand of a person is

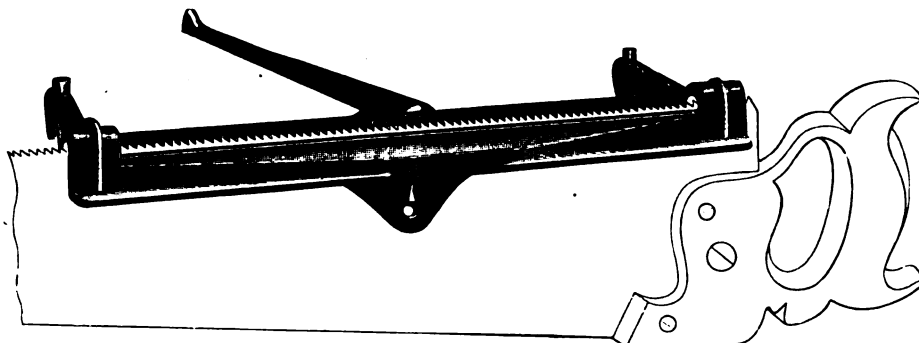


THE LARSON PINCER.

using a wrench to remove a rusty nail from the bolt. The long handles provide considerable leverage, enabling any nail or staple to be drawn readily. They are made in a number of sizes, running from 6 to 14 inches in length, the list prices on which range from \$8.50 to \$12 per dozen, subject to a trade discount which will be furnished to dealers on application.

## Perfection Saw Clamp.

Tower & Lyon, 95 Chambers Street, New York, are placing on the market through the Hardware trade the Perfection Saw Clamp, an illustration of which we present herewith. This is an admirable article for the purpose, as it is instantly

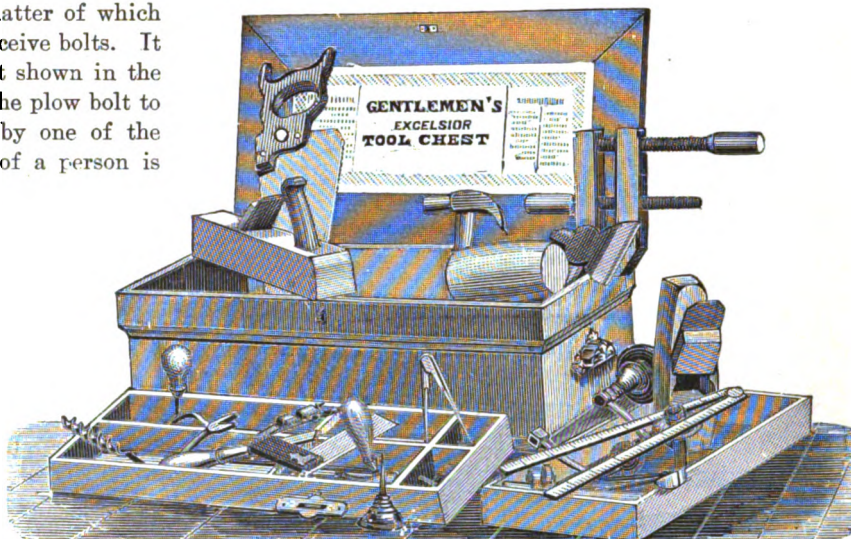


PERFECTION SAW CLAMP.

adjustable, holds a saw firmly, and can be quickly attached or detached from the bench. It may be firmly attached to a bench or any other wooden object in a second without the necessity of using either screws or nails. In its action the saw is self-adjusted. Clamps or releases the same instantly. It is light, yet strong, and compactly constructed, and will commend itself to the Hardware dealer who carries appliances of this description in stock.

## Excelsior Tool Chest.

R. Bliss Mfg. Co., Pawtucket, R. I., are calling the attention of the Hardware trade to their superior line of Tool Chests. One of the most complete of their popular line of medium priced tool chests we give an illustration of herewith. These Tool Chests have been greatly improved, and



EXCELSIOR TOOL CHEST.

are made of selected chestnut stock, having heavy black walnut moldings, are each provided with a large tray and fitted with lock and key and bronze handles. They are put up for the trade in six sizes, running from 14 to 25 inches long, 6½ to 12½ inches wide, and 5 to 9 inches deep. The several sizes contain 20, 25, 34, 46, 61 and 72 tools, the one in the illustration containing 61 tools. All sizes given above are inside measure. Those of the trade desiring to handle a better grade of tool chests than is usually furnished for the ordinary run of holiday trade, will find the above line fill about all the possible requirements of a medium priced tool chest.

## Hamilton Rifle No. 15.

Hamilton Rifle Co., Plymouth, Mich., are placing upon the market something entirely new in the way of a single Shot Rifle, which is calculated to do good service, being constructed of the best material, and not intended to be sold as a boys' toy rifle. The one shown in our illustrations is the No. 15, 22 calibre. The frame and working parts of the Rifle are of steel, having a beautiful blue-black gun finish,

and fitted with a handsome walnut stock which readily "takes down" by a single thumb screw. This admits of its being carried in an ordinary suit case or traveling bag. The barrel is claimed to be rifled with great care in order to insure absolute accuracy. The method of attachment of frame gives it rigidity, strength and perfect alignment. The simplicity of the lever action to load and throw out exploded shell, possesses features of originality which are commendable. By throwing open lever, the steel tube which carries the firing-

pin has a sight feed and repeats from the muzzle. This makes it shoot with a great degree of strength. It has a walnut stock, which is finely finished. Each rifle is accurately sighted before leaving the factory.

#### Hand Made Axes.

The United States Edge Tool Co., Cattaraugus, N. Y., whose advertisement appears in another column, manufacture all the leading patterns of axes, including the Michigan, Day-

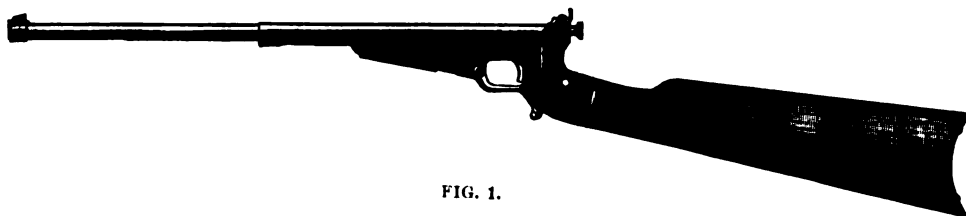


FIG. 1.

ton, Delaware, Kentucky, Ohio, Western, Yankee, Falling, Swamping, Fire, Ice and others of special importance. They state that their guarantee covers all axes with flaws or that are too hard or soft. As they have been in the business for nearly a quarter of a century and have always made strictly high grade hand-made axes, from the best quality of

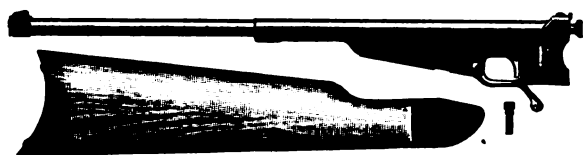
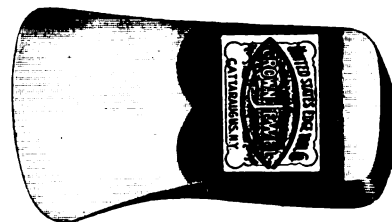


FIG. 2.

loading. The Hamilton Rifles are fully guaranteed by the manufacturers against defects of material and workmanship. In Fig. 2 the gun is shown knocked-down for packing, indicating the readiness with which this may be accomplished. Its full length is 28½ inches, distance between sights 16 inches. It is fitted with rear peep sight, having adjustment both ways. It is chambered for 22 calibre short and long R. F. cartridges, and is but two pounds in weight.

#### "Warrior" Air Rifle.

J. A. Dubuar Mfg. Co., Northville, Mich., are placing upon the market their newly improved "Warrior" Air Rifle, which is made in two styles: The Single Shot, which is illustrated in Fig. 1 and the Repeating shown in Fig. 2. The Single Shot is finished in a handsome and artistic manner, making



steel and tempered by hand, a guarantee of such a character possesses a special value.

#### The B. Ruby Range.

South Erie Iron Works, Erie, Pa., are the manufacturers of the B. Ruby Range, the advertisement of which will be found on page 4 of this issue. The B. Ruby (Fig 1) is a four-holed range made in two sizes with three tops, that is, the No. 8-18 has 8-inch griddles with an 18-inch square oven by 12 inches high, and the No. 8-20 has 8-inch and 9-inch covers respectively, with oven 20 inches square by 12½ inches high. The oven is ventilated by small draft slide in oven door. The fire box is large and deep, and is fitted with either cast or brick linings, as may be desired. The grates can also be removed without disturbing any part of the linings, by simply removing the plate inside of fire door and taking out the duplex grate, and sliding in either the flat or wood grate,

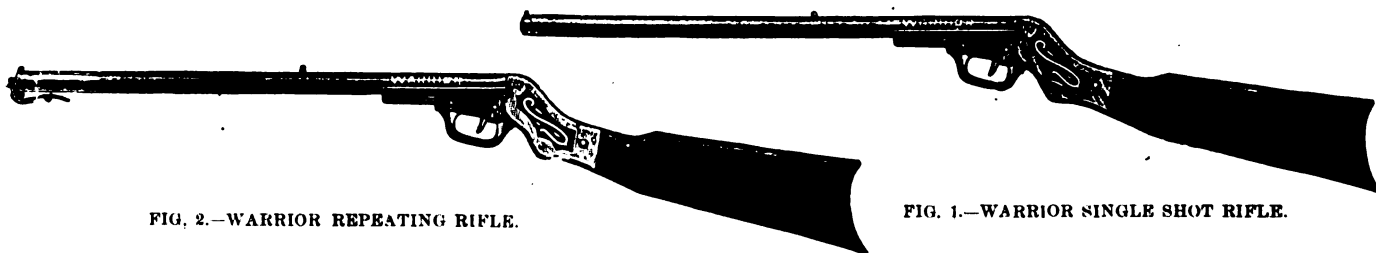


FIG. 2.—WARRIOR REPEATING RIFLE.

FIG. 1.—WARRIOR SINGLE SHOT RIFLE.

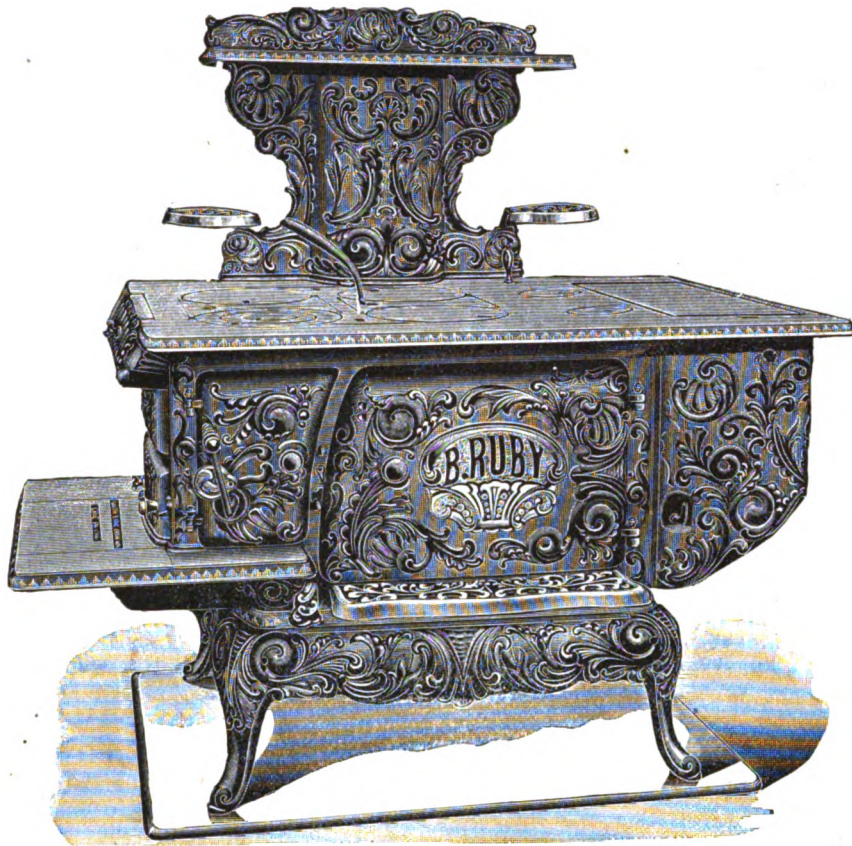
it extremely attractive in appearance, all the parts being made of steel, which not only makes the gun of very light weight, but also increases its strength and durability, as it is claimed the shank and side plates cannot be broken. The metal parts are entirely nickel-plated, while the stock is finely finished, and all the parts are made interchangeable so that any repairs, that may be at any time necessary, may be readily obtained. It is constructed to lock automatically, shoots B. B. shot, and weighs but 29 ounces. The Repeating "Warrior" Air Rifle, while possessing all the merits mentioned above in regard to material, is simple in construction,

as the case requires. It will also burn wood 18 inches and 20 inches in length. The reservoir is portable, and can be attached or detached if necessary in about five minutes. To make a Square Range out of a Reservoir Range, the only additional piece of casting that it requires is the top part of the right end, which is in two pieces, and when reservoir is detached by simply unscrewing two bolts on top, and lifting out entire reservoir casing and inserting the top half of right end, you have the square. To make a Reservoir Range of a Square Range it only requires the reservoir casing. Remove the top half of right casting, hang in the casing, tighten up



two bolts, and you have a Reservoir Range. They also furnish either copper or cast enameled reservoirs. To heat the reservoir turn the reservoir damper towards the oven, which lets the heat circulate under reservoir. It is then forced under oven and out into the chimney, so that at no time

provided with nickel edges, which are not shown herewith, as they are among the improvements since the cut was made. In Fig. 2 is given a sectional view of the Range, by which the principal points referred to in the above description are more readily understood.



THE B. RUBY RANGE.

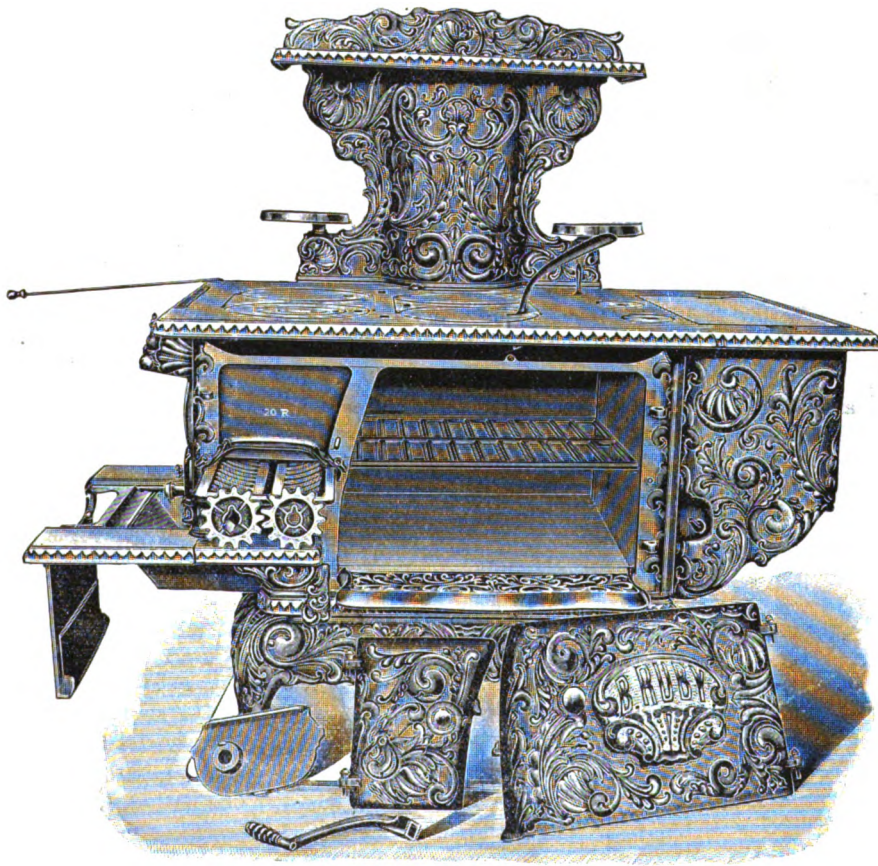


FIG 2.—SECTIONAL VIEW OF RANGE.

is there any heat wasted, as it must at all times pass underneath oven before it enters the chimney. Further, either one of the dampers, whether the direct or the reservoir damper, can be easily replaced without disturbing any other part of the stoves, as the same are in two parts, and are bolted together to simplify the same. The B. Ruby Range is also

#### No Doubt Of It.

Bookkeeper: "He said he felt like throwing up his job when he was told he had to go to Europe."

Stenographer: "Did he?"

Bookkeeper: "No, he went all right, but when he returned he said he thought he had thrown up everything else."



### Managers of Men.

There is one class of workers for whom a large and constant demand exists and who, therefore, need never starve for lack of employment. These are the men who have the managing faculty. Like the poet, the successful managers of men, as a general rule, are "born, not made." Their ability is rather intuitive than acquired. They have the faculty, knack, aptitude, call it what one will, of administration and leadership, which commands the respect of those they control. They are necessarily men of strong will, but are not arbitrary or oppressive in the exercise of it. Tact and good judgment are essential to the make-up of such men. They must have a good understanding of men and be able to discriminate between those who must be driven and those who can be led, adapting their methods of dealing with each accordingly. To do this properly requires a close study of the dispositions of men, which the good manager will not fail to make. He must, moreover, so rule himself that he may pursue his course with even temper, never allowing his passions to get the better of his good judgment and strict sense of justice. Ruling by force of character and showing himself fair minded, sympathetic and devoted to his duty, he will command the respect and obedience of those under him. The domineering, passionate, arrogant slave driver may command men through fear, but he has no hold on them, and the moment they have the opportunity to do so they will rebel. He is not a good manager of men, although for a time they may obey him with alacrity. The really successful manager has his men so trained that they will do their duty as well in his absence as when he is present. A marked quality of such a manager is one that he shares with all the great men of history, the faculty of picking out good assistants and inspiring them to use their best efforts. This is not the least among the qualifications essential to good managership. A loyal, enthusiastic corps of lieutenants and a contented, cheerful rank and file of willing workers are secured by the methods above outlined, as used by the good manager, to the profit of all concerned.—*Metal Worker*.

### Cruel Fate of the Unskilled Laborers.

One of the most cruel features of a strike by an organization of skilled workmen is the fact that it abandons the unskilled laborers, who are not members of the union, to unaided idleness and want, says the *Railway Age*. With a thousand highly paid members of the Amalgamated Association of Steel, Iron and Tin Workers in a given mill, there may be three thousand or more unskilled workmen, earning the common laboring man's wages, who are not admitted to the privilege and protection of the great organization. When a strike throws all these thousands into enforced idleness the union men are immediately made the recipients of "strike benefits," raised by levying upon those members who are allowed to remain at work, in order to support their striking brethren. But the far greater number of men whose occupation is taken away without action of their own are abandoned to their fate.

If, as is claimed, the labor union is the expression of a philanthropic and unselfish spirit towards its members, it seems, on the other hand, to manifest an intensely selfish and unfeeling spirit toward humanity at large, when it votes want and misery upon others far greater in numbers and more needy than those for whom they are sacrificed. Here seems to be a serious defect in the principle of trade unionism, commonly illustrated, which no platitudes about "fighting for labor's rights" and "fighting for our personal liberties" can cover or cure. The reasons for a strike need to be very urgent to justify its leaders in bringing calamity upon the many for the assumed benefit of the few. Such reasons are conspicuously wanting in the present steel strike.

### The Coal Resources of the Philippines.

Coal has been discovered in the Philippine Archipelago in paying quantities. In fact, coal mines have been in operation there for years. The records show, says the *Iron and Coal Trades Review*, that coal miners secured good coal from the mines as far back as 100 years ago. The Spanish used to mine with somewhat crude devices. Several parties are now at work getting coal which they can dispose of at very high prices, because the imported coal ranges from £2 to £2 10s. per ton. At the Uling Uling mines on Cebu Island the coal deposits are of a good quality. The coals are found in seams which are broken frequently, and much contorted.

There are good specimens of coals to be found on the islands of Negros as well. There are copper mines there, too, also without owners, apparently. The natives work the coal mines occasionally, but they never think of putting in machinery for the permanent operation of the mines which might bring rich returns to them. They wait until some definite business transpires in the coal line, such as the landing of a steamship to get coal, and then a bargain is made by which the natives mine and haul the coal to the water.

On Mindanao Island there are excellent coalfields, but the natives there are not to be trusted. They are on the watch for detached parties of miners, whom they waylay and rob and often kill. The miners on Mindanao therefore go heavily armed so as to ward off attacks from the Moros. On Gimeras Island, which is near Panay, a little coal has been discovered, but not in paying quantities. On Luzon, the coal mines of the southern portion are exceedingly rich. They are being worked by foreign capital, and much of the product is used by the power users of the country. The firemen and engineers of the sugar mills, the wood-working plants, the railroad and the other coal-consuming industries of the country are beginning to purchase these coals for use instead of burning wood or cocoa-nut husks as formerly.

On Panay, coal has been located in the interior, near Santa Barbara. The Spanish and other owners of mines for getting coal are all employing Filipino and Chinese labor at very low prices, and hardly any power contrivances are employed in any form. There are no conveying devices, and all of the coal has to be carried through shafts and elevated by manual labor, just as the coal mines are run in Japan. There is an excellent chance in the islands for the introduction of modern coal mining and handling machinery, and evidently the time is near when capitalists will put in the necessary power and machinery plants.

The writer visited iron foundries in and about the cities of Manila and Iloilo, which had been operated for forty or fifty years under Spanish management. These foundries have been supplied with ores from the mines of Luzon, Mindanao, Panay, Cebu, Leyte, Negros and one or more other islands of the Philippine group. The iron ore is also found in broken bodies. There is a demand for iron in the Philippines. There are many iron bridges to be repaired, for these have been neglected for one-half or a quarter of a century. Some of these bridges still hold good, having been built by some of the best concerns in Europe. They need repairs and strengthening with rods and braces. There are brass foundries in operation, and there is room for more iron foundries. Americans have opened machine shops, in which all sorts of mining, metal-working and wood-working machinery is overhauled and repaired, and shops are constantly in want of bar-iron and castings. The native foundries are turning out parts of ploughs and harvesting machinery which is cast by them. They also made parts of iron stoves. Iron posts and other pieces for work in buildings are also in demand.

•

Simon Frost says: "One balky mule'll block up the hull road; he won't neither go forwards, nor backwards, nor git to one side, an' let the willin' ones pass nor lay down an' let 'em walk over him."

## REVIEW OF THE MARKETS.

**Wire Nails:** A steady demand is the noticeable feature of the Wire Nail market. Prices do not seem to give as much anxiety as the date of delivery, and whether all sizes will come in the first shipment. Prices are firm, as outside competition, while sufficiently aggressive, does not as yet promise any great volume in production. Quotations remain without change as follows: f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in ten days:

To jobbers in carload lots.....	\$2.30
"    less than carload lots.....	2.35
To retailers in carload lots.....	2.40
"    less than carload lots.....	2.50

**New York.** The demand for Wire Nails is steady and the market firm. The following prices represent the market:

To retailers, carload lots on dock.....	\$2.53
Small lots at store.....	2.60

**Cut Nails:** An advance of five cents a keg was agreed upon at the recent monthly meeting of the Cut Nail Association. The general impression among the trade regarding the advance is not a favorable one, for prices advanced under similar pressure have not invariably been sustained. The advance, if deemed necessary on account of increasing value of plates, should have been larger or not at all, five cent advances being regarded as too light to be successfully obtained. Prices are quoted as follows: f. o. b. Pittsburgh, plus the actual freight to point of destination, terms 60 days, or 2 per cent. discount for cash in ten days:

In less than carload lots.....	\$2.10 to 2.15
Carload lots.....	2.05

**New York.** In the local market prices are as follows:

To jobbers in carload lots on dock.....	\$2.18
"    less than carload lots on dock.....	2.23
Small lots from store.....	2.25 to 2.30

**Barb Wire:** The Barb Wire market continues in about the same condition as previously reported. The demand in the West keeps up fairly, as stocks accumulate at trade centres in no great volume, and shipments from the mills are more generally made with less delay than was previously the case. Quotations remain as previously noted, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in ten days:

To jobbers in carload lots, Painted.....	\$2.60
"    "    Galvanized.....	2.90
"    less than carload lots, Painted.....	2.65
"    "    Galvanized.....	2.95
To retailers in carload lots, Painted.....	2.70
"    "    less than carload lots, Painted.....	2.80
"    "    Galvanized.....	3.00
"    "    Galvanized.....	3.10

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** The generally steady demand for this important staple keeps up most satisfactorily, small stocks if any being obtainable, as the mills are as much behind on filling orders with commendable promptness as ever. The demand has been a good one all through the summer season, increasing in briskness of late for Fall requirements. Quotations remain as follows: f. o. b. Pittsburgh, terms 60 days, or 2 per cent. for cash in ten days:

	Base sizes.	Galv.
To jobbers in carload lots.....	\$2.25	\$2.65
"    less than carload lots.....	2.30	2.70
To retailers in carlots.....	2.35	2.75
"    less than carload lots.....	2.45	2.85

The above prices are for the base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the advances indicated in the following table:

Nos.	Plain Fence Wire Advances (Catch Weights).	Galvanized.
6 to 9.....	Base.....	\$0.40 extra.
10.....	\$0.05 advance over base.....	.40 "
11.....	.10 " " " " " " " "	.40 "
12 and 12½.....	.15 " " " " " " " "	.40 "
13.....	.25 " " " " " " " "	.40 "
14.....	.25 " " " " " " " "	.40 "
15.....	.45 " " " " " " " "	.75 "
16.....	.55 " " " " " " " "	.75 "
17.....	.70 " " " " " " " "	1.00 "
18.....	.85 " " " " " " " "	1.00 "

For even weight bundles, 50 pounds and over, 5 cents per bundle advance on above.

**Coil Chain:** The following advances in prices of Coil Chain are announced by the Standard Chain Co. For cask lots, f. o. b. Pittsburgh, quotations are as follows:

3-16	¼	5-16	¾	7-16
\$7.75	5.80	4.85	4.00	3.85
¾	9-16	¾	11-16 to 1	
\$3.75	3.55	3.55	3.50	

An advance of 25 cents per 100 pounds is added on orders of less than Cask lots.

**Carriage Bolts, Machine Bolts, Etc.** Advances have recently been made in the prices of Common Carriage Bolts, Bolt Ends, etc., superinduced by increasing cost not only of labor, but of raw material. The market is claimed to possess a greater degree of firmness at these quotations than would be the case if the demand were not a well-sustained one under the most favorable conditions. The usual concessions for large specifications may be anticipated.

Common Carriage Bolts.....	65 and 5	%
Machine bolts with H. P. or C. P. Plain Nuts..	70 and 5	%
Machine Bolts with C. & T. Nuts.....	65 and 10	%
Machine Bolts without Nuts.....	70 and 15	%
Machine Bolts, Blanks.....	70 and 5	%
Bolt Ends with H. P. or C. P. Plain Nuts.....	70 and 7½	%
Bolt Ends with C. & T. Nuts.....	65 and 12½	%
G. P. Coach Screws.....	75 and 10	%
Cone Point Lag Screws.....	75 and 15	%
Skein Screws.....	75 and 10	%
Forged Set Screws and Tap Bolts.....	60	%
Plow Bolts and Guard Bolts.....	60 and 10	%
Stud Bolts.....	70 and 10	%

**Nuts:** Some slight changes have been made in the current prices of Cold Punched and Hot Punched Nuts. They represent an advance in quotations founded on the scarcity of raw material, and the increasing difficulty in obtaining supplies. Quotations are as follows, from which some concession is made for large requisitions:

	Off list.
Cold Punched Plain Blank, Square.....	\$5.10
Cold Punched Plain Blank, Hexagon.....	5.50
C. T. & R. Blank, Square.....	5.30
C. T. & R. Blank, Hexagon.....	6.00
Cold Punched Plain Tapped, Square.....	4.90
Cold Tapped Plain Tapped, Hexagon.....	5.30
C. T. & R. Tapped, Square.....	5.10
C. T. & R. Tapped, Hexagon.....	5.80
Hot Pressed, Square Blank.....	5.30
Hot Pressed, Hexagon Blank.....	6.00
Hot Pressed, Square Tapped.....	5.20
Hot Pressed, Hexagon Tapped.....	5.90

**Hot Air Registers:** The manufacturers of Hot Air Registers have adopted a new list on these goods, which went into effect September 2. The new prices show an advance amounting to about 10 per cent. in some of the larger sizes of Registers, while others are unchanged. It is really a readjustment rather than a general advance in prices.

Black Japanned Registers, Ventilators, Faces and Borders.....	70%
White Japanned Registers, Ventilators and Faces (separate list)...	70%
Bronzed Finishes in imitation of Gold, Silver, Copper and Bronze.	70%
Nickel Plated.....	70%
Electroplated in Brass, Bronze, Copper, Oxidized Silver.....	70%
Wall Frames.....	70%
Heavy Round Gratings.....	70%
Ventilating Plates.....	70%
Cold Air Inlets.....	70%
White Porcelain Enamel Registers, Ventilators, Faces and Borders.	60%
Solid Brass and Bronze Metal Registers, Ventilators, Faces and Borders.....	50%
Dampers.....	50%
Soapstone Borders.....	30%
Slate Borders.....	50%

The terms are 2 per cent. cash 10 days, and 60 days net. No freight is allowed. On all orders of less than \$10 the cost of boxing will be added.

**Cordage:** While prices on rope have been to some extent irregular owing to the varying qualities of Cordage now on the market, it may safely be stated prices are firmer for best grades, and quotations generally higher than for some time past. With an increasing demand the following quotations represent the market for best makes of Manila and Sisal Rope:

	Pounds.	Cents.
Manila, 7-16 inch and larger.....	10	
$\frac{1}{2}$ inch.....	10 $\frac{1}{2}$	
$\frac{3}{4}$ inch and 5-16.....	11	
Sisal, 7-16 inch and larger.....	7 $\frac{1}{2}$	
$\frac{1}{2}$ inch.....	8	
$\frac{3}{4}$ inch and 5-16 inch.....	8 $\frac{1}{2}$	
Lath Yarn, medium and coarse.....	7 $\frac{1}{2}$	
Jute Rope, No. 1.....	6	
No. 2.....	5	

**Linseed Oil:** The following are the latest quotations by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....	51 cents per gallon.
In lots of 5 barrels or more.....	50 cents per gallon.

The five-barrel price applies only to deliveries of that quantity at one time.

Bolled Linseed Oil, 2 cents per gallon higher than Raw.	
Calcutta Oil, 85 cents per gallon.	

#### THE SAGINAW TRADE.

August as a business month, has always been looked upon very unfavorably. It has always been the month of lassitude, dull days and mad dogs. The conditions this year have been different in every way. No lassitude, no dull days, and dogs are too busy to get mad. The steel strike as a disturbing element has not got its work in to any great extent, tubing and sheets being about the only staples that bothered the jobber. Our salesmen report few customers away from home, showing that they have been unable to find time to visit the Pan American and other outside attractions. Business is most satisfactory and do not think we may look for any different state of affairs for some time to come.

MORLEY BROS.

#### THE PITTSBURGH TRADE.

August was a busy month for Pittsburgh Hardware jobbers, and September opens with the same condition. The strike in the steel mills has not grown to such size as to seriously affect the purchasing power of the community, so that retail merchants generally are buying as usual, only a few places refusing to place orders. The scarcity of sheet and bar iron is quite an inconvenience. Jobbers who did not get in early stocks of coal hods, stove pipe, elbows, gas stoves, etc., must wait until the material can be secured by makers, and this may mean the loss of a season's business.

Building is very active, especially in the larger class of business and residence properties.

The outlook for a good Fall trade is excellent.

LOGAN-GREGG HARDWARE CO.

#### THE ST. PAUL TRADE.

When Black and Galvanized Sheets, Tin Plate and some very staple goods made from these are very scarce, it makes doing business rather uncomfortable—without considering the fact that what goods of this class we have on hand we can get a higher price for than if the supply were normal, we would rather have the small profits and the ability to fill orders promptly, than the present condition. Our section is turning out a very comfortable amount of business, with a good prospect of a continuance for the next three months of plenty to do. Prices are firm and collections getting better every day. We claim that we are fairly contented.

C. W. HACKETT HARDWARE CO.

#### THE MINNEAPOLIS TRADE.

This is State Fair week. The Twin Cities are crowded with people from the surrounding country, many of them making it a particular point each year to come here at this time to enjoy the Fair and transact business.

These visitors are not confined to Minnesota alone, but many come from the Dakotas, Iowa and Wisconsin, and even as far away as Montana.

An additional attraction this year was the visit of Vice-President Roosevelt, and quite unexpectedly General Miles.

Roosevelt appeals to the Westerner and received a very cordial reception.

General Miles appeals to many of us in a different way, for we believe that he has not had a fair show.

The writer has not been able to contribute to your columns for a number of weeks on account of illness.

During this time there have been a few changes in the trade in the city.

The Gardner-Warner Hardware Co. has dissolved, and is now being run as two separate establishments, and consequently there is sharp competition after the trade held by the old concern, which affects the entire city trade.

The Thompson Hardware Co., the new jobbing concern that had hardly commenced business, have sold out to the Nelson & Bouquet Hardware Co., who have come up here from Owatonna, where they were doing a jobbing business.

The T. M. Roberts Supply House, a catalogue concern, has come to grief, now being in the hands of receivers. What will be done with the concern ultimately is uncertain. There is to be a meeting of the creditors in Chicago this week to consider the proposition.

The trade in almost all lines throughout the Northwest has been affected by the method pursued by this house. We do not believe that there is any one who is conducting a retail business that regrets the fact that they are in trouble.

It seems quite likely the failure will prove to be a disastrous one. Merchandise to the amount of something like \$400,000 has been put up for collateral to the banks, and on which there will be quite a material shrinkage, the margin will be wiped out on account of bankers' desire to realize on their collateral, while the stock in store consists to quite an extent of broken lots and sizes and a large variety of miscellaneous goods that would be of little value to any one who was not going to continue this general line, and not very valuable then.

Their affairs are found to be in a very mixed up condition, and how this concern succeeded in getting credit to the extent of \$700,000 is rather a surprise to every one who knows anything about the affairs.

We believe we have already mentioned the fact that a new heavy Hardware house has opened here, the Greeg-Seager Co. The members of this concern were formerly identified with the Minneapolis Iron Store Co.

This gives us five strictly jobbing Hardware concerns, three of which, however, do not handle shelf Hardware, but in place of that are in the heavy Hardware, iron and carriage wood work line.

There is a great deal of building; probably more than ever before.



**FACTORIES:**

PROVIDENCE, R. I.  
PAWTUCKET, R. I.  
BEAVER FALLS, PA.  
PATERSON, N. J.  
ANDERSON, IND.  
KENT, OHIO.

**FILES.**

**RASPS.**

**OWNED  
AND  
OPERATED BY THE**

**NICHOLSON  
FILE CO.**

**BRANDS:**

NICHOLSON.  
AMERICAN.  
GREAT WESTERN.  
KEARNEY & FOOT.  
ARCADE.  
J. BARTON SMITH.  
McCLELLAN.  
EAGLE.  
"X. F."  
GOLD MEDAL.

PROVIDENCE, R. I., U. S. A.

It is almost impossible to hire mechanics of any kind, almost every one reporting that they are full of business.

Farmers are getting themselves into excellent shape. Good fair crops in all lines. Not a bumper crop, but fair, and in all sections as far as we know, no spotted places where there are no crops or where there has been extensive damage by hail. Good all over. Wheat, flax and corn all bring from fair to good prices.

Farm lands are steadily advancing. The writer saw lands a few days ago that were sold for \$26 per acre, that only a few years ago were sold for \$7 and \$8, and we were told that parties buying lands at this figure and renting them out to tenants were getting returns of 18 per cent. on their money. Not a bad investment by any means.

Building material here is rather high. Lumber quite so, still there is a very heavy demand. We understand the price of lumber has eased up a little on the quiet. This will help building operations considerably, particularly in the country.

There is no reason why jobbers and retailers in all lines should not be having the best business generally that they have ever had.

W. K. MORISON, & Co.

#### THE SAN FRANCISCO TRADE.

On second thought the general conference meeting of the retail trade, anent the local strike situation, referred to in this correspondence in the August 25th issue of *Hardware*, purposely failed to materialize, the second thought impression on the part of the trade being, said Secretary H. C. Bennett, of the San Francisco and Oakland Retail Hardware Association, that there was nothing more to be done in the association line than had been earnestly attempted. It is now admitted that no line of industry has suffered more than building by the labor dissensions. Although not directly interested in the conflict, construction has been well nigh prevented by the sympathetic strike of the lumber and sand teamsters. This has prevented the transportation of material, and has added largely to the number of idle men. Small quantities of lumber and brick are now being moved, but the real solution of the difficulty lies in the affiliation of the lumber and sand teamsters with the Building Council, with the interests of which it is most naturally and intimately allied, rather than with the Brotherhood of Teamsters, with which they have been acting. Two minor troubles in the building trades have been adjusted. The painters have been granted an increase of wages from \$3 to \$3.50 for an eight-hour day, and the strike of the structural ironworkers has been settled by an arrangement under which in the future they will do nine hours' work inside and eight hours' work a day outside, with no reduction of wages. While considerable

building is being held back by the indisposition of owners to proceed until the "striking" situation is completely cleared up, plans continue to be accepted and contracts for building continue to be let and recorded. While this condition carries with it no immediate solace for the builders' Hardware trade, it bears future encouragement.

Throughout the interior of the Pacific Coast territory, jobbers say, trade is not only unmarred by any unusual disturbance, but better than the record-breaking score of a year ago, and collections, as a rule, are keeping ahead of maturity.

Election of officers for the second year's administration of the San Francisco and Oakland Retail Hardware Association resulted as follows: President, Frank Osborn, of the Osborn Hardware and Tool Co.; Secretary, H. C. Bennett, of Bennett Bros.; Treasurer, Joost Bros.; Executive Committee, S. V. Armstrong, of Philpot & Armstrong, and W. A. Etting, and from the Oakland side of the bay, F. Rettingstein.

INDUSTRIAL PRESS ASSOCIATION.

#### THE GRAPHITE TRADE.

Once we said it was always interesting to read over the trade letters in *Hardware*. Lately it has not been less interesting, but it has been quite comforting. Comforting because misery likes company. It is humiliating to be behind in orders and it is expensive. Then it gets worse when one's own salesmen come at you with "Called on John Smith today and he says, 'what in thunder are you coming in here to-day for an order for when you haven't shipped the last order I gave you?'"

Therefore, it is some comfort when we read in *Hardware* letter from Biddle Hardware Co., in which they say:

"There is increasing difficulty in getting goods, and some staples, like door and window screens, poultry netting, shovels, etc., are almost out of the market, while on wire cloth stocks are largely broken, if not exhausted. Factories complain it is impossible to fill orders promptly, and the largest wire interest has issued another circular letter saying they are from four to six weeks behind on their orders, and all orders must take their turn," and other letters of like tenor. It is indeed a great country, and to quote The Lockwood-Taylor Hardware Co.:

"Prosperity has cured the fads, and killed the cranks, and given time to attend to legitimate business, and the people seem to be contented to have it so."

Never before have we experienced such a crush of business. We have put addition to addition and still we are behind in our orders, yet, happily, we think through no want of foresight or work on our part.

JOSEPH DIXON CRUCIBLE CO.

# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

### Making It Warm for the Chinese.

Three American stove manufacturers are going into the business of making stoves for the Chinese. In order to compete in this market, it is necessary that the stoves be made after the Celestials' own pattern. For the past year these manufacturers have been trying to get a sample stove from China to be used as a model for the stoves to be made for this trade. Guy Morrison Walker, of this city, has been engaged by these firms to secure a sample stove. After many months of effort, he has succeeded in getting a small model of a Chinese stove carved out of wood and used in the Celestial kingdom as a plaything. From this will be made working models of the Chinese stoves.

The Peninsular Stove Co., of Detroit, the Reading Stove Co., of Reading, Pa., and the Colby Stove Co., of New York, are the manufactories which intend to make the Chinese stoves. For many years American stove firms have been trying to introduce their goods on the Chinese markets. Their efforts have been practically fruitless, however. To the Oriental mind the American stove looks no more like a stove than anything else one could imagine. It is next to impossible to make a native of China believe that the American stove is a stove. An enterprising agent can sell the native a stove under representations that it is a new fangled gocar or an ice chest, but a stove—no; the Chinaman will not, cannot, believe that that queer-shaped cast-iron thing is intended for the consumption of coal and the utilization of heat.

Consequently, it has been found necessary to imitate the Chinese stoves in order to sell them to the Chinese. The model as received by Mr. Walker is not a grotesque affair. It much resembles the old-fashioned barrel-shaped stove, which can be seen to-day in the village store. It has no stove pipe and no doors, however. This crude affair will be imitated by American stove makers and sold to the Chinese.

The top of the Chinese stove is large enough to permit of cooking. A round hole in this plate is the only chimney

which the stove can boast. The nature of the fuel used is such that there is no smoke, but the noxious gases escape into the room. The Chinese stove in operation is a dangerous piece of mechanism. One of them was the cause of the death of Col. York, of the German army, during the recent operations of the allied forces. He was smothered to death by the gas which escaped from a stove in his room.

The Chinese do not burn ordinary coal. They are too saving for that. They take hard coal dust and mix it with clay, making coal balls, which burn without smoke and without ash. The hard coal lumps are ground up in order to manufacture these coal balls. Mr. Walker, in addition to the sample stove, also received a handful of these coal balls. These will be analyzed by the stove manufacturers and a similar product made with which to experiment with the stoves to be made after the Chinese pattern. This will be done so that the American product can compete in every way with the stoves.—*Cleveland Plain Dealer.*

New England Hardware Dealers' Association will hold their first Autumn meeting at the United States Hotel, Boston, on Wednesday, September 11th, promptly at 5 p. m. A business meeting will take place immediately after the dinner, which will be served at 5:15. The Committee on Entertainment consisting of George J. Mulhall, Austin H. Decatur and Henry M. Sanders, of Boston, have not reported the programme, but it is expected that matters of interest will be presented as usual.



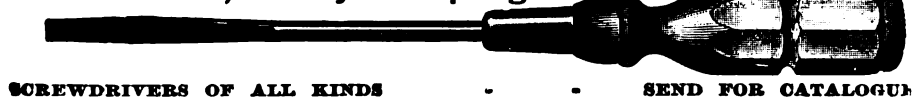
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Established 1845.  
454 E. HOUSTON ST., NEW YORK, U. S. A.

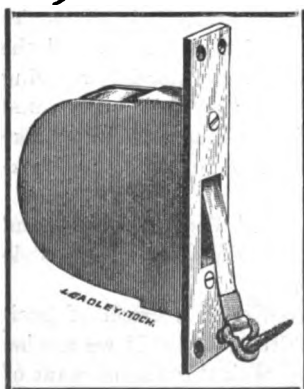
**TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852**  
Tools, Cutlery and Springs.



SCREWDRIVERS OF ALL KINDS

SEND FOR CATALOGUE

## JUST A LITTLE HIGHER



In price, but so much

## HIGHER IN QUALITY

that the great majority of dealers prefer to sell

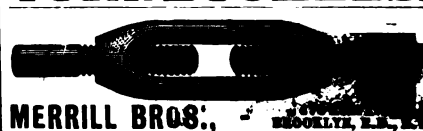
## CALDWELL .. .. SASH BALANCES

They can recommend them with clear conscience. Write for catalog. .. ..

**Caldwell Mfg. Co.,**

4 JONES ST., ROCHESTER, N. Y.

## TURNBUCKLES.



**MERRILL BROS.,** BROOKLYN, N. Y.

## COULD NOT KEEP HOUSE WITHOUT IT.

Sickels, Preston & Nutting Co., Davenport, Iowa. [*Wholesale Hardware*]: We would not know how to keep house without HARDWARE. The review of the Hardware markets, trade reports and editorials are frequently read before letters are opened that are received in the same mail with HARDWARE.

# A "REAL GUN"—NOT A TOY—THE HAMILTON RIFLE, <sup>22</sup>CAL.

Our No. 15 Gun is made of steel, blue black gun finish with "take-down" walnut stock.

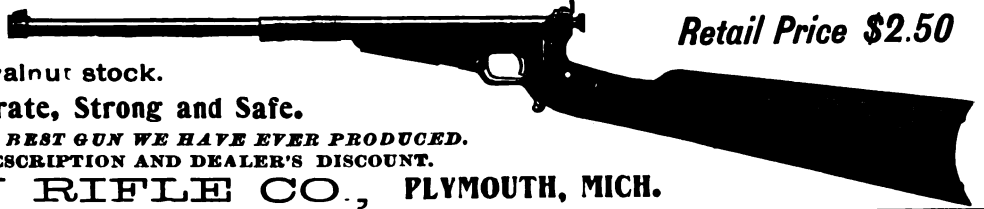
Retail Price \$2.50

Beautiful Finish, Accurate, Strong and Safe.

THIS IS THE BEST GUN WE HAVE EVER PRODUCED.

ASK FOR COMPLETE DESCRIPTION AND DEALER'S DISCOUNT.

HAMILTON RIFLE CO., PLYMOUTH, MICH.



## Plan for Abatement of Smoke in the New York Central Tunnel.

The management of the New York Central & Hudson River R. R. has prepared a plan for alleviating the smoke trouble in the Park Avenue tunnel, in New York, concerning which so much has lately been published. This tunnel consists of three bores, the central one carrying two tracks and the smaller passage on either side one track. The central tunnel is ventilated at intervals by large openings into Park Avenue, enclosed and partly concealed from view by railings and hedges. The side tunnels are ventilated by side openings into the central one. According to the plan reported the operation of steam locomotives in the side tunnels will be abandoned and the tracks through the same will be operated entirely by electric locomotives. From a convenient point above the

Grand Central Station the grade of the side tunnels will be lowered, so as to form an underground loop passing into and across the station below the main tracks. By this plan it is expected that the enormous suburban traffic that enters and goes out of the Grand Central Station daily will simplify the handling of the through trains, which, it is contended, must be drawn by steam locomotives. A more comprehensive system of ventilation is to be applied to the central division of the tunnel, and it is thought that the through trains will not be close enough together to create trouble from smoke.

"An' twenty cents for lemonade——"

"Twenty cents! It isn't worth it!"

"Well, I don't t'ink meself that any soft drink is worth as much as four beers—but dat's de price, mister"

# DIETZ



No. 3  
STREET LAMP

COX, ENG. N.Y.

## Dietz No. 3 Street Lamp

Has a shining record of 20 years.

We now fit this lamp with a new style fount holding oil sufficient to burn 24 hours.

It is offered as an effectual antidote for "outer darkness," and is thoroughly well made on scientific principles.

It will give more light than most gas-burning lamps, do it cheaper, and do it with kerosene (coal oil).

It can be lit and regulated from the outside; can continue in business despite the wind; can and will give you entire satisfaction by reason of its absolute reliability.

A few of these lamps around the grounds of a summer resort add materially to its attractiveness.

One lamp kept burning all night in the yard, is a better protection against thieves than a watch dog.

It takes a No. 3 Globe and 1 1/2 in. wick.

We also make this lamp with a bail to hang, and without the socket, and call it: "Dietz No. 3 Globe Tubular Hanging Lamp."

We have a special catalogue for this lamp; also one showing our very full and complete line of out-door lamps and lanterns, and are glad to send them (free) to those interested.

For sale by

ALL LIVE JOBBERS.

If you handle Lanterns send to us for a catalogue and to your jobber for prices.

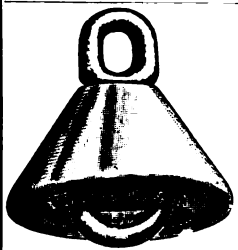
R. E. Dietz Company,

Established 1840.

NEW YORK CITY.



## THIS IS THE TORRENT RUBBER BUCKET.



*The best for practical use.  
Built on scientific principles.  
Ten Thousand sold the first season.*

None but words of highest praise from all who use it.  
Send for descriptive circular and prices.

*Sample mailed on receipt of six cents in stamps.*

**THE TORRENT PUMP & FENCE CO., Cleveland, O., U. S. A.**

## Wanted Machinery

(Wood Working Machinery.)

We solicit catalogues and prices on complete duplicate equipment wood working machinery, new or slightly used, for our annex building, a list of which will be sent on inquiry.

**J. D. WARREN MFG. CO.,**

502-503 Masonic Temple, CHICAGO.

### Where They Ought To Go.

The Cincinnati *Commercial-Tribune* is responsible for the following exhibition of constructive energy:

Lawyers to Fee, Pa.; singers to Alto, Ga.; bakers to Cakes, Pa.; jewelers to Gem, Ind.; babies to Brest, Mich.; smokers to Weed, Cal.; the sleepy to Gap, Pa.; printers to Agate, Col.; the idle to Rust, Minn.; cranks to Peculiar, Mo.; poets to Parnassus, Pa.; deadheads to Gratis, Ohio; florists to Rose Hill, Ia.; thieves to Sac City, Ia.; mendicants to Begg, La.; perfumers to Aroma, Ill.; small men to Bigger, Ind.; paupers to Charity, Kan.; actors to Starr City, Ark.; plumbers to Faucett, Mo.; old maids to Antiquity, Ohio; tramps to Grubtown, Pa.; bankers to Deposit, N. Y.; widowers to Widows, Ala.; apiarists to Beeville, Tex.; farmers to Corning, N. Y.; brokers to Stockville, Nev.; hunters to Deer Trail, Col.; hucksters to Yellville, Ark.; prize-fighters to Box, Kan.; lovers to Spoonville, Mich.; debtors to Cash City, Ark.; Democrats to Dennis, Mass.; chiropodists to Cornie, Ark.; carpenters to Sawtooth, Ind.; politicians to Buncombe, Va.;

sewing girls to Scissors, Col.; cobblers to Shoe Heel, N. C.; grocers to Coffeyville, Kan.; sports to Race Track, Mont.; dry goods men to Calico, Cal.; the "boys" to Midway, S. C.; "crooks" to Dodge City, Kan.; theosophists to Mystic, Conn.; gardeners to Artichoke, Minn.; swimmers to Neversink, N. Y.; poulterers to Hatchville, Ga.; puzzle fiends to Riddleville, Ga.; physicians to Doctortown, Ga.; whist players to Cavendish, Ind.; toppers to Brandy Station, Va.; society climbers to Tip Top, Va.; school teachers to Larned, Kan.; prohibitionists to Drytown, Cal.; drummers to Modest Town, Va.; the hairless to Bald Knob, Ark.; entomologists to Bug Hill, N. C.; peregrinators to Footville, Wis.; pork men to Ham's Prairie, Mo.; druggists to Balsam Lake, Wis.; baseball players to Ballground, Ga.; reigning beauties to Bellecenter, Ohio; political orators to Stumptown, Pa.; the gum brigade to Chewton, Pa.; ne'er-do-wells to Hard Scrabble, Ky.; justices of the peace to Squire, Minn.; three-card monte men to Trickum, Ky.; newly married couples to Bliss, Mich.

## LIGHT YOUR STORE

WITH THE

## IMPERIAL SYSTEM

And have it always in running order to show to customers.



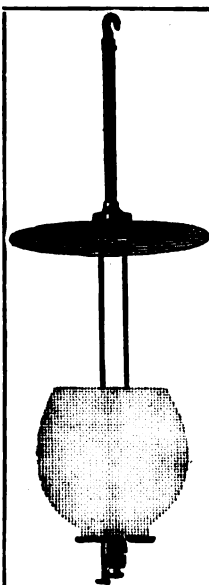
### A GOOD PROFIT TO DEALERS.

Our System has been thoroughly tested by years of experiment and has proven a success. . . .

Uses common Gasoline. Gives 1200 candle power light at a cost of 1/2 cent per hour. . . . .

*All lamps guaranteed if used according to instructions.*

**IMPERIAL GAS LAMP CO.,** 130 Lake St., CHICAGO, ILL.



### THE JANESVILLE HAY TOOL CO.,

Janesville, Wis., begs to inform its numerous patrons, that subsequent to date of August 17th, its headquarters will be in Chicago. The very satisfactory growth of the business during the past year, coupled with the belief that we can better subserve our mutual interests by being in the center of trade activity, prompts us to the change. Low prices, quick shipment, and careful attention to business generally, has gained for us many new friends, and we beg to assure the trade at large that the utmost endeavor will be made to merit a continuance of their valued patronage. Wait for our salesmen.

"CHICAGO ADDRESS,"

JANESVILLE HAY TOOL CO.,  
122 LAKE ST., CHICAGO, ILL.

## THE NICKEL PLATE ROAD

offers excellent service, fast trains and reduced rates to the . . . .

### Annual Convention

OF THE

## National Hardware Association

AT CLEVELAND, IN OCTOBER.

Liberal stop over privileges at Buffalo in favor of passengers from points east. These reduced rates may be obtained at *any ticket office* at which through tickets are sold.

### The Theatrical Side of Keeping Shop.

The successful retail merchant ought to have something of the showman in his equipment, for he is, in his own way, a provider of entertainment. The capacity for drawing curious folks and sightseers has been an important factor in the success of most of the Barnums of the retail world—is still a factor in the success of the modern department store. The showman who keeps shop must never allow his theatrical instincts to overtop his regard for hard facts, but if he will use odd methods to color his facts, he will be in a fair way to dominate his own locality, especially if he is doing business in a small city. Goods are potent attractions in themselves. The fact that the most *blase* mortal will stop to look into show windows is proof of this truth. But there are many means, great and small, of setting people to thinking and talking of your store, thought and talk being preludes to visits and purchases.

The automobile delivery wagon is still a novelty in many towns, and can be made a six months' wonder before it loses its charm. Every housewife would order a bill of goods for the sake of having the vehicle stop before her door. Moving stairways have recently been built into several New York and Brooklyn department stores, carrying passengers to and from first floor and basement. It is probable that half of the women in these cities have dragged the other feminine half in for a ride on the new convenience, and while many went away without purchasing, many others spent money and became regular customers. At the very least a large number became familiar with the place.

One of the new hotels in New York keeps several bellboys busy showing visitors through the building from sub-cellar to weather-vane. None of them ever register or bring direct returns to the hostelry, yet the proprietor is not only willing, but anxious, that they shall be shown every courtesy. A small pamphlet containing pictures, statistics of ice, gallons of water and sides of beef used daily is given to all who avail themselves of this chance for free inspection of the building, and as most of them come from remote parts of the country, his establishment is one of the most famous in the United States. Every visitor is forever after a walking encyclopedia of and advertisement for the hotel.

Store methods are constantly changing. The cash carrier system that was novel in New York ten years ago is an everyday matter in villages now. But the metropolitan stores have new wonders, many of which could be transplanted to smaller cities and made the "talk of the town" until every last unit of the population had been in to inspect them in person. Anything that will draw sightseers is a material advertisement, provided the proprietor of the store knows how to turn the notoriety to his advantage. The retailer who has the strain of showman in him is seldom at a loss for means of keeping his townsmen talking.—JAMES H. COLLINS, in *Printers' Ink*.

"Sponger says he can drink any number of cocktails."  
"Any given number, you mean."

### A Growing Industry.

Among the many things manufactured in which St. Louis leads the country, that of washing machines is the most remarkable. Two large houses turn out 80,000 every year, and one of these concerns, the H. F. Brammer Mfg. Co., also has a factory at Davenport, Iowa, which makes 40,000 more.

## UNION HARDWARE CO.,

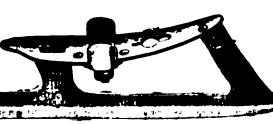
TORRINGTON, CONN.

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### ICE SKATES.



**UNION CLUB SKATE.**



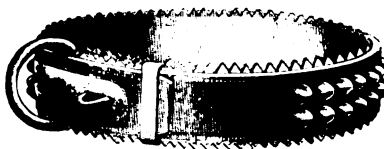
**UNION HOCKEY SKATE No. 25.**



**"UNION BRAND" OVAL EDGE TACKLE BLOCKS, SHEAVES AND SPECIALTIES.**

*Mallets, Handles, and Wood Goods.*

**DOG COLLARS, MUZZLES, PUG HARNESS and LEADS.**



*New York Office, 95 Chambers Street, in charge of TOWER & LYON.*

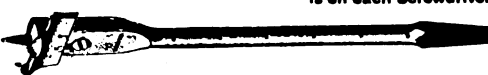
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## FINE TOOLS & HARDWARE SPECIALTIES.



**SOLID BOLSTER.**

**CAUTION—See that the word "CHAMPION" is on each Screwdriver.**



**IMPROVED CLARK'S PATTERN EXPANSIVE BIT.**

**TOWER'S COMBINATION ENGINEERS' WRENCH.**

**BEST WORKING AND STRONGEST WRENCH MADE. A COMBINED NUT AND PIPE WRENCH.**



Short Nut.  
Long Sleeve Nut.

**THE OYOLOPS NAIL PULLER.**


**THE HANDLE**

**Saves Time in Operation**  
**Saves the HANDS from Injury.**  
**GIVES Control of BOTH JAWS.**

**The Best. The Simplest.**  
**The Quickest in Action.**

**No other Nail Puller combines these points of superiority.**

1st.—Absolute Simplicity.  
2d.—Absolute Control of Both Jaws instead of One.  
3d.—Absolutely No Chance to Hurt the Hands.



**TOWER & LYON, 95 Chambers St. NEW YORK.**

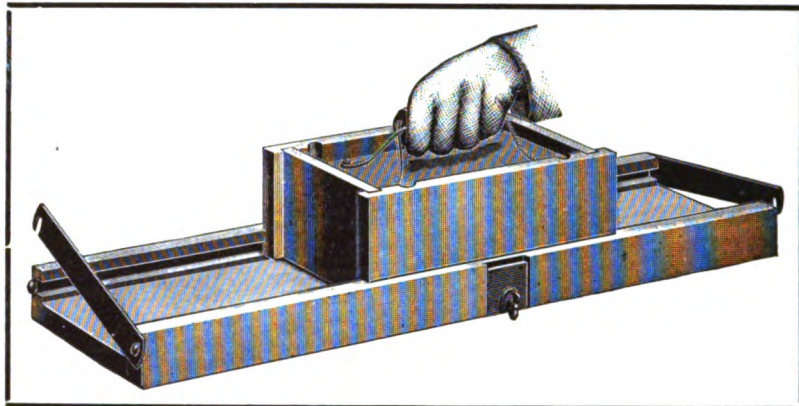
The machines manufactured at Davenport are of several styles, one being a rotary machine, which works with a fly-wheel, one works with a pendulum and another kind works with a lever. There are, therefore, more washing machines made in St. Louis than in any other city. They are made for family use only, and are rapidly coming into general use. The St. Louis houses sell all over the country—in the East even more than in the West—from San Francisco to New York and Boston. Anything that can be washed by hand can be washed by these machines. They are easier on the goods, do the work with less fatigue in much less time, are easy of operation, and do not require the skill of the veteran washerwoman, and the St. Louis machines are known everywhere as being durable, compact and easy to keep clean.

Tertius—How was that little flyer you took in Wall Street the other day?  
Quertius—That wasn't a flyer—it was a header.—*Ex.*



# The Queen Vegetable Slicer

The most complete and useful kitchen article of the day. The knife is double edged, cutting both ways, and will do more and better work than any three-knife slicer on the market. ❀ ❀ ❀



It is neatly and substantially constructed of the best material and will last a life time. The knife can be removed when dull and sharpened, and is very easily adjusted to cut thick or thin slices. ❀ ❀ ❀ ❀

WRITE FOR TRADE PRICES.

NEW YORK OFFICE AND SALESROOM, 64 READE STREET.

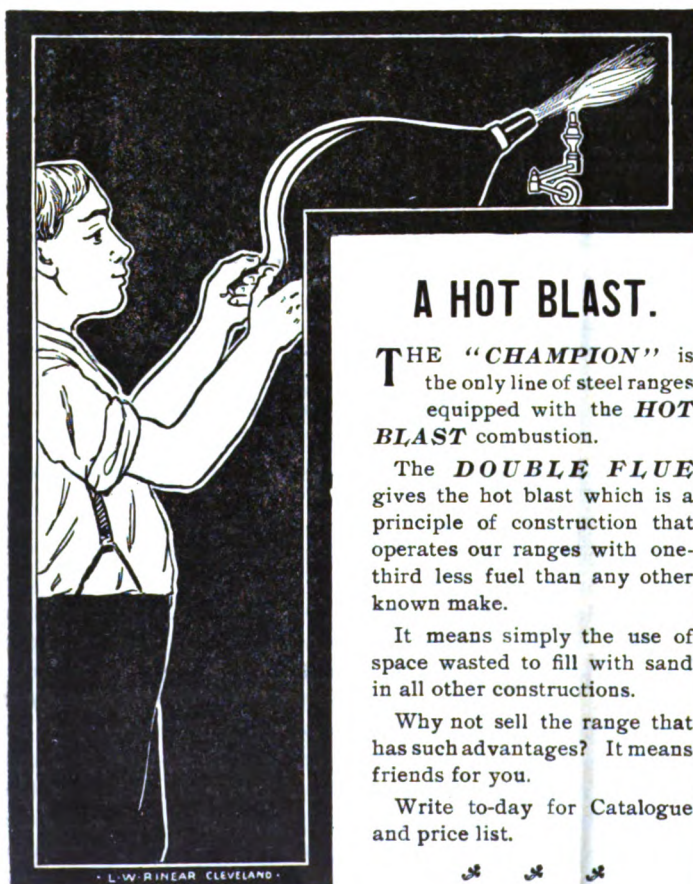
MANUFACTURED ONLY BY  
**E. C. ATKINS & CO.,** Manufacturers.  
 INDIANAPOLIS, IND.

Memphis, Tenn.

Minneapolis, Minn.

Atlanta, Ga.

Portland, Ore.



## A HOT BLAST.

THE "CHAMPION" is the only line of steel ranges equipped with the **HOT BLAST** combustion.

The **DOUBLE FLUE** gives the hot blast which is a principle of construction that operates our ranges with one-third less fuel than any other known make.

It means simply the use of space wasted to fill with sand in all other constructions.

Why not sell the range that has such advantages? It means friends for you.

Write to-day for Catalogue and price list.

**CHAMPION STEEL RANGE CO.**  
 CLEVELAND, O., U. S. A.

## THE "VERMONT" Slide-Adjusting FLY-SCREEN

A new design and a new principle applied to

### Adjustable Window Screens

Will fit any window, large or small.  
 Cheap enough for anyone to buy.  
 Good enough for anyone to use.  
 Neat enough for anyone to see.  
 Profit enough for any dealer to sell.

Here are five good reasons why it should interest every dealer. The sixth and best reason is that it will prove, on its merits,

### The Greatest Seller

and the most popular fly-screen ever made. Write for catalogue. Our name is guarantee of quality, because

**PORTER SCREENS ARE BEST**

**PORTER SCREEN MFG. CO.,**  
 BURLINGTON, VT.



# IT SHINES IN EVERY STATE!

## THE IMPROVED

# Welsbach HYDRO-CARBON Lamp



Helena, Montana, Jan. 29, 1901.  
Give good satisfaction  
ADAMS HEATING-PLUMBING CO.

Spokane, Wash., Nov. 22, 1900.  
Found it an excellent light in every respect.  
DOERR, MITCHELL & CO.

Buffalo, N. Dakota, Dec. 8, 1900.  
I am much pleased with them.  
WILLIAM STORY.

Mound City, S. Dakota, Dec. 8, 1900.  
Like them very much.  
C. E. ECKERT.

Caldwell, Idaho, Nov. 8, 1900.  
I am so well pleased with them, and they give  
such a fine, even light, that I have traded that with  
to buy them.  
J. H. CALLENDER.

Portland, Ore., Jan. 21, 1901.  
We believe this present year will show quite an  
increase in business.  
M. SELLER & CO.

Douglas, Wyoming, May 17, 1901.  
They have all given excellent satisfaction.  
Parties here have tried other kinds of lamps, but  
they soon played out.  
H. S. DATESMAN.

They work perfect, and, although 40 miles  
from railroad, we have as much or more light to  
the square inch as a first class city.  
NEVADA COPPER CO.

Central City, Neb., Oct. 18, 1900.  
All of your lamps in this place are doing  
splendid work.  
A. H. EATON.

Needles, Cal., May 20, 1901.  
In every case the purchasers claim they give  
better satisfaction than any lamp they have ever  
used.  
MONAGHAN & MURPHY.

Salt Lake City, Utah, Feb. 25, 1901.  
The lamps which we have sent out have given  
universal satisfaction.  
THE SALT LAKE HARDWARE CO.

Osage, Ia., Feb. 13, 1901.  
During the last three months I have sold forty-  
three of your lamps. They really sell themselves.  
W. A. SWAIN.

Elgin, New Mexico, Jan. 10, 1901.  
I have never used a lamp that gives such per-  
fect satisfaction.  
J. F. MEERS.

Denver, Col., Feb. 8, 1901.  
The majority of our sales now are to parties  
who are throwing out the inferior lamps.  
FORD GAS REGULATOR CO.

Show Low, Arizona, Nov. 15, 1900.  
The lamp is giving good satisfaction, and I am  
exhibiting it to the public here.  
H. HUNING.

I have the best light in town. Every one who  
comes in my store praises them.  
FRANK DALBY.

Wetworth, Wis., July 23, 1900.  
I am using your lamps and want the agency.  
P. J. PERRING.

Flora, Ind., Dec. 12, 1900.  
We find them equal to the gasolene lamps that  
cost five times more.  
HANNA, BYERLY & CO.

Harrison, Minn., Jan. 14, 1901.  
Every one who sees the lamp thinks it is the  
proper thing, and don't want anything else.  
CHARLES MASTERS.

York, Pa., Feb. 28, 1901.  
All you claim for them. They certainly are a  
great saving institution and ready sellers.  
JOSEPH HOCHBERGER.

Sarasburg, O., Feb. 28, 1901.  
We consider your lamp the best on the market,  
and we have tried a good many of them.  
THE GARVER BROS. CO.

Three Rivers, Mich., Feb. 28, 1901.  
The more I use the lamps the better I like them.  
Wouldn't take double the price paid and go with-  
out.  
C. A. WOOD.

Rushford, N. Y., Dec. 18, 1900.  
They give the best light with the least trouble  
of any now on the market.  
G. H. DAMON.

Jericho Center, Vt., Jan. 18, 1901.  
We like the lamps first rate.  
JORDAN BROTHERS.

Rochester, N. H., March 26, 1901.  
It attracts the attention of everyone, and we  
can sell a large number of them.  
EMERSON & CO.

Skowhegan, Me., Feb. 18, 1901.  
Have the best lighted store in town.  
FRED. H. WING.

Chicopee, Mass., March 26, 1901.  
The lamp sent us has been well tested by us  
and has been found quite satisfactory.  
JOHN D. WHITE, City Treasurer.

Arctic Center, R. I., Nov. 21, 1900.  
We have just received some of your lamps,  
which we know we can sell a big number of.  
PUGH BROTHERS.

Greenwich, Conn., Nov. 1, 1900.  
We are pleased to state that our business is  
improving very rapidly.  
GREENWICH SAFETY LIGHTING CO.

Port Norris, N. J., Feb. 15, 1901.  
All the lamps here have given splendid satis-  
faction.  
BERT. BLANCHARD.

Delaware City, Del., Jan. 28, 1901.  
Would like to have the agency for your lamps.  
E. M. HUGHES.

Brunswick, Md., Feb. 4, 1901.  
They are all O. K.  
THE LOUDOUN DRUG CO.

New Cumberland, W. Va., Oct. 19, 1900.  
A beautiful, clear and steady light. I am cer-  
tainly pleased.  
GEORGE LOCKYER, Mgr.

South Boston, Va., Dec. 7, 1900.  
They give the best light of any light we have  
ever tried.  
FAULKNER & LAWSON DRUG CO.

Henderson, Ky., Nov. 9, 1900.  
They are great things from an economical  
standpoint.  
NORCUTT & MALLORY.

Snow Hill, N. C., Jan. 17, 1901.  
The lamps are just fine.  
G. A. JONES.

Greenville, S. C., March 5, 1901.  
They have given splendid service and parties  
are well pleased with them.  
W. T. ASBURY.

Fort Valley, Ga., Dec. 13, 1900.  
Very satisfactory. We would like you to send us  
as much by freight two more of these same lamps.  
FORT VALLEY HARDWARE CO.

St. Andrews Bay, Fla., Feb. 15, 1901.  
Am in a position to give them unqualified en-  
dorsement.  
L. M. WARE.

Fort Sill, Oklahoma, Oct. 17, 1900.  
I am well pleased with the light.  
SAMUEL STRAUSS.

Hutchinson, Kan., March 11, 1901.  
The Welsbach Lamp is a lamp that is O. K.  
and does not get out of repair.  
RUDESILL & POLLOCK.

Davenport, Tex., Oct. 28, 1900.  
Your lamps have given me more satisfaction  
than any other lamp I ever had.  
R. J. MOTSCH & CO.

Holly Grove, Ark., Oct. 31, 1900.  
We are pleased with your lamp, and will put in  
several more of them.  
ATKINS & RENFRO.

Unionville, Mo., Feb. 21, 1901.  
I think they are the finest thing I ever saw.  
C. A. HAYS.

Collinston, La., Dec. 12, 1900.  
We have been using your lamps and are well  
pleased with them.  
VALLEY MERC. CO., Ltd.

Jasper, Ala., Oct. 20, 1900.  
Am doing a nice big trade on your lamps, which  
are the only successful ones I ever handled.  
W. H. STRIBLING.

Ridgely, Tenn., Dec. 11, 1900.  
The lamps are grand. They are eminently  
satisfactory, as they are steady and bright.  
RIDGETOP SUPPLY CO.

Dublin, Miss., Nov. 12, 1900.  
The lamp is all I could expect.  
T. W. RENFRO.

## "Cheaper than a Candle"

Gives a light equal to

**100 candles for 5 hours for one cent**

EVERY LAMP FULLY GUARANTEED

WRITE FOR ILLUSTRATED CATALOGUE AND TRADE DISCOUNTS

# Welsbach Company

Home Office and Factory  
GLOUCESTER, N. J.

Branch Offices

Chicago Office  
68-70 WABASH AVE.

BALTIMORE  
BOSTON  
BUFFALO

CINCINNATI  
CLEVELAND  
COLUMBUS

DETROIT  
NEW YORK  
PHILADELPHIA

PITTSBURGH  
ROCHESTER  
ST. PAUL

SAN FRANCISCO  
WASHINGTON

## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### Incorporations, New Stores, etc.

Allentown, Pa.—Ritter & Miller, lately clerks in the Coplay store of Person, Riegel & Co., will open a Hardware store at 327 Hamilton Street under the firm name of Ritter & Miller.

Bennettsville, S. C.—The Excelsior Hardware Co. is opening up a large stock of goods preparatory to supplying the Fall trade. This enterprise is under the management of R. J. Patterson, Jr.

Bismarck, N. D.—A. B. Marshall will establish an exclusive Hardware store at Washburn.

Columbus, O.—A Columbus incorporation recently authorized is that of the Dean Hardware Co. The corporation is capitalized at \$10,000 and the incorporators are E. S. Dean, W. O. Watson, H. R. Huggett, C. H. Kellstadt and J. J. Kinsell.

Fitzgerald, Ga.—D. M. Da Lee and others have incorporated Da Lee-Johnson Hardware Co., with capital stock of \$10,000.

Houston, Tex.—Ewing-Saigling Hardware Co. Capital stock, \$40,000.

Knoxville, Tenn.—The firm of Beaver Bros., merchants here, will open a large Hardware store at La Follette, Tenn.

Madison, Wis.—Stephenson & Studeman, 401 West Gilman Street.

Manhattan, Ill.—C. K. Small and H. H. Lichtenwalter have formed a partnership and opened up a Hardware store in the building formerly owned by G. H. Zinser. Mr. Smalley was the purchaser of the stock of Mr. Zinser.

Mobile, Ala.—Articles of incorporation have been filed in the probate court by N. R. Clarke, L. C. Dorgan, Jr., and T. O. Goodbrad, incorporators of the Dorgan-Goodbrad Hardware Co. The capital stock is \$10,000. The store will be located at 71 Dauphin Street, and the company expect to begin business about the middle of September, with a complete stock of new goods.

Mobile, Ala.—Mobile Hardware Co., 58 Dauphin Street. The officers of this company are: G. M. Luce, president; J. A. Lewis, vice-president; J. Holcombe Quill, secretary and treasurer; G. P. Martin, manager. Messrs. Quill and Martin will have the immediate management of the business.

Muskogee, I. T.—E. R. Durfey, who will soon open a Hardware store at this place, has returned from Kansas City where he bought a large and well selected stock.

Plevna, Kan.—Abbott & Hinshaw are erecting a large building for Hardware.

Portland, Ore.—The Pier Hardware Co. will engage in the Hardware business and deal in general merchandise, with a capital fixed at \$25,000, and with headquarters in Portland. S. C. Pier, S. C. Pier, Jr., and A. E. Pier are the incorporators.

Renton, Wash.—Robert Wood has purchased the old Custer property, one of the

first pioneer places in the State. He has erected a large building for a Hardware store.

Ripon, Wis.—The Ripon Hardware Co. has been organized as a State corporation. The principal stockholders are Ed. Koppin, C. H. Dodge and W. B. Nason, all Ripon young men.

Rockmart, Ga.—G. F. Morgan will begin the erection of a stone building on the lot where his old building was burned some time ago, and establish a Hardware business in connection with his son, Barkley, who has been connected with the Nixon & Terhune Hardware Co., of Rome.

Tomahawk, Wis.—The Northern Hardware Co., capital, \$30,000; William H. Bradley, Wallace G. Collins and William T. Bradley.

Youngstown, O.—It is reported that Auditor William R. Leonard and Charles Wilkins will organize a company with a capital of \$40,000 to engage in the Hardware business in this city. A large amount of the capital has already been subscribed and the matter has progressed so far that a site for the new store has already been secured. The promoters of the new company have secured a lease on the Powers property on East Federal Street. The lease is for fifteen years with a privilege of purchasing at the termination of the lease.

### Changes and Improvements.

Blaine, Me.—G. W. Young has sold his stock of Hardware to Frank Russell. Mr. Russell has rented the old Chandler store to which he will soon move his stock.

Bellaire, Mich.—F. D. Flye is having new foundation walls constructed for the erection of a new two-story brick block to take the place of his Hardware building recently burned.

Bessemer, Ala.—J. R. Day, who has conducted a Hardware establishment in the Jenkins block for a year past, has sold out to the J. A. Lewis Hardware Co.

Crowley, La.—The brick work on A. Jumonville's new building on the avenue has been completed. Jumonville will move his Hardware store from the present location into the new quarters in a short time.

Gainesville, Tex.—Cleaves & Son are moving their implement and Hardware store to the southeast corner of the square. They will front the square and South Dixon Street, occupying two large rooms on the ground floor and rooms upstairs.

Grafton, Ill.—John N. Eastman & Co. have fitted up an additional room to their store and stocked it with Hardware and tinware.

Guthrie, Okla.—Witter Bros. will occupy the east half of the new building which Scott Cooper is putting up on East Oklahoma Avenue with their Hardware and grocery departments as soon as the building can be fitted for them.

Houston, Tex.—H. H. Holtkamp has sold

his Hardware business at 313 Travis Street to the Houston Hardware Co.

Ishpeming, Mich.—The headquarters of the E. E. Swift Hardware Co., established here 20 years ago, will be moved Sept. 1 to Houghton, where a branch was established recently.

Johnstown, N. Y.—Frank Miller is about to make some extensive improvements in his Hardware store on West Main Street, and operations have already begun.

Mt. Pleasant, Pa.—James K. Husband is again back to the Hardware business at his old Main Street stand, having bought out his former partner, Samuel Schenck.

Omro, Wis.—Root Brothers have begun moving their Hardware stock into their commodious new building on Water Street. The building is a two-story brick structure. The first floor is used as a salesroom, the second story being used for a shop and for storerooms. A large freight elevator has been put in to facilitate using the second floor as a storeroom.

Pottstown, Pa.—A five-story Hardware store will be erected by the Fegely estate on the site of the Potts colonial mansion in Pottstown.

Poughkeepsie, N. Y.—The Hardware business which has been conducted by Charles E. Schou for a number of years, has been purchased by Elias Van Benschoten, and will in the future be known as the Van Benschoten Hardware Co.

St. Louis, Mo.—Reincorporation papers have been filed by the Simmons Hardware Co., of St. Louis, with capital of \$4,500,000.

Waitsfield, Vt.—F. J. Eaton, of the firm of Eaton & Savage, has sold out his interest in the business to O. M. Eaton. The business (stoves, tin, Hardware and general merchandise) will be continued at the old stand, under the same firm name, Eaton & Savage.

Westmoreland, Kan.—A. H. Reed has bought the interest of his partner, W. E. Sweet, in the Hardware business.

Whitman, Mass.—E. E. Bassett has added a line of Hardware to his paint business and is now engaged in both lines of business.

### Embarrassments.

Shippensburg, Pa.—William A. Cox, for many years the leading Hardware merchant of Shippensburg, has made an assignment for the benefit of creditors.

### Burglaries.

Bristol, Tenn.—Jas. W. Mort. Pistols, etc.

Gardiner, Me.—Cross & Robinson. Loss, \$400.

Paducah, Ky.—Geo. O. Hart & Sons. Loss, \$300.

Pottstown, Pa.—Van Buskirk Bros. Loss, \$100.

Punxatawney, Pa.—Punxatawney Hardware Co. Loss, \$200.

Schuylkill Haven, Pa.—Sausser Bros. Loss, \$50.



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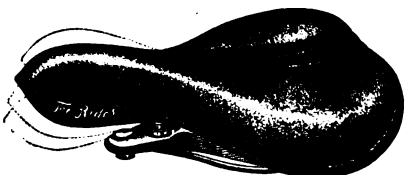
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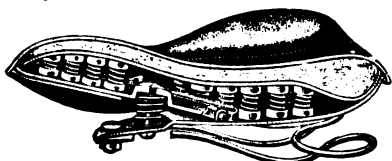


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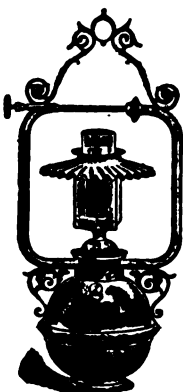
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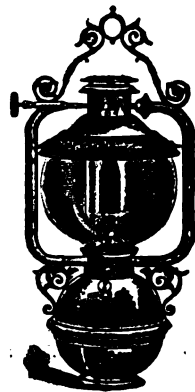
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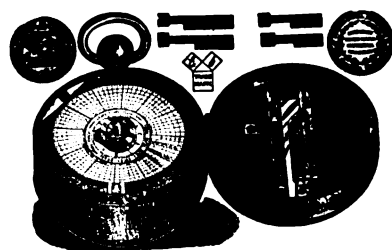
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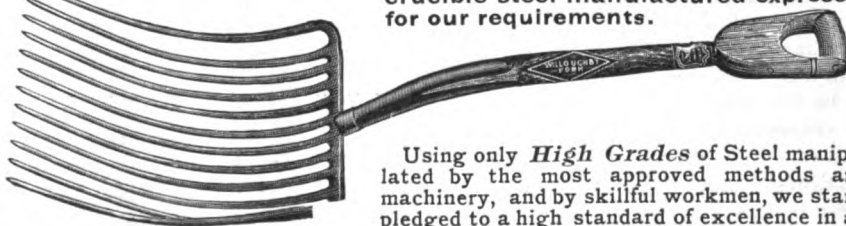
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## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Incorporations, Etc.

Brooklyn, N. Y.—Vacuum Pulley Covering Co. To manufacture and sell cement for the covering of pulleys. Capital, \$25,000, and directors: Thomas W. Bollars, Jr., of Glen Cove; Adam Kessel, Jr., Charles D. Sternfels, of Manhattan.

Buffalo, N. Y.—Pressed Steel Rake Co. Capital, \$10,000, and directors: Charles H. Kellogg, George S. Kellogg and Edmund Patyka, of Buffalo.

Cleveland, O.—The Cleveland Pulley Co., of this city, has been incorporated at Columbus. The company will manufacture and sell pulleys of all kinds, and carry on a general business in Hardware and iron, steel and wooden implements. The incorporators are A. L. Moore, C. A. Babcock, Robert Deming, A. C. Yates and H. A. Ernsworth. The capital stock is \$50,000.

Cumberland, Md.—The Maryland Shovel and Tool Works Co., of Frederick County, has been incorporated. The incorporators are Francis Albert, Charles R. Yohn, William W. Albert and Francis Augustus Albert, of Baltimore; Jacob Smith, of Rohersville, Md.; Thomas H. Rose, of New York; George W. Biser, Henry M. Ruppenthall and Gregory Ruppenthall, of Berkeley Springs, W. Va.; William F. Steiner, Jacob Rohrbach and George T. Steiner, of Frederick County. The corporation is formed for the purpose of manufacturing shovels, forks and other agricultural implements. The plant will be located at Steiner's Mills, near Jefferson, Frederick County. The capital stock is \$50,000. The company organized and elected George W. Biser, president; William F. Steiner, vice-president; William W. Albert, secretary, and George T. Steiner, treasurer; Francis Augustus Albert as general manager. The company will erect a large plant, which will be operated by water power.

Hartford, Conn.—The Hartford Foundry Corporation has filed a certificate of incorporation with the State Secretary to do a general foundry business for producing, selling and dealing in castings of all kinds from iron, steel, copper, bronze, composition, brass and other metals, including the manufacturing of the castings into machinery, tools, Hardware, etc., and selling, erecting and installing the same, and to do all things appertaining to the conduct and management of the business. The capital stock will be \$100,000, divided into 1,000 shares. The corporation will commence business with a capital of \$73,000. The incorporators are Ernest Cady, John W. Conway and Ernest H. Cady, all of Hartford.

Hartford, Conn.—A certificate of incorporation of the Leader Mfg. Co. has been filed with the Secretary of State. The corporation is organized to manufacture and

deal in machinery, tools and general Hardware. The capital stock is \$25,000. The subscribers are Milton S. Tracy, J. Frank Robinson and David W. Williams, all of Glastonbury, and Edward J. Noble, of Hartford.

Jersey City, N. J.—The American Wire Washer Co. Principal office, Corporation Trust Co. Building, 15 Exchange Place. Objects, to manufacture washers from wire; capital, \$500,000. Incorporators: Herbert C. Hart, J. Hardy Krigler and Paul W. Ryder.

Pittsburgh, Pa.—The Manown 88-acre farm, opposite Monongahela, has been purchased in the interest of the Pittsburgh Wire and Steel Co., newly organized, for \$34,000. The company, which is composed of Alexander Dempster, Thomas Walker, Lieutenant Thomas W. Fitch, John W. Garland and Robert Garland, will apply for a charter, with a capital stock of \$2,000,000.

### Changes and Improvements.

Phelps, N. Y.—G. H. Parmalee has sold his plow works complete to Marshall King, of Orleans. Mr. Parmalee continues the business until January 12, 1902.

Philadelphia, Pa.—The trustee of the bondholders of the old Cumberland Nail and Iron Co. has sold all of the nail mill machinery, and it is being shipped from Bridgeton. Pipe will be the principal manufacture of the concern in the future.

### Recent Fires.

Charlestown, Mass.—There was a small fire recently in the refrigerator manufactory of A. D. Hall & Son, on Spice Street.

Chicago, Ill.—The plant of the Northwestern Ladder Works, at 2967 La Salle Street, has been destroyed by fire, which originated in the engine room of the ladder factory. The property loss is not entirely covered by insurance.

Clarksville, Tenn.—The stove factory of N. R. Horn at Seg. this county, has been destroyed by fire, the origin of which being unknown. The loss was \$2,000, with no insurance.

Dayton, O.—Fire has destroyed the machine room, foundry and storage room of the Gem City Stove Works. The loss is estimated at \$60,000.

Grand Rapids, Mich.—The plant of the Michigan Barrel Co., manufacturers of refrigerators, has been entirely consumed by fire.

Toledo, O.—The firemen were called recently to the Zeigler Filter Co.'s plant, at 2521 Broadway. The damage to the building is \$500 and to the contents \$1,500. The cause of the fire is not known.

### Embarrassments.

Cleveland, O.—Application has been made for a receiver for the Danielson Machine & Tool Co. It was incorporated in March, 1899, with a claimed paid in capital of \$20,000.

Fort Wayne, Ind.—Judge Aiken, on the application of W. E. Mossman et al, has

appointed the Fort Wayne Trust Co. receiver for the Volute Nut Lock Co.

New York, N. Y.—Philip A. Phillipson, doing business as the Neptune Mfg. & Supply Co., at 116 Pearl Street, sheet iron worker and dealer in cabin stoves and utensils has made an assignment to John H. Repper.

### Miscellaneous.

Beaver, Pa.—The annual meeting of the stockholders of the Olive Stove Works Co. was held at the office of the company at Rochester recently. The annual election of officers resulted in the re-election of the old officers and board of directors, as follows: President, William Moulds; Secretary and Treasurer, John R. Eakin; Directors, William Moulds, John R. Eakin, J. M. Eaken, J. J. Hoffman, Stanton Woods and John W. Dowell.

Meriden, Conn.—At the annual meeting of the Meriden Cutlery Co., the following directors were elected: A. L. Collins, Walter Hubbard, A. Chamberlain, John L. Billard, F. P. Wilcox, New York; J. M. Gildersleeve, New York; H. A. Curtiss and C. L. Rockwell. Mr. Rockwell succeeds the late John Allen, of Baybrook, who died about a month ago. The following officers were re-elected: President, A. L. Collins; treasurer, G. M. Howell; secretary, H. A. Curtiss.

Terryville, Conn.—At the annual meeting of the Eagle Lock Co., the following directors were elected: M. C. Ogden, New York; R. J. Plumb, Terryville; H. B. Plumb, Brooklyn, N. Y.; J. A. Carter, Geneva, O.; H. L. Bach and F. P. Wilcox, New York, and W. B. Woodruff, Thomaston, Conn. Subsequently the directors elected the following officers: President, M. C. Ogden; treasurer, R. J. Plumb; secretary, H. B. Plumb.

White Plains, N. Y.—At the annual meeting of the stockholders of the Russell, Burdsall & Ward Bolt and Nut Co., of Port Chester, the following were elected directors for the ensuing year: William L. Ward, Robert W. Parsons, Samuel Comly, Richard H. Burdsall, Elwood Burdsall, Walter S. Comly, William N. Cromwell, Howard E. Marshall and Charles Eldredge.

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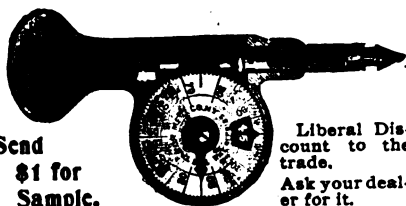
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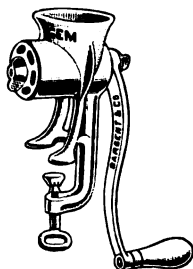
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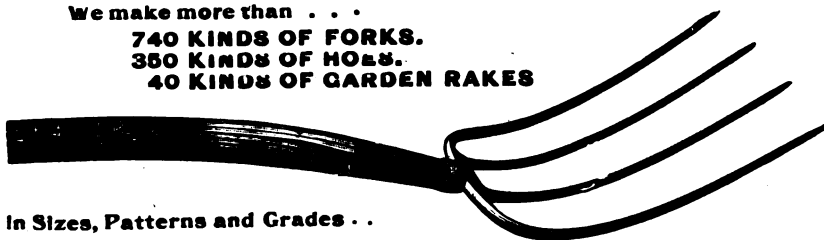
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power, and because the merchant more  
and more feels the necessity of getting  
out of the space used full value for  
what he paid for it.

## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Elgin, Ill.—Fauber Mfg. Co. has been incorporated with \$350,000 capital. Incorporators: W. H. Fauber, Frank A. Burgess and Henry W. Norton.

Herkimer, N. Y.—At a meeting held here recently, organization was completed in the formation of the Atlas Gun Co., the preliminary steps towards which were taken at a previous meeting. The purpose of the corporation is the manufacture of the Atlas air gun, now being made by G. W. Warren at the gun factory in North Ilion, and the manufacture also of revolvers, rifles and novelties. The capital stock of the company is \$18,000 and the stockholders and directors are as follows: County Clerk D. M. Richardson, Dr. Cyrus Ray, County Judge L. R. Devendorf, W. I. Taber, H. G. Munger, C. S. Munger and A. T. Smith, of Herkimer, and G. W. Warren, of Ilion.

New York, N. Y.—Hydra Mfg. Agency has been incorporated with \$50,000 capital. Directors: Ernest J. Willis, John F. Hollingsworth and Charles D. Cole, all of New York.

Springfield, Mass.—The plans are now practically completed for the manufacture in this city of the new motor bicycles, the first of which was completed by Oscar Hedstrom for the Hendee Mfg. Co. last Spring. The plan is to increase the capitalization of the Hendee Mfg. Co. from \$5,000 to \$35,000. George M. Hendee will retain shares in the new company to the amount of \$20,000, the \$15,000 additional to the original stock being allowed Mr. Hendee as payment for his

equity rights in the patents, patterns and models of the new motor-cycle.

### Changes and Improvements.

Adams, Mass.—The firm of Curran & Powers, bicycle dealers, has dissolved partnership, Mr. Curran having purchased Mr. Powers' interest.

Ashland, Pa.—The Shenandoah Powder Co. is enlarging their plant in the Catawissa Valley. A new engine will be installed and the capacity of the plant will be 3,000 kegs of manufactured powder per week.

Binghamton, N. Y.—A meeting of the directors of the Sectional Pneumatic Tire Co. was held recently in the office of H. J. Gaylord. When the company was organized it was intended to have its tires made by contract and put on the market by the company. Last evening it was decided to get into larger and better quarters and install machinery for the manufacture of the tires here. This means an outlay of considerable money, but when the plans are completed the plant will furnish employment for at least a hundred skilled hands.

Cleveland, O.—At the headquarters of the Shelby Tube Co., in this city, President Boynton confirmed the statement that the concern had passed into the control of the United States Steel Corporation. The tube company is capitalized at \$13,000,000, of which \$5,000,000 is in preferred and \$8,000,000 in common stock.

Greenwich, Conn.—C. J. Ferris has moved his bicycle business into the store recently occupied by Adam Zink, who has moved to Stamford.

Hartford, Conn.—The Hartford Rubber Works has taken over the business of the manufacture of the Dunlop tires, which

have heretofore been made at Belleville, N. J. The result of the transfer will be to largely increase the work and the force of employees of the local concern, as the Dunlop works employed a large force of men.

Lancaster, N. H.—Beach & Parks succeeds Beach & Sons.

New Haven, Conn.—The Winchester Repeating Arms Co. are erecting several powder houses, a storehouse and other buildings at their powder farm in Hamden.

Pittsfield, Mass.—W. J. Devall has removed to Burns's Block.

Port Jervis, N. Y.—Louis De Berhle succeeds Peter Rutan.

Reading, Pa.—The Acme plant of the American Bicycle Co., in this city, has been abandoned by the trust, and the machinery is being shipped to the Crawford Works, at Hagerstown, Md.

Wellsboro, Pa.—W. E. Champaign succeeds J. W. Butts.

Wilmington, Del.—Albert E. McDaniel and Leonard D. Kemp, bicycle dealers, Market Street, above Tenth, have dissolved partnership. The business will be continued by Mr. McDaniel.

### Recent Burglaries.

Gardiner, Me.—Cross & Robinson. Loss, \$400.

### Recent Fires.

Alton, N. Y.—Fire has destroyed the bicycle shop of I. D. Legg, the cause of the fire being a mystery.

### Miscellaneous.

Wheeling, W. Va.—The Hollenbeck Gun Co., which is getting its factory into working shape as fast as possible, will hardly be in a position to turn out any guns before October. The company has been installing new machinery as fast as received.

## HARDWARE MANUFACTURERS RECORD. Continued.

### Changes and Improvements.

Fair Haven, Mass.—The Atlas Tack Co. has decided to build an addition, 40 feet long and three stories high upon the east end of the new tack mill now under construction. The new structure will then be 663 by 227 feet. This portion of the building will be reserved for the manufacture of eyelets.

Lansing, Mich.—E. Bement's Sons, of this city, manufacturers of stoves and agricultural implements, filed amended articles of incorporation yesterday, increasing the capital stock from \$500,000 to \$1,250,000.

Leetonia, O.—Work has been commenced on the rebuilding of the Leetonia Boiler and Tool Co.'s plant. The shops are being rebuilt on the site of those recently destroyed by fire.

Peekskill, N. Y.—The Union Stove Works have removed their sheet iron mounting department to their Peekskill

plant. For many years this has been done in their Beekman Street building, New York City.

Portland, Me.—National Tool and Novelty Co., for the purpose of manufacturing, purchasing and dealing in ice tools and other tools and instruments, with \$10,000 capital stock. The officers are: President, G. Sanford Kidder, Boston, Mass.; treasurer, Carleton H. Hutchinson, Boston, Mass.

Reading, Pa.—The Prizer-Painter Stove and Heater Co., of this city, have increased their capital stock from \$200,000 to \$350,000.

Sharon, Pa.—The buildings of the Ellwood City, Pa., Bath Tub Works have been sold to the Pennsylvania Stove Co. The plant will be fitted for the manufacture of cast and wrought iron stoves and ranges. About 200 men will be employed.

Springfield, Mass.—The Globe Wire Works, in which the principal stock is held

by Springfield people, announce plans to erect a two-story building in State Street at a cost of \$14,000. The company will manufacture wire goods and will run its shop on union principles. A competent superintendent has been engaged. William Wallace is the principal stockholder.

St. Louis, Mo.—The St. Louis Steam Forge Works will erect a new building at the foot of Barry Street. A permit calling for a \$10,000 structure has been issued, and it will be mainly of steel. The fire at the plant some time ago turned the owners' thoughts to the advisability of having a fire-proof structure.

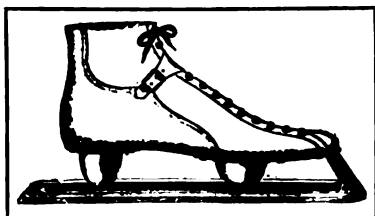
Wilmington, Del.—In the building at Nineteenth and Tatnall Streets, until recently occupied by the American Die and Tool Co., the manufacture of shears shortly will be commenced. Howard T. Wallace and De Haven Morris are chiefly interested in the new concern.



## FISHER TUBE SKATE

*The Latest and Best for  
Racing and Hockey. . .*

As great an improvement in skates as the  
pneumatic tire in bicycles.



HOCKEY MODEL.

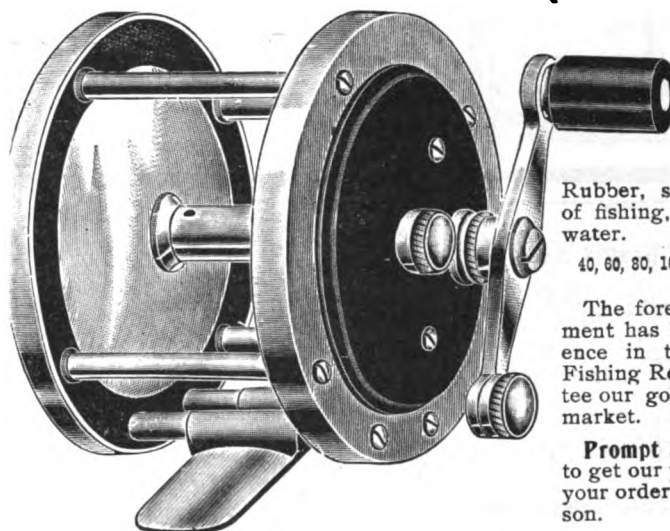
**VERY LIGHT, STRONG & FAST.**

Patented in U. S. and Canada.

MADE BY

**THE CROSBY CO.,**  
BUFFALO, N. Y.

## FISHING REELS.



We are now manu-  
facturing a com-  
plete line including  
all the popular  
styles and sizes:  
Brass, Nickel, Ger-  
man Silver and  
Rubber, suitable for all kinds  
of fishing, either salt or fresh  
water.

40, 60, 80, 100, 150, 200, 250, 300, 350  
Yards.

The foreman of this depart-  
ment has had 25 years experi-  
ence in the manufacture of  
Fishing Reels, and we guaran-  
tee our goods the finest in the  
market.

**Prompt Shipments.** Be sure  
to get our prices before placing  
your orders for the coming sea-  
son.

**THE ENTERPRISE MANUFACTURING CO.,**  
Largest Manufacturers of Fishing Tackle in the United States,  
AKRON, OHIO.

## D. DORENDORF

Successor to C. H. LILLY.

Manufacturer of Copper Weather Vanes, Ladders,  
Scaffolding and Clothes Poles, Flags and  
Flag Poles Erected, Gilding in all  
its Branches, Lightning Rods,  
General Rigger.

44 CENTRE STREET, - NEW YORK

## "Bright & Newsy."

Biddle Hardware Co., Philadelphia,  
Pa. [*General Hardware and Bicy-  
cles*]: In season and out, we have  
claimed that the Hardware trade was  
the proper medium for the disposal  
of bicycles and bicycle sundries  
throughout the country, and our opin-  
ion on this point is so well known,  
that it does not seem as if we could  
strengthen it materially by saying it  
again. Of course large cities may be  
able to support a few exclusive bicy-  
cle men, but in the majority of towns  
and cities throughout the country  
the man must have other business  
in order to make it pay. We ap-  
preciate the fact that from the first  
HARDWARE has held the same views,  
and we think they have been fully  
justified by the trend of events.  
HARDWARE is always welcome in our  
office, and its bright and newsy col-  
umns are often a relief amid the cares  
of business.

## GREAT UTILITY--LITTLE COST

DESCRIBES

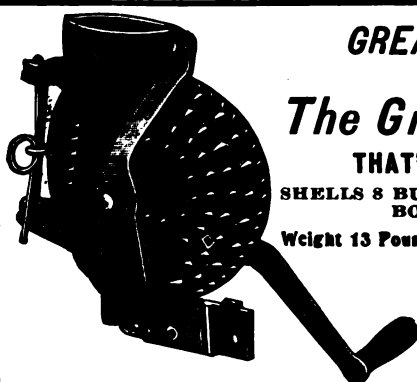
### The Giant Hand Corn Sheller

THAT'S WHY IT'S SO EASY TO SELL IT.

SHELLS 8 BUSHELS PER HOUR, PUTTING THE CORN IN  
BOX OR BAG WITH COBS OUTSIDE.

Weight 13 Pounds.

Liberal Discount to Dealers.



**J. W. DUNHAM & SON,**  
BEREA, O.

## OUR NEW SINGLE SHOT THE WARRIOR AIR RIFLE.

ALL PARTS STEEL,  
NICKEL PLATED.

IF A BOY SEES IT, HE WONT  
BE HAPPY 'TILL HE GETS IT.

HANDSOMELY FINISHED, MADE TO LAST AND A STRONG SHOOTER.

MADE BY

**J. A. DUBUAR MFG. CO.,** Northville, Mich.

## Columbian 1000-Shot Air Rifle.

Patented  
Oct.  
24, 1893.

CHAMPION  
MODEL.

This Air Rifle possesses advantages over all the Air Rifles now  
on the market. The materials used in its construction are  
the best. The appearance and workmanship is far ahead of  
any other Air Rifle made. It has an adjustable sight it shoots stronger  
and more accurate, less liable than any other to get out of order, all  
parts are interchangeable. We think we have the right to claim this as  
the "Champion" of all Air Rifles. List, per doz., Enameled, \$30.00; Full Nickel, \$42.00.

—Write for Discounts to Trade.—

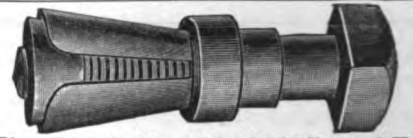
**W. M. G. SMITH & CO., Mfrs.,** 1429 North 21st St., PHILADELPHIA, PA., U. S. A.



GOOD AGENTS WANTED TO SELL



**IRON & WIRE FENCING**  
FOR ALL PURPOSES  
115 S. Senate Ave. Indianapolis, Ind.

**ROBERT MURRAY.**24 Duane St.,  
New York City.**General Hardware**Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.

**The POSITIVE EXPANSION BOLT.**  
D. C. SEAMAN & CO.,  
1688 Hutchinson Street, Philadelphia, Pa.

For Sale by  
NEAL & BRINKER, 18 Warren St., N. Y.  
JOHN SIMMONS CO., 110 Centre St., N. Y.  
SOMERS, FITLER & CLARKE, 323 Water St., Pittsburgh, Pa.  
— SEND FOR PRICE LIST. —

**Prison, House and Stable Work;**JOIST  
HANGERS;  
LAWN  
FURNITURE;  
FENCING, ETC.

**VAN DORN IRON WORKS CO.,**  
CLEVELAND, OHIO.

**RIVETS and WIRE NAILS.**

**C. C. & E. P. TOWNSEND,**  
New Brighton, Penn.

**HAYES FILE CO.** Established 1870.  
DETROIT, MICH.



Now in our new plant with greatly in-  
creased capacity.  
We manufacture everything in Files.

**ADAM'S STEEL & WIRE WORKS,**

Wire Fencing,  
Ornamental Steel  
Fencing,  
Window Guards,  
Wire Signs,  
Jail Work, etc.



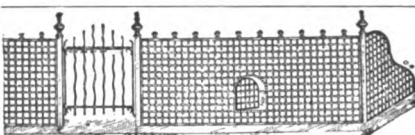
Send for Catalogue.

**W. J. ADAM, JOLIET, ILLINOIS.**

**SHEARS,** Steel Laid and Hard Cast, in great variety. Nail  
Pullers, Screw Drivers, Pliers, Wire Cutters, etc. Meta  
Goods of any kind to order on large contracts.



**The Bridgeport Mfg. Co.,**  
Admiral Street, Bridgeport, Conn.



**J. E. BOLLES IRON AND WIRE WORKS**  
DETROIT, MICH.

Back Railings, Elevator Enclosures and Cars,  
Grills, Electro Bronze Work, Architectural  
and Builders' Iron Work, etc.

Send for Catalogue and mention this paper.



Decided improvement. Less friction. Can be  
changed from a roller to a three-wheel cutter.  
Extra wheels in the handle. Send for catalog.

**TRIMONT MFG. CO., Roxbury, Mass., U.S.A.****J. A. COCHRANE, CLEVELAND, O.**

Write us for prices on

**Roofing Cement,  
Roofing Paint, &c.**

**J. L. PERKINS & CO.,**  
239 Lake Street,  
CHICAGO.

When you write to firms  
advertised in our columns,  
please mention the fact that  
you found their address in our  
paper. This will prove of  
mutual benefit.

**Hardwaremen's Exchange.**

Notices of **HELP WANTED** or **SITUATIONS WANTED** will  
be inserted in this column free of charge. Should not exceed  
Four Lines.

**ALL OTHER NOTICES,** twenty-five cents per line.

**Help Wanted.**

**TRAVELING SALESMAN.**—Of practical experience. State what  
territory covered, what class of trade solicited, and how much road  
experience. A good opening for right party. Reference from past  
connections desired. Address Manufacturers, care of Carrier 14, Can-  
ton, Ohio. 251

**Situations Wanted.**

**A FIRST-CLASS ACCOUNTANT,** book-keeper and cashier, under-  
standing matters of finance and office work in every particular,  
desires to connect himself with some prominent house, or corporation,  
where integrity and strict attention to business would meet with fair  
compensation. Address R. D. FIELD, care HARDWARE, 275 Broadway,  
New York. 142

**BLACKSMITHING.**—Young man, 19, would like to learn black-  
smithing. Address James White, 159 Chrystie Street, New York. 217

**BUYER, MANAGER OR SALESMAN.**—A gentleman of 38 with  
a creditable business career of 20 years in Hardware, House Fur-  
nishing, Paints, etc., seeks position. Address S. F., care HARDWARE,  
275 Broadway, New York. 165

**Situations Wanted.**

**BOOKKEEPING AND GENERAL OFFICE WORK.**—Young  
man, with a thorough knowledge of French and German,  
and English as well, thoroughly acquainted with foreign trade,  
bookkeeping and general office work, six years' experience in  
machinery and Hardware business in France and Germany,  
desires position. Address M. E. S., care HARDWARE, 275 Broad-  
way, New York. 218

**BOOKKEEPER AND SIGN WRITER**—Man, 32 years of age,  
with nine years' practical experience in retail Hardware as clerk  
and buyer. A double entry bookkeeper and sign writer, wants like  
position. First class reference. Address S., care HARDWARE, 275  
Broadway, New York. 197

**ENGINEERING SALESMAN** wants to make connection with A1  
house, and travel in New York City and State; has good circle of  
acquaintances and will work for reasonable terms while developing busi-  
ness; good references. Address E. L. I., care HARDWARE, 275 Broad-  
way, New York. 168

**EXPERIENCED BOOKKEEPER** is open for engagement. Has  
knowledge of general office work; also Hardware and Gas business.  
Address BOOKKEEPER, 55 Dupont Place, Johnstown, Pa. 190

**EXPERIENCED ENGINEER** and estimator in machinery, steam  
heating and general iron work, and having acquaintance with archi-  
tects and builders of Greater New York, would like to take position with  
concern doing structural steel building work, doing outside work, solicit-  
ing, superintending, etc., to get more perfect knowledge of estimating,  
etc. Good references. Small salary only expected at start. Address  
D. EDWARDS, 441 W. 51st Street, New York. 189

**EXPERIENCED HARDWARE CLERK.**—Young man 27 years  
of age desires position with Hardware firm. Twelve years ex-  
perience as clerk and salesman, both retail and wholesale. Salary mod-  
erate. Address H. T. B., care HARDWARE, 275 Broadway, New  
York. 250

## Situations Wanted.

**FACTORY SUPERINTENDENT**—A position as superintendent by a young man with a long experience and up to date methods for manufacturing Hardware wire and sheet metal novelties; can also design tools and dies. Address "H," care HARDWARE, 275 Broadway, New York. 245

**FOREMAN**.—Experienced in stock, packing and shipping departments of manufacturing concern. Can give good references. Address F. P. R., care HARDWARE, 275 Broadway, N. Y. 235

**FOREMAN OR TIMEKEEPER**—Situation wanted by a man (32) as foreman or timekeeper. A hustler; can handle any kind of help; thoroughly posted on piece work system; 12 years' reference from last place. Address J. H. L., care HARDWARE, 275 Broadway, New York 200

**HARDWARE ASSISTANT**—Young man, now as assistant buyer by well-known Hardware concern, desires position in same or similar capacity where there is room for advancement. Address R. S., care HARDWARE, 275 Broadway, New York. 230

**HARDWARE CLERK OR SALESMAN**—Situation wanted in retail Hardware store. An all-around man; ten years' experience. Address C. E. F., care HARDWARE, 275 Broadway, New York. 101

**HARDWARE SALESMAN OR BUYER**.—Young man desires position as salesman or buyer. Seven years' experience in importing and jobbing Hardware house. First class reference furnished. Address V., care HARDWARE, 275 Broadway, New York. 211

**HARDWARE SALESMAN** of 14 years' successful experience, as direct representative for leading manufacturer to jobbers throughout the country, will be open for engagement after January 1. Highest references. Address SALARY, care HARDWARE, 275 Broadway, New York 100

**HARDWARE SALESMAN**—German, to visit the retail trade in city and nearby towns. Commission or salary and commission. Address George Burkner, 227 E. 87th Street, New York. 216

**HARDWARE CLERK**—A man who has been in both wholesale and retail business wants position where he can make himself useful. Address J. W. R., care HARDWARE, 275 Broadway, New York. 243

**HARDWARE CLERK**.—Wanted by a young man with experience, position as clerk in Hardware store. Has also had three years' experience at plumbing. Willing to work at it part of the time. Address Robert Craig, 77 E. Columbia St., Detroit, Mich. 216

**LACQUERER**—Thoroughly experienced in lacquering and the manufacturing of lacquers of all kinds, desires a position and can furnish the best of references. Address G. A. W., care HARDWARE, 275 Broadway, New York. 218

**MACHINERY SALESMAN**.—Experienced man wants to represent special or general machinery and supplies, to establish New York office, or travel and install. Address EDWARDS, care H. Mfg. Co., 121 Front Street, New York. 193

**MANAGER OR SALESMAN**—Position as manager or salesman of Hardware store by man of 31 years, having had thorough experience. Address EXPERIENCE, care HARDWARE, 275 Broadway, New York. 202

**PAINT AND WALL PAPER SALESMAN**—Situation wanted by a young married man, perfectly familiar with the details of the paint and wall paper trade. Address or call. CHARLES P. LUNDQUIST, 83 Third Street, Brooklyn, N. Y. 208

**PLUMBER, STEAM AND GAS FITTER**.—Plumber, steam and gas fitter desires work in city or country; first class in all its branches, estimating, etc. Neat mechanic; sober, honest; references. Twenty years' experience. Address JAMES E. USHER, 475 E. 115th Street, New York. 184

**SHIPPING CLERK**—Assistant shipping and stock clerk desires position. Salary \$7 per week. Two years' experience with New York Hardware manufacturer. Honest and reliable. Age 20. Address TOWN, care HARDWARE, 275 Broadway, New York. 185

**SHIPPING CLERK**.—Young man desires position as shipping and receiving clerk. Four years' experience in shipping general Hardware and machinery. Can furnish all references. Address W. E. B., care HARDWARE, 275 Broadway, New York. 192

**STORE MANAGER**.—Position as manager or assistant manager in a retail Hardware store by a young man 21. Has had seven years' experience in Hardware, is thoroughly familiar with jobbers' prices. Would prefer position in a good, lively town in New York or Pennsylvania. At references. For further particulars address MANAGER, Box 106, Little Falls, N. J. 241

**TRAVELING SALESMAN**.—Experienced traveling salesman, 30 years old, and not afraid to work, desires situation with some first class house with an opportunity for advancement. Salary not so much an object as a chance to show right party what he can do. Address F. A. S., care HARDWARE, 275 Broadway, New York. 226

## Side Line Offered.

**TRAVELING SALESMAN**.—A young man, hustler, sober and reliable, would like to represent some manufacturer or well known jobber of cutlery in the States of North and South Carolina and Georgia. Salary no object. Very best of references. Address ROBERT, P. O. Box 262, Raleigh, N. C. 206

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address ARGAND VAPOR LAMP Co., Detroit, Mich. 152

**HARDWARE SALESMEN**.—To handle as a side line our labor-saving device advertised elsewhere in this issue of HARDWARE—Liberal commission to good men. We furnish free to our agents a perfect working model pocket size, which will lift 500 pounds. Address, DRPT. C. RRR MFG Co., Cleveland, Ohio. 2

**SALESMEN WANTED**—Special line of Hardware, liberal commission, few samples well advertised, good sellers, to large and small retail and jobbing trade. State class of trade visited, territory and line now handled. Address R. M. Co., P. O. Box 644, Rochester, N. Y. 249

**TRAVELING SALESMEN**.—Traveling men to handle side line on commission. RAPID RIFLE Co., LTD, Grand Rapids, Mich. 222

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER MFG Co., Davenport, Iowa. 145

## To Let.

**A FINE FIRST LOFT**, 50 x 50 feet, in centre wholesale Hardware district, New York City. Splendid light, freight and passenger elevator; all conveniences. Special terms to desirable tenant. Address STORE, care HARDWARE, 275 Broadway, New York City. 228

## Agency Offered.

**LIVE HARDWAREMEN**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. 2

## Agents Wanted.

**TO SELL THE "NULITE"**, our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT Co., Garden City Block, Chicago, Ill. 116

## Business Opportunity.

**EVEN ONE-HALF INTEREST**, and position of Secretary and Treasurer offered in paying manufacturing plant to some one with \$20,000. Must be willing to devote his time, and have executive ability to help build up big business. Advertiser controls thoroughly established business, of good reputation for product; also several excellent and valuable specialties of unlimited scope. Investigations solicited. Address HALF INTEREST, care HARDWARE, 275 Broadway, New York. 217

## Mail Order Specialties.

**LIGHT HARDWARE SPECIALTIES WANTED** for a mail order business. Address The Mills Co., Cleveland, Ohio. 247





WRITE FOR QUOTATIONS



**TRUNK, BOX AND DOOR HINGES.**  
**BRASS GOODS MANFG. CO.**  
 102 Third St., BROOKLYN, N.Y.  
 MANUFACTURERS OF  
**METAL GOODS IN BRASS, BRONZE AND TIN.**  
 LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.  
**SPECIAL GOODS MADE TO ORDER.**  
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING



**Polygon  
Conductor  
Pipes  
Won't Burst.**

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron. Catalogue and information free.

Address Dept. H,  
 THE  
**AMERICAN STEEL ROOFING CO.**  
 Middletown, O.

## UNDERHILL, CLINCH & CO., GENERAL HARDWARE,

94 and 96 Chambers Street, - NEW YORK.

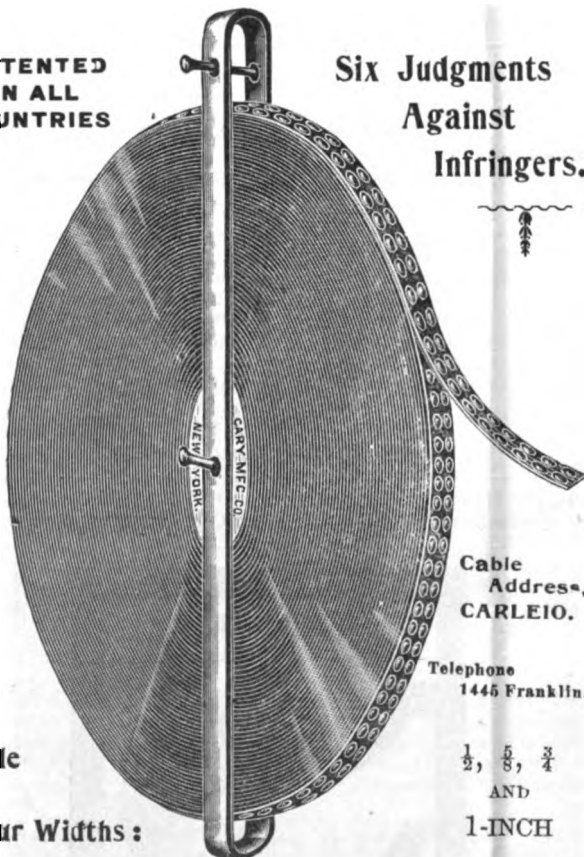
— AGENTS FOR —

**O. Ames & Sons Shovels, Spades and Scoops.**  
**Geneva Tool Co. Hand Agricultural Tools.**

We have the largest stock and assortment of this class of goods in New York City.

SEND FOR CATALOGUES.

## CARY'S UNIVERSAL BOX STRAP.

PATENTED  
IN ALL  
COUNTRIESSix Judgments  
Against  
Infringers.Cable  
Address,  
CARLEIO.Telephone  
1445 Franklin.Made  
in  
Four Widths : $\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
AND  
1-INCH

## CARY MANUFACTURING CO.,

19 and 21 Roosevelt St., New York.



**PERFECTED  
GRANITE  
ROOFING AND  
SIDING**

**THE STANDARD**

Roofing and Siding of America. Sun, Frost, Steam, Gas and Fire Proof. Wears for years without repairs. Millions of feet in use by leading railroads and large manufacturing plants.

**NO DELAY IN SHIPMENT.**

Write for Samples and Catalog.

**The Eastern Granite Roofing Co.,**  
 GERKEN BUILDING,  
 90-92 West Broadway, NEW YORK.

## PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

<b>Adzes—</b>	
House Carpenters, Ogden's	50%
Ship Carpenters	50%
Railroad	50%
<b>Ammunition—</b>	
CAPS, PERCUSSION—\$ 1000—	
U. M. C. Co., trimmed edge	40c
U. M. C. Co., ground edge, heavy	50c
Musket, Waterproof, 1-10's	60c
G. D.	35c
<b>CARTRIDGES—</b>	
Rim Fire Cartridges	50%
Rim Fire Military	15%
Cent. Fire, Pistol and Rifle	25&5%
Cent. Fire, Military and Sport-	ing
Blank Cartridges, 22 cal.	15&5%
Blank Cartridges, 32 cal.	10&5%
Primed Shells and Bullets	15&5%
B. B. Caps, Round Ball	25&10%
B. B. Caps, Con. Ball, Swgd.	net
<b>PRIMERS—</b>	
Berdan Primers	5%
B. L. Caps (for Sturtevant Shells)	5%
All other Primers	10%
<b>SHELLS—</b>	
First quality, 4, 8, 10 and 12 gauge	25%
First quality, 14, 16 and 20 gauge	20%
New Club, New Rival and Climax	33&1%
Primrose Club	15%
Nitro	15%
High Ball	15%
Smokeless	33&10%
Acme	33&10%
Brass Shot Shells, 1st quality	60%
Brass Shot Shells, Club, Rival and	Climax
<b>SHELLS, LOADED—</b>	
"New Club," Black Powder	40&5%
"New Rival," Black Powder	40&5%
"Smokeless" Nitro Powder	40&10&10&5%
"Acme," Dense Nitro Powder	40&10&10&5%
"Trap," Nitro Powder	40&10&10&5%
<b>GUN WADS—\$ 1000—</b>	
B. E., 11 up	\$ .60
B. E., 9 & 10	.70
B. E., 8	.80
B. E., 7	.90
P. E., 11 up	1.00
P. E., 9 & 10	1.25
P. E., 8	1.50
P. E., 7	1.50
<b>SHOT—</b>	
Tatham Bros., List June 11, 1900: \$ bag	
Drop Shot, sizes smaller than B,	25-lb bags
Drop Shot, sizes smaller than B,	5-lb bags
Drop Shot, B and larger sizes,	25-lb bags
Drop Shot, B and larger sizes,	5-lb bags
Buck Shot, 25-lb bags	1.60
Buck Shot, 5-lb bags	.40
Chilled Shot, 25-lb bags	1.60
Chilled Shot, 5-lb bags	.40
Dust Shot, 25-lb bags	2.10
Dust Shot, 5-lb bags	.50
<b>CANISTER POWDER—</b>	
E. I. Du Pont De Nemours & Co.:	
In cases of 25 each	Each
Crystal Grain, Nos. 1, 2, 3 and	4, in canisters of 1 lb.
Eagle Duck Shooting, Nos. 1, 2	and 3, in canisters of 1 lb.
Eagle Duck Shooting, Nos. 1, 2	and 3, in canisters of 1/4 lb.
Eagle Rifle and Superfine Sport-	ing, in canisters of 1 lb.
Du Pont Rifle, Fg, Ffg and	FFFg, in canisters of 1 lb.
Du Pont Rifle, Fg, Ffg and	FFFg, in canisters of 1/4 lb.
Du Pont Rifle, Fg, Ffg and	FFFg, in canisters of 1/4 lb.
<b>KEG POWDER—</b>	
Eagle Duck Shooting, Nos. 1, 2	and 3, in kegs, 25 lb.
Eagle Duck Shooting, Nos. 1,	2 and 3, in kegs, 12 1/2 lb.
Eagle Duck Shooting, Nos. 1, 2	and 3, in kegs, 6 1/4 lb.
Du Pont Rifle, FFFg, Ffg, and	"Sea Shooting" Fg, in kegs,
25 lb.	\$4.00

<b>"Nitro card:</b>	
8	26c
9&10	22c
11 to 20	18c
<b>POWDER—</b>	
King's Smokeless (Shot-gun),	
Kegs (25 lbs bulk)	\$22.00
Half Kegs (12 1/2 lbs bulk)	11.25
Quarter Kegs (6 1/4 lbs bulk)	5.75
Canister (1 lb bulk)	1.00
King's Smokeless (Rifle),	
Half Kegs (12 1/2 lbs bulk)	11.25
Quarter Kegs (6 1/4 lbs bulk)	5.75
Canister (1 lb bulk)	1.00
King's Semi-Smokeless,	
Kegs (25 lbs bulk)	10.00
Half Kegs (12 1/2 lbs bulk)	5.25
Quarter Kegs (6 1/4 lbs bulk)	2.75
1 lb Can, bulk	.50
King's Quick Shot (Black),	
Kegs (25 lbs)	4.00
Half Kegs (12 1/2 lbs)	2.25
Quarter Kegs (6 1/4 lbs)	1.25
1 lb Can (34 in case)	.25
1/4 lb Can (34 in case)	.15
Discounts on application.	
<b>Animal Pokes—</b>	
Iowa Farming Tool Co.:	\$ doz.
Hawkeye	\$3.25
Western	3.75
<b>Anti-Rattlers—</b>	
Fernald, Wire	50&10%
Burton's	50&10%
Gem	60%
Steel Drive	40%
Kohler's:	\$ gro.
Invisible, No. 3	\$6.00
Perfect, No. 2	7.00
Bolt Holder, No. 1	9.00
<b>Anvils—</b>	
American "Horse-Shoe"	94c
Armstrong's Mouse Hole	94c
Cincinnati	25&10%
Eagle Anvil, 10 lb	15&15&5%
Hay Budden, Wrought	84c
Peter Wright's	94c@104c
Samsen	40&10%
Trenton	9c
<b>ANVIL AND VISE COMBINED—</b>	
Cheney Anvil and Vise	40%
Holt's	40&40&10%
Millers Falls (with drill)	\$18.00
<b>Augers and Bits—</b>	
Boring Machine	70%
Com. Auger Bits	60&10&10&70%
Forster Pat. Bits	25%
C. E. Jennings & Co.:	
Double Spur pattern car, No. 30	50%
Nobles Double Spur, No. 32	50&10%
No. 10 Extension Lip	40%
No. 10 Extension Lip Car Bit	40%
Car Bits, No. 10	40%
Car Bits, No. 30	50%
Ring Augers	70%
Jennings' Pattern	50&10%
Snell's Auger and Car Bits	60%
Swan's:	
Jennings' Pattern Auger Bits	50&50&10%
Jennings' Pattern Car	4%
Jennings' Pattern Machine	25%
Russell Jennings' Augers and Bits	25&10&2 1/2%
<b>HOLLOW AUGERS—</b>	
Ames	25&10%
Bonney's Adjustable, No. 4	\$24.00
Cincinnati Nos. 1, 2 and 3	25&10%
Douglass	25&10%
Hibbard's Adjustable	Net prices
Swan's	25&10%
Millers Falls, Goodell	15&7 1/2%
Universal, each \$4.70	20%
<b>EXPANSIVE BITS—</b>	
C. E. Jennings & Co.	33&1%
Clark's small, \$18	50&10%
Clark's large, \$26	50&10%
Ives' Model, \$26	\$80
Swan's	50&10%
<b>DOUBLE CUT GIMLET BITS—</b>	
Common	40&10&50%
Mayhew's Diamond \$ doz.	\$1.25
Swan's	4%
C. E. Jennings & Co.	45%
Ladd's	60&10%
Mayhew's	40&11%
Snell's	40&10%
Snell's Bell Hangers	50%
<b>RIT STOCK DRILLS—</b>	
Cincinnati Tool Co., for wood	40&10%
for metal, 60%	
Cleveland Wood Bits for Brace	50&10%
Detroit	40%
K. & F.	60&10%
Morse	50&10%
Swan's, for wood	40&10%
Syracuse, for wood	40%
<b>TWIST DRILLS—</b>	
Cleveland	60&10%
K. & F. Straight Shank	60&10%
Morse Straight Shank	50&10%
New Process	60&10%
Standard	60&10%
<b>Standard Oil Tube Drills—</b>	
Syracuse	60&10%
W. & B. Diamond	60&5&60&10%
W. & B. Universal Self-Oiling	10%
<b>SHIP AUGERS AND BITS—</b>	
L'Hommedieu's	15&15&10%
Snell's	3&10%
Watrous'	33&1%
<b>Awl and Auger Handles—</b>	
See Handles	
<b>Awls—</b>	
Handled Brad	40&10%
Handled Scratch	40&10%
Patent Peg	50%
Sewing, Com.	88c@51.00
Shouldered Peg	50%
Shouldered Brad	50%
Socket Scratch \$ doz	\$1.00
Stanley Rule & Level	
Handled Brad	30&10%
Patent Pegging	50&50&10%
<b>Awl and Tool Sets—</b>	
Alken's Awls and Tools:	
No. 10, \$ doz.	\$7.50; No. 20, \$ doz.
No. 10, \$ doz.	\$10.00
Brad Sets:	
No. 42, \$10.50; No. 43, \$12.50	70%
Fray's Adj. Tool Hdl., Nos. 1, \$12;	2, \$12; 3, \$12; 4, \$9; 5, \$7.
Ice Awls	50%
Millers Falls Adj. Tool Holders:	
Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18.	15&15&10%
C. E. Jennings & Co.'s Adjustable	
Tool Handles	33&1%
Stanley's Excelsior, No. 1	\$7.50;
No. 2, \$4.00; No. 3, \$3.50	30&10%
<b>Axes—</b>	
First quality, best brands	\$5.50@7.00
First quality, other brands	6.00@6.50
Beveled, add 25c. \$ doz.	
<b>HATCHETS—</b>	
Hunt's Underhill's or Blood's	40&10%
Peck's:	
Champion Blade	45%
Empire Brand	50&10%
D. Simmons & Co.:	
Broad	50&5%
Shingling and Claw	50&5%
Lath, Hunters', etc.	50&5%
M. C. Ogden's:	
Broad	40&10%
Shingling, Claw, etc.	40&10%
Handled Axes	40%
Boys	50%
<b>Axle Grease—</b>	
Dixons' "Everlasting":	
1-lb box	.15
2-lb box	.25
10-lb pail	\$1.30
25-lb keg	2.75
50-lb keg	5.00
<b>Balances—</b>	
Chatillon's:	
Light Class A	40&10%
Circular Balances, Class C	50%
Ice Balances, Class B	50%
Straight Balances, Class A1 and A2	40%
Large Dial, Class D	80%
<b>Balances, Sash—</b>	
Pullman's	50&10&60%
<b>Barn Door Hangers—</b>	
See Hangers.	
<b>Barrel Drainers—</b>	
National	30%
<b>Beef Shavers—</b>	
Enterprise:	
Japanned, each, \$7.50	25&30%
Tinned, each, \$9.00	25&30%
<b>Bells—</b>	
<b>HAND—</b>	
Extra Heavy Brass	60&80&10%
Light Brass	60&10%
Pure Bell Metal	55%
Globe (Cone's Patent)	35%
Silver Chime	35%
White Metal	35&5%
<b>DOOR—</b>	
Trip, Gem	40%
Alarm, Abbe's	40%
Alarm, Yankee	50%
Gong, Abbe's	40%
Gong, Yankee	50%
Lever, R. & E. Mfg. Co.'s	50&10%
Multi-Stroke	45&50%
New Departure	45&50%
<b>cow</b>	
Common Wrought	75%
Kentucky	70&70&10%
Kentucky, Sargent's List	70%
Texas Star	50%
Western, Sargent's List	70%
<b>Bellows—</b>	
Blacksmiths'	60&10&70%
Hand	25&10%
Moulders'	25&10%
<b>Belting, Rubber—</b>	
Boston Belting Co.:	
"Boston"	50%
"Imperial," seamless, stitched	40%

Cleveland Rubber Co.:	Price Each
Buckeye.....	80&10%
Shield High Grade.....	50&10%
War 2 XI.....	40%
Common Standard.....	7&10%
Extra.....	60&10&5%
N. J. Car Spring & Rubber Co.:	
Extra Para.....	40&10%
Reliable.....	50&10%
Staple.....	60&10%
Standard.....	70&10%

**Belting, Stitched Cotton—**

Sphinx Brand.....	60%
Competition Brand.....	70%

**Belt—****ENDLESS THRESHER—**

Four Ply, 6-in. ret.....	4 foot 12c
Four Ply, 7-in. net.....	4 foot 14c
Four Ply, 8-in. net.....	4 foot 16c

**Bench Stops—**

Cincinnati.....	25&10%
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....	40&10%
Seymour Smith & Sons.....	25&10%
Terrell's Nos. 1 and 2, \$3.00; No. 3, \$3.00 1/2 doz.....	25%
Miller's Falls.....	15&10%
Weston's.....	40%

**Bicycle Material—**

BELL—	Price 1/2 Doz.
The Electro, 1 3/4 inch, Electric Stroke.....	\$1.25
The Allen Rotary Tire.....	8.75
The Mossberg No. 1 Chime Tire Bell.....	6.00
The Mossberg No. 2 Chime-Tire Bell.....	4.00
The Mossberg No. 10 Cuckoo Bell, 2 1/2 inch.....	3.25
The Mossberg No. 12 Electric Stroke, 2 1/2 inch.....	5.25
No. 211, Bristol, 1 3/4 inch.....	1.50
No. 212, Bristol, 2 inch.....	1.75
No. 111, Bristol, 1 3/4 inch.....	1.35
No. 112, Bristol, 2 inch.....	1.60
No. E 3, New Departure, 2 1/4 inch, Electric Stroke.....	5.00
No. E 5, New Departure, 2 1/4 inch, Electric Stroke.....	4.50
No. E 7, New Departure, 2 inch, Electric Stroke.....	3.00
No. F 9, New Departure, 1 3/4 inch, Electric Stroke.....	2.50
No. 1017, New Departure, Flag Top, 2 inch, Electric Stroke.....	3.75
No. F 7 1/4, New Departure, 2 inch, Electric Stroke.....	2.65
No. E 9 1/4, New Departure, 1 3/4 inch, Electric Stroke.....	2.2
No. 1015, New Departure, Flag Top, 2 inch, Electric Stroke.....	5.00
No. R 5, New Departure, 2 1/4 inch, Electric Stroke.....	5.25
No. T 9, New Departure Chime-Tire Bell.....	4.30
No. 415, New Departure Push Button Bell, 2 inch.....	4.00
No. 311 P, New Departure Push Bell, 1 3/4 inch.....	2.00
No. 1046, New Departure, 2 inch, Electric Stroke.....	3.75
Handsome Emerald Jewel in Center. No. 1076, New Departure, 2 inch, Electric Stroke Ruby Jeweled Turtle and Embossed Serpent design.....	3.75
No. 1136, New Departure, 2 inch, Electric Stroke. Gulf and Thisle design, embossed and enameled.....	3.50
Blow Torches. The Imperial Gasoline.....	\$2.25
Blow Torches. The Queen Gasoline.....	2.25
Brazing Brushes; best steel wire.....	.35
Brazing Compound—Superior.....	.28
Brazing Compound—Fluxine.....	.28

**BIOTCLE STANDS AND HOLDERS—**

Diamond Folding.....	Price 1/2 Doz.
Haube Wire.....	\$2.75
Eurekas for 5 machines with out signboard.....	\$1.25
Eurekas for 7 machines, with out signboard.....	1.50
Extra for signboard.....	.60
No. 5, Extension, with casters.....	Price Each.
Model D Wall Rack, japanned.....	\$1.60
Model B Wall Rack, japanned.....	2.70

**BUFFERS—HANDLE BAR—**

No. 1, Style M. & W.....	Price 1/2 Doz.
No. 2, Style M. & W.....	.55
Breast Drills, Goodell's, No. 6.....	2.75

**CALIPERS—**

Stevens', inside or outside:	Price Each.
3 inch length.....	.55
4 inch length.....	.45
5 inch length.....	.50
6 inch length.....	.60

**CARRIAGE—**

For all Gas Lamps; best quality only, in 2 lb cans.....	.17
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**CEMENT—**

Eclipse, hard, 1 lb cakes.....	Price 1/2 lb.
Eclipse, 1 1/2 tubes, rim or rub.....	.15
Eclipse, 1 1/2 tubes, rim or rub.....	.25
Eclipse, 1 1/2 tubes, rim or rub.....	.25
Eclipse, 1 1/2 tubes, rim or rub.....	.25
Eclipse, 1 1/2 tubes, rim or rub.....	.45
Krippe, 1 pt. cans, rim or rub.....	1.90

Eclipse, 1 qt. cans, rim or rub.....	Each.
Eclipse, 1 gal. cans, rim or rub.....	1.00
Morgan & Wright small tubes.....	Price 1/2 Doz.
Wood rim or rubber.....	.30

**CARRIERS—**

Lamson No. 1.....	Price 1/2 Doz.
Lamson No. 4 S.....	\$4.50
Lamson No. 4 D.....	7.75
Kalamazoo No. 10.....	9.50
Dexter No. 1.....	4.75

**CHAINS—**

Baldwin, Pattern A, 3-16 or 1/4 inch, 5 ft. long.....	Price Each.
Baldwin, Pattern P, 3-16 or 1/4 inch, 5 ft. long.....	.60
Morse Roller, 3-16 or 1/4 inch, 5 ft. long.....	1.25
Crown Regular, No. 7, 3-16 or 1/4 inch, 5 ft. long.....	2.00
Watch Fob, made of Bicycle Chain.....	.40

**CHAIN LUBRICANT—**

Holdfast in tin cans.....	Price 1/2 Doz.
Pacemaker, brush top.....	.30
Dixon's No. 691.....	.50
M. & W. Slippery Stuff.....	.45

**CONES—**

Hub Cones, ass'd sizes & threads.....	Price 1/2 Doz.
B. & R. Adjustable Cones, all threads in stock.....	.75
Nelson Adjustable Cones, all threads in stock.....	1.00
Nelson Adjustable Cones, all threads in stock.....	2.40

**CRANKS—**

Round, Nickel Plated, 6, 6 1/2, 7 in.....	35c
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**CUPS FOR BEARINGS—**

For Hangers.....	Price each.....
For Hubs.....	Price each.....

**CYCLOMETERS—**

Veeder, 28 in. regular.....	Price 1/2 Doz.
New Departure, for front hub.....	\$6.75
20th Century, regulars.....	5.50

**CRANK KEYS—**

5-16, 11-32 and 3/8 in. sizes, all colors.....	5c
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**ENAMEL—**

1/4 pt. cans, air drying, all colors.....	75c
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**ENAMEL BRUSHES FLAT**

CAMELS HAIR—	1/2 Doz.
3/8 inch wide.....	.85
1/2 inch wide.....	1.00
3/4 inch wide.....	1.15
1 inch wide.....	1.35

**FRAME CLAMPS—**

For attaching saddle to top bar of frame.....	Price Each.
Sidway, 1 1/4 and 1 1/2 inch.....	.25
Chalfout, 1, 1 1/4 and 1 1/2 inch.....	.30

**GRIPS—**

Nickel-Tip Corkaline, 3/8 1/2 and 3/4.....	Price 1/2 Pair.
Composition-Tip Corkaline, all sizes and colors.....	.06
Wood-Tip Leather, all regular sizes.....	.07
Nickel-Tip Leather, all regular sizes.....	.08

**GUARDS & GUARD FITTINGS—**

Regular 3/8 inch rear wheel guard, natural or stained, drilled and eyeleted.....	Price Each.
Regular chain guards to match above.....	.15
Complete sets of fittings for attaching above.....	.10
Complete sets of fittings for attaching above.....	.20

**Blinder Twine—**

White Sisal, 500 ft. to lb.....	8c
Standard, 500 ft. to lb.....	8c
Manila, 600 ft. to lb.....	10c
Pure Manila, 650 ft. to lb.....	11c

**Bit Holders—**

Angular.....	Price 1/2 Doz.
Extension.....	.45
Barber's, 1/2 doz. \$15.00.....	45&60%
Ives', 1/2 doz. \$20.00.....	60&10%

**Bit Stock Drills—**

See Augers and Bits.	
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**Blind Adjusters—**

Domestic, 1/2 doz. \$3.00.....	Price 1/2 Doz.
Excelsior 1/2 doz. \$10.00.....	33 1/3
North's.....	50&10&2%
Zimmerman's.....	10%

**Blind Fastenings and Tenons—**

Austin & Eddy gro. sets.....	Price Each.
Forban's Improved Star Tenon 1/2 gro. \$1.00.....	.25
Holt's Tenons.....	.70
Merriman's Brass Lever 1/2 gr.....	\$15.00
Merriman's Iron Lever 1/2 gr.....	9.00
Millers Falls set \$1.00.....	15&10%
Security Gravity 1/2 gr.....	\$9.00
Washburne's Plate 1/2 gr.....	9.00
Zimmerman's.....	50%

**Blind Hinges—**

See Hinges.	
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**Blocks—**

Chisholm & Moore Crane Load Blocks.....	Price Each.
Cleveland and Block Co. Steel.....	60&10&7%
Eddy's.....	60&10&7%
Hart's Steel.....	50&60&10%
Iron Strapped, Japanned Sheaves.....	7%
Iron Strapped, Lig Vitae Sheaves.....	60%
Rope Strapped, Japan'd Sheaves.....	60&10%
L. V. Sheaves.....	40%

**Lanes:**

Junior, Self Sustaining.....	80%
Pat. Automatic.....	80%
Perfect S' fety.....	80%
Stowell, Novelty Block.....	50&10%
Regular Iron Strapped Blocks.....	60&10&10&70%

**Bolts—****DOOR AND SHUTTER—**

Cast Iron Barrel, Square, &c.....	50&10%
Cast Iron Chain.....	50&10%
Cast Iron Shutter Bolts.....	45&10%
Ives' Patent Door Bolts.....	60&10&15%
Wrought Barrel.....	60&10&15%
Wrought Square.....	60&10&15%
Wrought Shutter, Standard list.....	40&10%
Wrt Sunk Flush, Sargent's list.....	50&50&10%
Wrt Sunk Flush, Stanley's list.....	45&45&10%
Wrt B. K. Flush, Com'n, Stanley's list.....	50&50&15%
Wrought Spring, Sargent's.....	75%

**CARRIAGE, MACHINE, &c.—**

Bolt Ends.....	70&70&7 1/4%
Machine.....	70&70&7 1/4%
Carriage, Common.....	65&10%
Norway Iron, list Oct. '94.....	8%
Phila., Eagle, list June 1, '99.....	80%
Sleigh Shoe.....	85%

**TIRE—**

American Screw Co.:	Price Each.
Bay State, 1 1/4 in, list Dec. 28, '99.....	77 1/4%
Bay State, Fluted.....	77 1/4%
Eagle Phila., list Feb. 26, '99.....	85%
Norway, Phila., list Feb. 26, '99.....	82 1/2%
Common, list Dec. 28, '99.....	75%
Norway, Phila.....	82 1/2%
Portchester, Norway.....	75%

**STOVE AND FLOW—**

Plow.....	60&10%
Stove, list Dec. 28, '99.....	75%

**MISCELLANEOUS—**

Sink.....	75%
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**Bone Mills.**

Enterprise.....	25&30%
Stearns.....	40%

**Borers, Bung.**

Enterprise.....	Price Each.
Each.....	\$1.25, \$1.65, \$2.50
Nos.....	1 2 3

**C. E. Jennings & Co.:**

No. 6.....	40%
No. 10.....	25%

**Borers, Tap—**

Common Ring.....	20&10%
Enterprise.....	25&30%
Ives.....	25&10%

**Boring Machines—**

WITHOUT AUGERS—	Upright.	Angular.
Douglass.....	\$2.75	\$3.38
Jennings.....	8.00	8.75
Millers Falls.....	7.50 15%	8.00
Snell's, Rice's Pat.....	2.75	8.00

**Bow Pins—**

Hotchkiss.....	60&10%
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**Boxes, Mail.**

Heller's.....	40&15%
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**Box Strapping—**

Cary's "Universal," in case lots, 20&10&20&10&10%	
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**Braces—**

Barbers'.....	50&10&60&10%
Barbers' Ratchet.....	60&80&10%
Common Ball American.....	60&60&10%
Ives'.....	60&5%
Barbers'.....	60&5%
Barbers' Ratchet.....	60&80&10%
New Haven Novelty.....	70%
New Haven Ratchet.....	60&10%
Spofford.....	60&5%

**C. E. Jennings & Co.:**

No. 108&114.....	50&10%
No. 208&214.....	50&10%
Lancaster Mach. & Knife Works.....	40%
Peck's (P. S. & W. Co.).....	50&10&60%
Gen. Spofford's.....	50&10&60%

**Brackets—**

Door Screen.....	60&10%
Shelf, Bradley's Patent.....	75%
Shelf, Plain, Regular list.....	68 1/2%
Shelf, Fancy, Sargent's list.....	40&10
Window Screen Corner.....	80&10%
Reading, Plain.....	60%
Reading, Rosette.....	60%

**Bracket Saw Frames—**

Millers Falls Co.....	25%
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**Bracket Sets—**

Millers Falls Co.....	33 1/3%
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**Box Hooks, Openers and Scrapers—**

Humason & Beckley's.....	60&60&10%
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**Bright Wire Goods—**

Standard. New list.....	80%
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**Bull Rings—**

Humason, Beckley & Co.'s.....	40%
Peck, Stow & Wilcox Co.'s.....	60%
Sargent's.....	50%
Seymour Smith & Sons.....	65%

**Bull Punches—**

Humason & Beckley's.....	25%
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**Bush Hooks—**

See Hooks.	
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**Butchers' Cleavers—**

Bradley's.....	25&3%
Beatty's.....	40%
Foster Bros. Flat ds.....	30%
Foster Bros. Round ds.....	30%
Lancaster Mach. & Knife Wks.....	33 1/4&4%
& I. J. White.....	25%
New Haven Edge Tool Co.'s.....	40%
P. S. & W.....	33 1/4&5%

**Butcher Knives—**

See Knives.	
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**Butchers' Saw Blades—**

Millers Falls Co. Star.....	15&15&10%
C. E. Jennings & Co.....	25&10%

**Butter and Cheese Triers—**

Ordinary Black Handle.....	25%
Humason & Beckley's.....	25&10%

**Butt and Rabbit Gauges—**

Stanley's.....	25&10%
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**Butts—****BRASS—**

Cast Brass, Fast Joint.....	40&
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**Gauges—**

Bemis & Call's Steel	50%
Boss, Screw Pitch	33 1/4%
Clapboard	25% & 10%
Marking, Mortise, etc.	55% & 10% & 10%
Stanley's	60% & 10%
Stanley's Chisel	30% & 10%
Starrett's Surface, Center and Scratch	25% & 10%
Copeland Champion Bit, 1/2 doz.	\$2.00 net.
Stub's Wire and Drill	20%
Wire, More's	25%
Wire, P. S. & W., low list	10% & 10%
Wire, Wheeler, Madden & Co.	14%

**Gimlets—**

"Diamond" Gimlets, 1/2 gr.	\$4.00 @ \$4.25
Donkey Cut	40% & 10%
Metal Head	50% & 10%
Wood Head	50%
Swan's, German Pattern	40% & 10%

**Gimlet Bits—**

See Augers and Bits.

**Glass Cutters—**

"Woodward"	net prices
"Red Devil"	net prices

**Globe and Racking Cocks—**

See Faucets.

**Glue—**

Dodd's Liquid Glue	25% & 25% & 10%
Le Pages Liquid	40% & 10%
Mystic	40%
Martins	40%

**Glue Pots—**

Enameled	40% & 10% & 50%
Tinned	40% & 40% & 5%

**Graters—**

Enterprise	25% & 30%
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**Griddles—**

Cronk's	70%
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**Grindstone Fixtures—**

P. S. & W. Co.	50% & 50% & 10%
Sargent's Patent	60% & 10% & 10%
Stowell	50%

**Gunpowder—**

See Ammunition.

**Gun Wads—**

See Ammunition.

**Hafts—**

Britton's	1/2 doz. \$6.50
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**Halters—**

Covert Mfg. Co.	
Jute Rope Halters	35%
Sisal Rope	21%
Web Halters	45%

**Halter Chain—**

See Chain.

**Hammers—****HANDLED HAMMERS—**

Humason & Beckley	40% & 10%
Magnetic Tack, Nos. 1, 2, 3	\$1.25, \$1.50 & \$1.75
H. & B., Tack	50% & 10%
Maydole's	33 1/4% & 50% & 10%
Peck, Stow & Wilcox	40% & 10% & 10%
A. E. Nail	40% & 10%
Engineers and B. S. Hand	60% & 10%
Sargent's New List	45% & 45% & 10%
Verree	50% & 10%
Warner & Noble's New List	25%

**HEAVY HAMMERS AND SLEDGES—**

Under 3 lb	1/2 lb 40c
3 to 5 lb	1/2 lb 80c
Over 5 lb	1/2 lb 80c
Wilkinson's Smiths	1/4 lb @ 10c 1/2 lb

**Hammock Ropes—**

Covert Mfg. Co.	
Jute	35%
Sisal	20%

**Hand Cultivators—**

Ulrich Mfg. Co.	
Osborne's	1/2 doz., \$15.00

**Handles—****IRON, WROUGHT OR CAST—**

Chest Handles, Sargent's	50% & 10%
Chest Handles, Stearns' No. 1, Door or Thumb	80% & 70%
Nos.	0 1 2 3 4
1/2 doz.	\$ .90 \$1.00 \$1.08 \$1.35 \$1.50
50% & 10%	
Drawer Handles	60%
Ring Handles	70%
Rozgin's Latches	35% & 35% & 10%
Shelf Box Handles	60%
Trunk Handles	60%
Tub Handles	60% & 10%

**STORE DOOR HANDLES—**

Bronzed, with Cylinder Lock	50%
Bronzed	50% & 50% & 10%
Japanned, with Nuts	45% & 10%
Japanned, with Plate	45% & 10%
Japanned, without Plate	45% & 10%

**DOOR PULL—**

Bar	60% & 10%
Barn Door	50% & 10%
Chest and Lifting	60% & 60% & 10%
Drawer Pulls	50% & 10% & 10%
Plain B. M.	60% & 10% & 10%
Push Plates, Sargent's List	60% & 10%
Sash Pull Plates	70% & 10%
Sash Pulls	60% & 10% & 10%
Window Pulls	60% & 10%

**WOOD—**

Auger, assorted	1/2 gr. \$2.25 @ 2.50
Auger, large	1/2 gr. 3.00 @ 3.25
Auger, Douglass' Pat., 1/2 set, No. 1	\$1.0
Auger, Ives' Pat., No. 2	\$1.40 60% & 10%
No. 2 to 3 1/2	60% & 10%
Auger, Swan's Pat., 1/2 set, No. 3	\$1.00
No. 4, No. 4	\$1.25 25% & 10%
Bradawl	1/2 gr. \$1.75 @ \$2.00
Chisel, Worcester, Leather Cap'd	1.50
Diastion's Crosscut	50%
File, assorted	1/2 gr. \$1.25 @ 1.40
Firmer Chisel, Apple, assorted, 1/2 gr.	\$2.25 @ 2.50
Hammer, Hatchet, Axe, Sledge, etc.	50% & 2%
Hoe, Rake and Fork	60% & 10% & 10% & 5%
Saw and Plane	40% & 10% & 50%
Shovel and Spade, Wood D. Handle	50% & 50% & 10%

**CROSS-CUT SAW HANDLES—**

Atkins	40%
Champion	45% & 45% & 10%

**Hangers—**

American Trackless	23 1/4% & 20%
Barn Door, old pattern	60% & 10%
Barn Door, New England	66% & 10%
Barry, \$6.00	50% & 10%
Best Anti-Friction	60% & 10%
Challenge Barn Door	50%
Cronk's Roller Bearing	
No. 0	\$4.50 net per dozen.
No. 4	5.50
No. 5	6.50

Cronk's Steel, cov'd, Loose Axle	60% & 5%
Coburn	40%
Davis Parlor Door	50% & 50% & 5%
Duplex (Wood Track)	60% & 10% & 5%
Kidder's	50% & 50% & 10%
Lane's Barn Door	
Barn Door, Standard	60% & 10%
Covered	50% & 10% & 10% & 5%
Special	60% & 10%
No. 50	50% & 10%

**Parlor:**

Standard	1/2 set, net, \$3.25 @
Ball Bearing	4.00 @
New Model	2.75 @
New Champion	2.40 @
Manhattan	60%
McKinney's "None Better," No. 2	\$18.00
No. 1 Special, \$15.00	1/2
dozen pairs	60% & 10%
Richards' Single Track, Steel	40% & 10%
Richards' Anti-Friction	50%
Victor, No. 1, \$15.00; No. 2, \$20.00	
No. 3, \$25.00; No. 4, \$35.00	60% & 10% & 2 1/2%
Warner's Patent	20% & 10% & 10%
Wilcox's New Century	50% & 10% & 10%

**Harness Snaps—**

See Snaps.

**Hasps and Staples—**

McKinney's "Perfect," 1/2 set 50%	
Wrought	85% & 85% & 10%
Wrought, Stanley	80%

**Hatchets—**

See Axes.

**Hay Hooks—**

Humason & Beckley	60% & 10%
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**Hay Racks—**

Baxter Wrought Iron, No. 1, \$1.00, net; No. 2, \$1.50, net.	
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**Hay and Straw Knives—**

Auburn Hay, Com. and Spear Point	50%
Iwan's Hay, Sickle Edge, 1/2 doz. net \$10	
Iwan's Hay, Imp. Serrated 1/2 doz.	net.
Auburn Straw	\$10.50
Lightning, from jobbers	40%
Wadsworth's	60% & 10%

**Hinges—****WROUGHT IRON HINGES—**

Rolled Blind Hinges, Nos. 32 and 34	50% & 10%
Rolled Plate	70%
Rolled Raised	70%
Screw Hook and Strap	6 to 12 in., 1/2 lb., 3/4 lb., 1 lb., 1 1/4 lb., 2 lb., 2 1/2 lb., 3 lb., 3 1/2 lb., 4 lb., 4 1/2 lb., 5 lb., 5 1/2 lb., 6 lb., 6 1/2 lb., 7 lb., 7 1/2 lb., 8 lb., 8 1/2 lb., 9 lb., 9 1/2 lb., 10 lb., 10 1/2 lb., 11 lb., 11 1/2 lb., 12 lb., 12 1/2 lb., 13 lb., 13 1/2 lb., 14 lb., 14 1/2 lb., 15 lb., 15 1/2 lb., 16 lb., 16 1/2 lb., 17 lb., 17 1/2 lb., 18 lb., 18 1/2 lb., 19 lb., 19 1/2 lb., 20 lb., 20 1/2 lb., 21 lb., 21 1/2 lb., 22 lb., 22 1/2 lb., 23 lb., 23 1/2 lb., 24 lb., 24 1/2 lb., 25 lb., 25 1/2 lb., 26 lb., 26 1/2 lb., 27 lb., 27 1/2 lb., 28 lb., 28 1/2 lb., 29 lb., 29 1/2 lb., 30 lb., 30 1/2 lb., 31 lb., 31 1/2 lb., 32 lb., 32 1/2 lb., 33 lb., 33 1/2 lb., 34 lb., 34 1/2 lb., 35 lb., 35 1/2 lb., 36 lb., 36 1/2 lb., 37 lb., 37 1/2 lb., 38 lb., 38 1/2 lb., 39 lb., 39 1/2 lb., 40 lb., 40 1/2 lb., 41 lb., 41 1/2 lb., 42 lb., 42 1/2 lb., 43 lb., 43 1/2 lb., 44 lb., 44 1/2 lb., 45 lb., 45 1/2 lb., 46 lb., 46 1/2 lb., 47 lb., 47 1/2 lb., 48 lb., 48 1/2 lb., 49 lb., 49 1/2 lb., 50 lb., 50 1/2 lb., 51 lb., 51 1/2 lb., 52 lb., 52 1/2 lb., 53 lb., 53 1/2 lb., 54 lb., 54 1/2 lb., 55 lb., 55 1/2 lb., 56 lb., 56 1/2 lb., 57 lb., 57 1/2 lb., 58 lb., 58 1/2 lb., 59 lb., 59 1/2 lb., 60 lb., 60 1/2 lb., 61 lb., 61 1/2 lb., 62 lb., 62 1/2 lb., 63 lb., 63 1/2 lb., 64 lb., 64 1/2 lb., 65 lb., 65 1/2 lb., 66 lb., 66 1/2 lb., 67 lb., 67 1/2 lb., 68 lb., 68 1/2 lb., 69 lb., 69 1/2 lb., 70 lb., 70 1/2 lb., 71 lb., 71 1/2 lb., 72 lb., 72 1/2 lb., 73 lb., 73 1/2 lb., 74 lb., 74 1/2 lb., 75 lb., 75 1/2 lb., 76 lb., 76 1/2 lb., 77 lb., 77 1/2 lb., 78 lb., 78 1/2 lb., 79 lb., 79 1/2 lb., 80 lb., 80 1/2 lb., 81 lb., 81 1/2 lb., 82 lb., 82 1/2 lb., 83 lb., 83 1/2 lb., 84 lb., 84 1/2 lb., 85 lb., 85 1/2 lb., 86 lb., 86 1/2 lb., 87 lb., 87 1/2 lb., 88 lb., 88 1/2 lb., 89 lb., 89 1/2 lb., 90 lb., 90 1/2 lb., 91 lb., 91 1/2 lb., 92 lb., 92 1/2 lb., 93 lb., 93 1/2 lb., 94 lb., 94 1/2 lb., 95 lb., 95 1/2 lb., 96 lb., 96 1/2 lb., 97 lb., 97 1/2 lb., 98 lb., 98 1/2 lb., 99 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**Jack Screws—**  
See Screws.**Kettles—**

Spun Brass, Plain.....15@20%  
Spun Brass, plated inside with White Metal.....10@15%

**Knives—**

**Ames'—**  
Bread Knives, 3 doz \$1.50.....20%  
Butcher Knives.....2%  
Shoe Knives.....25%  
Cronk's Chopping.....89 1/2%  
Dunlap Kitchen and Bread Knives.....25%  
Foster Bros. Butcher, &c.....30%  
Goodell's—  
Bread Knives Ass'n list.....net  
Butcher.....net  
Shoe Knives.....40%  
Hay and Straw, see Hay Knives.  
Table and Pocket, see Cutlery.  
Wilson's Butcher Knives.....net

**Knives, Hay and Straw—**  
See Hay Knives.**Knobs—**

Bardsley's Wood Door, Shutter and Base.....10%  
Base, Rubber Tip, 2 1/2 in. Bead, 3 gr. \$1.50  
Carriage Jap.....60%  
Door Mineral, R. & E. list.....50%  
Door Por. Jap'd.....50%  
Door Por. Nickel, ".....50%  
Picture, Judd's.....50%  
Picture, Sargent's.....60%  
Yale & Towne Wood.....net

**Latches—**

Cronk's Barn Door.....Net, \$2.25  
Lane's Barn Door.....40@40%10%

**Lawn Mowers—**

Champion.....75%10%  
Clipper Improved.....50%10%10%  
Continental.....60%10%  
Enterprise.....40%10%  
Genuine Philadelphia Mowers:  
Styles M., S. C. K., T.....70%10%  
Style A. (all steel).....60%10%  
Style E, Low Wheel.....60%10%  
Style E, High Wheel.....70%10%10%  
Drexel, low list.....60%  
Gold Coins, low list.....60%  
Great American.....70%10%  
Imperial.....60%10%10%  
New Departure, High Wheel.....70%10%  
New Departure, Low Wheel.....75%  
New Easy.....60%10%80%10%10%  
New York.....60%5%  
Pastime:  
12 in. 14 in. 16 in.  
\$6.00 \$6.25 \$6.50 each net

Pennsylvania.....60%10%  
Racine.....6%  
Rapid Transit.....70%10%  
Standard.....60%5%  
Sunbeam.....60%10%

**Lawn Sprinklers—**

Enterprise.....25@30%  
Gibbs' Arc.....3 doz. \$10.00  
Gibbs' Hustler.....3 doz. 5.00  
Philadelphia Lawn Mower Co.:  
Philadelphia Lawn Sprinkler:  
No. 1. No. 2. No. 3.  
3 doz. \$12.00 \$15.00 \$24.00.....30%

**Leaders—**

Covert Mfg. Co. Cattle.....45%  
**Lead Pipe, Etc.** 3 lb  
Lead Pipe, full lengths.....6c  
Lead Pipe, cut lengths.....6 1/4c  
Lead Pipe, Tin Lined.....12 1/4c  
Block Tin Pipe.....37 1/4c  
Sheet Lead, full rolls.....7c  
Sheet Lead, cut rolls.....8c  
Quantity discount, 20%

**Lemon Squeezers—**

Berger Bros. 3 doz. 8-in. \$1.00; 10-in. \$1.40.....20%  
Dean's, Nos. 1, 2 doz. \$3.50; 2, \$3.35; 3, \$1.65; Queen, \$2.50, net  
Hotchkiss, Straight Flush, 3 doz. \$9.60  
Jennings' Star.....3 doz. \$1.90 @20%  
Little Giant.....50@50%5%  
Porc. Lined, Iron.....\$3.25@33.50  
Porc. Lined, Wood.....3 doz. \$6.00  
80%10@40%

Wood, Common, 3 gross, No. 0, \$5.00; No. 1, \$6.50; No. 2, \$10.00

**Letter Box Plates—**

Name Door Plate.....50@50%10%  
Name Plate.....70%  
Number Door Plate.....60@60%10%  
Sargent's.....60%10@70%

**Levels—**

C. E. Jennings & Co.'s:  
Hexagon.....2' & 10%  
Iron Bench, new design.....25%10%

**Lifters—**

See Transom Lifters.

**Lines—**

Cotton and Linen Fish, Draper's.....50%  
Cotton Chalk, 20 feet.....60%10%  
Cotton Trot.....89 1/2%

**Masons'—**

Colored Cotton.....40%10%  
Flax.....40%10%  
No. 0 to 5.....20%  
Samson Cotton, No. 4, \$2.00; No. 4 1/2 \$2.50 10%  
Silver Lake, Braided, No. 0, \$6.00  
No. 1, \$6.50; No. 2, \$7.00; No. 3, \$7.50 3 gross.....25@30%

Ventilator Cord, Samson Braided, White or Drab Cot. 3 doz. \$7.50 20%  
Wire Clothes, 100 feet. No. 18, \$2.25; No. 19, \$2.00; No. 20, \$1.75.

**Loaded Shells—**

See Ammunition.

**Locks—**

**DOOR LOCKS, LATCHES, &c.**  
Branford Lock Co.....net prices  
Champion Night Latches.....40%  
Lockwood Mfg. Co.....50%  
Moore's Elevator Door.....40%  
Norwalk Lock Co.....40%  
Plate.....89 1/2%  
R. & E. Mfg. Co.....45%10%  
Reading Hardware Co.....40%  
Sargent & Co.....40@40%10%  
Yale.....net prices

**CABINET—**

Eagle Lock Co.....89 1/2%  
Corbin.....89 1/2%  
Yale.....89 1/2%

**PADLOCKS—**

Acme Bicycle and Satchel, 3 doz., \$9.00.....40%  
Ames Sword Co.....40%  
Brown's Brass.....25%  
Brown's Chain.....25%  
Champion.....40%  
Eagle.....40%  
Scandinavian.....90%25%  
McWilliams.....25%  
Smith & Egge Bicycle.....50%  
Wrought Iron.....75%10%  
Yale Lock Co.....net prices

**TRUNK—**

Corbin's.....25%10%  
Eagle.....25%10%

**Machine Bolts—**

See Bolts.

**Mail Boxes—**

See Boxes, Mail.

**Mallets—**

Sargent's List:  
Hickory.....50@50%10%  
Lignumvite.....50@50%10%

**Mattocks—**

Cronk's Garden.....25%  
Regular Goods.....60%10%

**Meat Cutters—**

American.....30%  
Nos. 1 2 3 4 B 5  
Each..\$5 \$7 \$10 \$25 \$50 \$60  
Dixon's.....3 doz. 33 1/2%  
Nos. 1 2 3 4  
Enterprise.....25@25%71 1/2%  
Nos. 5 10 12 20 22 32  
Each..\$2 \$3 \$2.50 \$3 \$4 \$6  
Hales Pattern, 3 doz.....70@70%5%  
Nos. 11 12 13  
\$27 \$33 \$45

Home No. 1, 3 doz. \$28.....60%  
Little Giant.....50%0%  
Nos. 305 310 312 320 322  
\$35 \$48 \$44 \$72 \$78  
Miles' Challenge, 3 doz.....45@45%10%  
Nos. 1 2 3  
\$22 \$30 \$40  
Woodruff's, 3 doz.....33 1/2%  
Nos. 100 150  
\$15 \$18  
Beef Shavers (Enterprise).....25@30%  
Chadborn's Smoked Beef Cutter.....3 doz. \$60.00

**Meat Juice Extractors—**

Enterprise.....25@30%

**Metals, Anti-Friction—**

Magnolia Metal Co.: 3 lb  
Magnolia, Anti-Friction.....25c  
No Name.....15c  
Mystic.....10c  
f. o. b. New York or Chicago.

**Melting Ladles—**

Monroe's Patent.....3 doz. \$4.00, 40%  
P. S. & W.....35%10@40%  
Reading.....50%10%  
Sargent's.....60@60%10%  
Warner's.....30%

**Mitre Boxes—**

C. E. Jennings & Co.....40%  
Seavey's, 3 doz. \$30.....40%

**Mop Wringers—**

Matchless (Canton, O.), 3 doz.....\$12.00

**Motors—**

**COFFEE MILL—**  
Specialty Novelty Co.....each \$5.00

**Nails—****WIRE AND CUT NAILS—**

See Review of the Markets for quotations.

Wire Nails and Brads, Papered. Ass'n list, July, 1899.....85@5%10%

**PICTURE—**

Brass Head, Combination list.....10%  
Brass Head, Sargent's list.....70@70%5%  
Niles' Patent.....40%  
Porcelain Head, Comb'n list.....40%  
Porcelain Head, Sargent's list.....50%

**FURNITURE—**

Antique Bronze.....10%  
China.....25%  
Fire Gilt.....10%  
Plain.....40%

**Nail Pullers—**

Ajax, 5 lbs.....3 doz. net \$7.50  
Black Hawk, 3 doz.....\$9.00  
Cyclops.....35%  
Eclipse.....3 doz. 18 00, 25@10%10%  
Eureka, No. 74.....3 doz. net \$8.50  
Eureka, No. 75.....3 doz. net 5.00  
Giant, No. 1, 3 doz. \$18.00; No. 1 1/2, \$16.50; No. 2, \$15.00.....50%5%  
Lightning.....3 doz. \$18.00, 20%  
National.....3 doz. 24.00, 10%  
Pellman.....3 doz. \$9.00, 40@40%10%  
Scranton Improved, in Case Lots:  
Small, No. 3.....3 doz. \$5.00  
" No. 3 B.....3 doz. 5.00  
" No. 3 D.....3 doz. 4.00  
Large, No. 1.....3 doz. 6.10  
" No. 2.....3 doz. 5.75  
" No. 2 B.....3 doz. 5.50  
" No. 2 D.....3 doz. 4.50

**Nail Sets -**

Buck Bros.....27 1/2%  
Canon's Diam'd Point, 3 gro. \$12, 25%  
Humason's.....50%10%  
Hunters' Cup Point, Knurled.....\$10.00  
Hunters' Cup Point, Plain.....9.00  
Octagon.....4.00@4.75  
Round, assorted.....3.00@3.25  
Square.....4.00@4.25  
Snell's:  
Octagon.....\$4.75  
Corrugated.....6.50  
Knurled.....9.00

**Nippers—**

Acme.....50%  
Smith's Cutting.....5%  
Todd's Cutting.....50%  
**Nut Crackers—** 3 gro.  
Acme, Japanned.....\$30.00, 40%  
Acme, Nickel Plated.....30.00, 20%  
Turner & Seymour Mfg. Co.....50%

**Nuts—**

Off list.  
Hot pressed, square, blank.....\$5.60  
Hot pressed, hexagon, blank.....6.30  
Hot pressed, square, tapped.....5.60  
Hot pressed, hexagon, tapped.....6.30  
Cold punched, plain, square, blank.....5.20  
Cold punched, hexagon, square, blank.....5.60  
Cold punched, plain, square, tapped.....5.20  
Cold punched, plain, hexagon, tapped.....5.60

**Oilers—**

Brass and Copper.....40%10@50%  
Cushman & Denison's: 3 doz.  
Gem......50  
Leader......60  
Perfect Oilers.....1.50  
Star Pocket Oilers......75  
Draper's:  
Brass.....70%10%  
Steel.....70%10%  
Malleable, Hammers, New Style, 10%5@20%  
Malleable, Hammers, Old Pattern, same list.....50%10%  
"Paragon," Brass.....5%10@60%  
"Paragon," Zinc.....70@70%10%  
Tower & Lyon Bicycle.....25%  
Wilnot & Hobbs Mfg. Co.'s Steel  
Anti Rust.....70%10@75%  
Zinc and Tin.....60%10@65%

**Oil Stones, etc.—**

Pike's Washita:  
Lily White, 3 lb.....\$ .60  
Pike's Washita Mounted No. 1: 3 doz.  
8x2.....\$12.00  
7x3.....11.00  
6x2.....10.00  
5x2.....9.00  
4x1 1/2.....7.00  
3 1/2x1.....5.50  
Discount, 33 1/3% & 10%.

Pike's Washita Axe Stones:  
About 2x2x3/4 to 1 1/2, 3 lb.....\$ .24  
About 2x2x1 1/2, extra selected......40  
Discount, 33 1/3%.

**India Oil Stones.....25@33 1/3%****Packing, Steam—**

**RUBBER—**  
Boston Belting Co.:  
"Boston".....60%  
"Excelsior" Plumbago, Pure, 3 lb \$1.00.....50%10%  
Extra.....60%  
Standard, Fair Quality.....70%10@75%

**MISCELLANEOUS—**

American Packing.....9c@10c  
Cotton Packing.....13c@14c  
Italian Packing.....10 1/4c@12c  
Jute.....5c@14c  
Russian Packing.....12c@13 1/4c

**Padlocks—**

See Locks.

**Parers—**

**APPLE—** 3 doz.  
Advance.....\$ 4.50  
Baldwin.....5.00  
Bonanza.....each 5.00  
Dandy.....each 7.50  
Eureka, 1899.....each 16.00  
Family Bay State.....12.00  
Improved Bay State.....\$27@30.00  
Little Star.....4.00  
New Lightning.....5.50

Penn.....8.75  
Perfection.....4.00  
Reading, 72.....4.00  
Reading, 78.....7.00  
Scott's Pat. Rotary.....\$15.00, 30%  
Turntable, Old Style.....4.50  
Turntable, 1898.....5.50  
White Mountain.....4.00  
**POTATO—** 3 doz.  
Saratoga.....\$5.50  
White Mountain.....4.50

**Pencils—**

Dixon's: 3 gro.  
Carpenter's.....\$2.67@8.75  
Carpenter's, Blue or Red Lead.....4.00@7.50  
Lead.....2.18@4.25  
Lumber.....8.87  
Masco, Hexagon.....3.75  
Masco, Round.....3.10

**Percussion Caps—**

See Ammunition

**Picks—**

Railroad or Adze Eye, 5 to 8, \$12.00.  
6 to 7, \$13.00.....60%10@60%10%10%

**Planes and Plane Irons—****WOOD PLANES—**

Bailey's (Stanley R. & L. Co.)  
Bench, First Quality.....50%10@60%  
Bench, Second Quality.....45@45%10%  
C. E. Jennings & Co.....50%10%  
Molding.....40%5%

**IRON PLANES—**

Chaplin's Iron Planes.....50%10@60%  
C. E. Jennings & Co., Iron.....50%10%  
Sargent's.....60%  
Standard Tool Co.....50@50%5%  
Stanley Rule & Level Co.:  
Bailey's.....50%100  
Miscellaneous.....25%10%  
Steer's Iron Planes.....50%1%

**PLANE IRONS—**

Auburn "Thistle".....30%10@40%  
Ohio.....30%  
Sandusky.....30%  
Buck Bros.....\$5.00@5.25 to 2  
Butcher's.....25%10%  
C. E. Jennings & Co.....50%10%  
Stanley Rule & Level Co.....50%10%  
L. & I. J. White.....20%6@25%

**Pliers and Nippers—**

Button's.....70%  
Carew's Pat. Wire Cutters.....25%  
Cronk's:  
Button Pattern.....70%  
Fencing Pliers, 3 doz. \$12.00.....25%  
Flat and Round Nose.....40%  
Gas Pliers, No. 100.....40%  
Stubb's Pat. Pliers.....50%  
Wire Cutter and Bender.....60%  
Hall's Nippers, 3 doz., No. 2, 5 in. \$13.50; No. 4, 7 in., \$21.00.....40%10%  
Hall's Pliers.....70%  
Humason & Beckley Mfg. Co. 50@50%10%  
Wm. Johnson's Gas Pliers.....60%4%  
Morrill's Parallel, 3 doz. \$12.00.....30%5%  
Smith's Side Cutting.....25%  
P. S. & W. Cret Steel.....50@50%5%  
P. S. & W. Tinnors' Cutting Nippers.....add 6% dis. 10%

**Plow Bolts—**

See Bolts.

**Plumbs and Levels—**

Cook's.....40%10%10%  
Davis'.....20%  
Inclinometers.....25%10%  
Iron Levels.....70%  
Dixon's.....25%  
Machinists'.....70%1@75%  
Pocket Levels.....70%1@75%  
Stanley's.....70%10@70%10%  
Stanley's Duplex.....25%10%10%  
Stratton's Pat.....25%  
Wood's Extension Sight.....25%

**Poachers—**

See Egg Poachers.

**Police Goods—**

Tower & Lyon's.....25%

**Polish Metal—**

Prestoline Liquid, New List.....40%  
Prestoline Paste.....89 1/2%40%  
U. S. Metal Polish Paste, 3-oz. boxes, 3 doz. \$5.50  
3 doz. gross.....4.50  
1/2 lb. boxes, 3 doz.....1.25  
1 lb. boxes, 3 doz.....2.25  
U. S. Liquid, 8-oz cans, 3 doz.....1.25  
3 gross.....12.00  
Barkeeper's Friend Metal Polish, 3 doz.....1.75  
3 gross.....18.00

**Polish, Stove—**

Dixon's Plumbago.....3 lb  
Joseph Dixon's.....3 gro. \$3.75, 10%  
Gem.....3 gro. 4.50, 10%

**Poppers, Corn—**

Round or square, 3 doz. 3 gro.  
1 qt.....\$ .75 \$ 7.00  
1 1/2 qt......85 9.50  
2 qt.....1.15 10.50  
Quincy Corn Popper, 1 qt., 3 doz. \$3.00; 2 qt., \$4.00.....33 1/2%

**Post Hole Diggers—**

Dixon's Samson Digger.....\$4.00, 25%  
Iwan's Split Handle, 3 doz. net.....\$8.50  
Iwan's Perfection, 3 doz. net.....\$9.00  
Ryan's.....3 doz. \$20.00, 25%



**Post Hole Augers—**

Iwan's Patent Improved.....40%  
Vaughan's, 6 to 9 in.,  $\frac{1}{2}$  doz. net.....\$6.00

**Potato Hooks, etc.—**

Hoe Down Hooks.....75&10&2%  
Hop Hooks.....60&10&2%  
Potato Hooks.....70%

**Powder—**

See Ammunition.

**Presses—**

See Fruit and Jelly Presses.

**Primers—**

See Ammunition.

**Pruning Hooks and Shears—**

Cronk's Pruning Shears.....33%  
Cronk's Heavy Pattern,  $\frac{1}{2}$  doz., \$2.50 net  
Diston's Combined Pruning Hook  
and Saw..... $\frac{1}{2}$  doz., \$18.00, 25&25&10%  
Diston's Pruning Hook,  $\frac{1}{2}$  doz.,  
\$12.00, 25&25&10%

**Henry's:**

Pruning Shears.....50&5%  
Orange.....50&30%  
Grape.....50&10%  
Tree Pruners.....7%  
E. S. Lee & Co.'s Pruning Tools.....40%  
P. S. & W. Co.'s Shears.....60%  
Waters' Tree Pruners.....75&10%  
Wheeler, M. & C. Co.'s Combination..... $\frac{1}{2}$  doz., \$2.00, 25&10%

**Pulleys—**

Awning.....60&60&10%  
Axe.....50&10&60%  
Brass Screw.....45&10%  
Ceiling.....50&10&60%  
Clothes Line, Japanned.....60%  
Common Souse.....60%  
Dumb Waiter.....60&60&10%  
Empire Sash Pulley.....60%  
Fox-all-steel:

Nos. 3 & 7, 2 1/2-inch wheel,  $\frac{1}{2}$  doz. 2%  
No. 9, 1 3/4-inch wheel,  $\frac{1}{2}$  doz. 2%  
No. 10, 2-inch wheel,  $\frac{1}{2}$  doz. 2%  
Extra for plated finish,  $\frac{1}{2}$  doz. 2%  
Extra for antique bronze bushing,  
 $\frac{1}{2}$  doz. 10%

Hay Fork, Swivel Eye,  $\frac{1}{2}$  doz. 4-inch, \$3.75; 6-inch,  $\frac{1}{2}$  doz. 55%  
Hay Fork, Hartz, 4 1/4 inch,  $\frac{1}{2}$  doz. \$6.00 50&10%  
Hay Fork, 5-inch, Solid, \$5.70 50%  
Hot House.....50&10&50&10&10%

Stowell's Anti Friction, 5-in. Wheel,  
 $\frac{1}{2}$  doz., \$12.00 40%  
Side, Anti Friction.....50%  
Shade Rack.....45%  
Upright.....50&10&50&10&10%

**Pumps—**

Cistern, Best Grades.....50&10&60%  
Pitcher Spout, Best Grades.....70&10%  
F. E. Myers & Bro.:

No. 1, Fig. 328, 3 in. Shallow  
Well Pump.....\$18.00  
No. 8, Fig. 328, 3 1/4 in. Shallow  
Well Pump.....15.00  
No. 5, Fig. 307, 3 in. Deep Well  
Pump.....15.00  
No. 6 1/2, Fig. 307, 3 1/4 in. Deep  
Well Pump.....17.00  
No. 14, Fig. 321, 3 inch Deep or  
Shallow Well Pump.....15.00  
No. 32, Fig. 523, 3 in. Deep Well  
Pump.....17.00  
No. 56, Fig. 331, 3 in. Shallow  
Well Pump.....14.00  
No. 59, Fig. 332, 3 1/4 in. Shallow  
Well Pump.....17.00  
No. 70, Fig. 333, 2 1/2 in. Deep  
Well Pump.....15.00  
No. 72, Fig. 333, 3 in. Deep Well  
Pump.....15.00  
No. 75, Fig. 333, 3 1/4 in. Deep  
Well Pump.....16.00  
No. 102, Fig. 448, 3 inch Lift  
Pump.....9.00  
No. 108, Fig. 448, 3 1/4 in. Lift  
Pump.....11.00  
No. 124, Fig. 510, 3 in. Lift  
Pump.....7.00  
No. 181, Fig. 510, 3 1/4 in. Lift  
Pump.....8.50  
No. 225, Fig. 389, Windmill  
Pump.....12.50  
No. 235, Fig. 403, Windmill  
Pump.....16.00  
No. 240, Fig. 406, Regulator  
Pump.....28.00  
No. 263, Fig. 572, Cyclone Tank  
Force Pump.....16.00  
No. 267, Fig. 483, Geyser Tank  
Force Pump.....16.00  
No. 304, Fig. 518, Low Down  
Tank Force Pump.....16.00  
No. 302, Fig. 477, Spray Pump,  
complete.....11.50  
No. 330, Fig. 492, Bucket Spray  
Pump.....5.00  
No. 330, Fig. 547, Knapsack  
Spray Pump.....10.00  
Discount, 50% f. o. b. Ashland.

**Punches—**

Bemis & Call Co.'s:  
Cast Steel Drive.....50&5%  
Check.....55%  
Spring.....50&5%  
Springfield Socket.....65%  
Morrill's Universal.....35%  
Niagara Hollow.....45%  
Niagara Solid.....55%  
Saddlers' or Drive, good.....60&60%  
Snell's Tinnets.....50%

Spring, good quality,  $\frac{1}{2}$  doz., \$1.70@1.80  
Spring, Leach's Pat.....15%  
Tinnets' Solid, P. S. & W. Co.  
 $\frac{1}{2}$  doz.....\$1.44, 55%  
Tinnets' Hollow, P. S. & W. Co.  
 $\frac{1}{2}$  doz.....20&2%

**Rail—**

Barn Door, Light, In. 1/4 5/8 3/4  
 $\frac{1}{2}$  100 feet.....\$1.40 1.95 2.60  
Barn Door, "None Better" No. 1,  
 $\frac{1}{2}$  foot.....39%  
Barn Door, "None Better" No. 2,  
 $\frac{1}{2}$  foot.....4c  
B. D. for N. E. Hangers:  
Angular,  $\frac{1}{2}$  foot, 6c.....70%  
Double Flange,  $\frac{1}{2}$  foot, 8c.....70%  
Carrier Steel Rail,  $\frac{1}{2}$  foot.....44%  
Cronk's:  
O. N. T. Style, No. 13.....3 c  
Double Braced.....34%  
Lane's:  
O. N. T., 1 in.....\$2.45  
O. N. T., 1 1/4 in.....3.50  
Standard, 1 1/4 in.....3.75  
Stowell's Wrought Steel.....35%  
Sliding Door, Bronzed Wrought  
Iron,  $\frac{1}{2}$  foot.....64%  
Sliding Door, Steel, Brass Plated,  
 $\frac{1}{2}$  foot.....54%  
Sliding Door, Wrought Brass, 1 1/4 in.,  
 $\frac{1}{2}$  lb. 36c.....10&30%  
Victor Track Rail, 7c  $\frac{1}{2}$  ft. 60&10&24%

**Rakes, Etc.—**

Cronk's:  
Wrought Steel Garden.....60&20%  
Queen City Lawn.....40%  
Steel Garden Rakes.....70&5&2%  
Steel Garden Rakes Stamped Blank.....65%  
Steel Tar or Asphalt Rakes.....5%  
Turf Edger.....60&5%  
Prize Bow Braced Steel.....70&5&2%  
Peerless Shank.....70&5&2%  
Peerless Socket.....70&5&2%  
Level Head Shank.....70&5&2%

**Rasps, Horse—**

Diston's.....70%  
New Nicholson Horse Rasp.....70%  
See also Files.

**Razors—**

Electric.....List net  
"John Engstrom".....net prices  
J. B. Torrey Razor Co.....20%  
Wostenholm and Butcher, \$10.00 to  
E.....10%

**Registers—****HOT AIR—**

New List, Feb. 1, 1899:  
Black Japanned.....50&10%  
White Japanned.....40&10%  
Bronzed Finishes.....40%  
Electro-Plated.....40%  
Nickel Plated.....50&10%  
White Porcelain.....20&10%  
Solid Brass and Bronze Metal.....20&10%

**Rings—**

See Bull and Hog Rings.

**Rivets and Burrs—**

Belt with Burrs.....40&5&40&10%  
Hose with Burrs.....40&5&40&10%

**IRON—**

List, Nov. 1, 1894.  
Ordinary, in bulk.....70%  
Thousand, in bulk.....70%  
Thousand in papers.....70%  
Coopers', in bulk.....70%  
Block and Carriage, in papers.....70%  
Hame.....70%  
Belt with Burrs, Tinned or Cop-  
pered.....70%

**Rivet Sets—**

Regular List.....70%

**Rollers—**

Lane's, Stay.....33% $\frac{1}{2}$

**Rope—**

Cotton Rope, Best,  $\frac{1}{2}$  lb  
3/4 inch and larger.....14c  
Medium, 3/4 in. and larger.....12c  
Common, 3/4 in. and larger.....10c  
Jute Rope:  
A grade.....6c  
C grade.....5c  
Manila:  
7 1/2 in. and larger.....99%  
3/4 in.....104%  
3/4 and 5-16 in.....104%  
Hay Rope, Medium.....104%  
Signal:  
7-16 in. and larger.....7 c  
3/4 in.....7 1/2 c  
3/4 and 5-16 in.....8 c

**Rules—**

Athol, Steel.....33% $\frac{1}{2}$   
Boxwood.....75&10&10&10%  
Ivory.....35&10&35&10&10%  
Luffin's:  
Steel.....55%  
Lumber.....50&10%  
Miscellaneous, Stanley's.....55&10%  
Starrett's Rules and Straight Edges,  
Steel.....25&10

**Sad Irons—**

Chinese Laundry..... $\frac{1}{2}$  lb 41%  
Chinese Sash.....34%  
Crown, Polished..... $\frac{1}{2}$  doz. \$6.50  
Crown, Nickel..... $\frac{1}{2}$  doz. 7.00  
Common 4 to 10..... $\frac{1}{2}$  lb 3 1/2@3 1/4c

**COLD HANDLED—**

Enterprise Mfg. Co. of Pa. ....30&5%  
Self-heating..... $\frac{1}{2}$  doz. \$10.00, 2%  
Self-heating, Tailors'..... $\frac{1}{2}$  doz. 22.0, 25%  
Sensible Nickel..... $\frac{1}{2}$  doz. \$7.00  
Sensible Polished..... $\frac{1}{2}$  doz. 6.50  
Sensible, Tailors'..... $\frac{1}{2}$  lb 14%  
Safety Fuse—  
See Fuse.

**Safety Lifts—**

Burr Mfg. Co., Steel.....50&60%

**Sand and Emery Paper and Cloth—**

Baelder, Adamson & Co.'s:  
Emery Cloth.....50&10%  
Garnet Paper.....80&30&5%  
Sand and Emery Paper.....50&10%

**Sash Balances—**

Caldwell Mfg. Co.....50%

**Sash Chain—**

Competition.....50&10%  
Giant.....40%  
Monarch.....40&10%  
Red Metal.....40&10%  
Steel.....40&10%

**Sash Cord—**

Cable Laid Italian..... $\frac{1}{2}$  lb 16&18c  
Cable Laid, Russian..... $\frac{1}{2}$  lb 13&14c  
Common India..... $\frac{1}{2}$  lb 6&10c  
Patent Russia..... $\frac{1}{2}$  lb 12&13c  
Patent India..... $\frac{1}{2}$  lb 10&12c  
Samson:

"Mass," White, Cotton.....22% $\frac{1}{2}$ @24c  
"Samson" Braided White, Cotton..... $\frac{1}{2}$  lb 28% $\frac{1}{2}$ @30c  
"Samson" Braided Drab, Cotton..... $\frac{1}{2}$  lb 32% $\frac{1}{2}$ @35c  
"Samson" Braided Italian Hemp..... $\frac{1}{2}$  lb 32% $\frac{1}{2}$ @35c  
"Samson" Braided Linen..... $\frac{1}{2}$  lb 50% $\frac{1}{2}$ @55c

Silver Lake:  
A Quality, Drab..... $\frac{1}{2}$  lb 40c, 5%  
A Quality, White..... $\frac{1}{2}$  lb 35c, 5%  
B Quality, Drab..... $\frac{1}{2}$  lb 35c, 5%  
B Quality, White..... $\frac{1}{2}$  lb 30c, 5%  
Unit-a-states:  
B Quality..... $\frac{1}{2}$  lb 184c  
C Quality..... $\frac{1}{2}$  lb 174c  
White Cotton, Hard Braided..... $\frac{1}{2}$  lb 18c

**Sash Fasteners, Holders, &c.**

Sash Lifts.....60&10&10%  
Sash Lifts Flush.....50%  
Sash Lifts With Lock.....60&10&10%  
Sash Rollers.....70%  
Shutter Bars.....60&10&10%  
Shutter Sheaves.....60%  
Window Screen Sash Lifts.....60% $\frac{1}{2}$

**Sash Locks—**

Champion Meeting Rail.....70%  
Champion Side.....60%  
Davis, Bronze, Barnes Mfg. Co.....50%  
Elting's Ventilating.....4%  
Fitch's:  
Iron.....70%  
Bronze and Brass.....60% $\frac{1}{2}$   
Gale's Automatic, List Nov., 1897.....65%  
Ives' Patent:  
Wrought Steel.....80%  
Bronze M. Knob.....60%  
Wrought Bronze and Brass.....55&5%  
Cast Iron.....65%  
Cast Bronze and Brass.....62% $\frac{1}{2}$   
Payson's Perfect.....10%  
Reading.....60&10%

**Sash Weights—**

Small lots..... $\frac{1}{2}$  ton \$25.00  
Ton lots at factory.....\$20.00@22.50

**Sausage Stuffers or Fillers—**

Draw Cut, No. 4.....each \$30.00, 20%  
Enterprise Mfg. Co.....25&25&71%  
National Specialty Mfg. Co.....25%

**Saws—**

Atkins:  
Band 7 to 14 in. Wide.....60&10%  
Band 2 to 6 in. Wide.....60%  
Band 3/4 to 2 in. Wide.....60%  
Butcher, Pruning and Compass.....40&5%  
Circular.....50&10%  
Cross Cut.....35&5%  
Gang.....50%  
Hand, Panel and Rip.....40%  
Wood's:  
Circular, Solid and Inserted Tooth.....60%  
Band 3 in. to 14 in. Wide.....60%  
Band 1/4 in. to 2 1/2 in.....71%  
Cross Cut.....45%  
Narrow Cross Cut.....45%  
Muley, Mill and Drag.....50%  
Framed Wood Saws.....35%  
Wood Saw Blades.....40%  
Wood Saw Rods.....30%  
Hand Saws, Nos. 12, 98, 9, 16, D100,  
D8, 130, 75, 7, 8.....25%  
Hand Saws, Nos. 7, 107, 107 1/2, 3, 1,  
0, 0, Combination.....30%

Compass, Keyhole, Pruning, Dove-  
tail, &c.....25%  
Butcher Saws and Blades.....35%  
Halves' Needle Point.....40%  
C. E. Jennings & Co.'s:  
Butcher.....25&10  
Hand Panel, Rip and other Saws.....25&30%

**Peace:**

Cross Cuts.....45&10%  
Hand Panel and Rip.....25&10%  
Richardson:  
Circular and Mill.....50&50&10%  
X Cuts.....45&10%  
Hand Saws.....25&10%  
Star, Butcher.....25%  
Woodrough & McParlin Cross Cuts.....45&10%

**HACK SAWS AND FRAMES—**

Chatillon.....80%  
Diston's:  
Concave Blades.....25%  
Keystone, Flexible Back and Ma-  
chine Blades.....30%  
Hack Saw Frames.....30%  
Griffin's:  
Complete.....40&45%  
Saw Blades.....4%  
Star, Saws and Blades.....25%

**Saw Filer—**

Diston's D3 Clamp and Guide, \$30.00  
 $\frac{1}{2}$  doz.....25%

**Saw Frames—**

C. E. Jennings & Co.....20%  
Richardson's Wood.....not

**Saw Sets—**

Atkins:  
Criterion Saw Sets..... $\frac{1}{2}$  doz. \$6.00  
Excelsior Saw Tools..... $\frac{1}{2}$  doz. 6.00  
Bemis & Call Co.'s:  
Cross Cut.....30&5%  
Hammer, New Pat.....45%  
Plate.....20%  
Spring Hammer.....30&5%  
Diston's Monarch, Nos. 1 & 10 and  
Star.....25%  
Hart's Pat. Lever.....20%  
Kohler's:  
"Giant Royal"..... $\frac{1}{2}$  doz. \$9.00  
"Royal"..... $\frac{1}{2}$  doz. 6.00  
Leach's.....33% $\frac{1}{2}$   
Morrill's:  
No. 1, \$15.00; No. 10, \$15.00; No. 11,  
\$16.00.....40&30%  
Cross Cut, Nos. 3 and 4, \$23.00; No.  
5, \$31.00.....40&20%  
Richardson's.....25%  
Seymour Smith & Son, Hammer,  
 $\frac{1}{2}$  doz.....\$4.75  
Stillmans..... $\frac{1}{2}$  doz. 1.00  
Taintors Positive.....\$18.00  $\frac{1}{2}$  doz. 60%

**Scales—**

Chatillon's:  
Eureka.....2%  
Favorite.....40%  
Grocers' Trip Scales.....50%  
Family, Turnbull's.....30&30&10%  
Hatch:  
Counter, No. 171,  $\frac{1}{2}$  doz. \$17.00@18.00  
Tea, No. 161,  $\frac{1}{2}$  doz. 5.75@6.00  
Union Platform Plain.....2.00@2.10  
Striped.....2.15@2.25

**Scale Beams—**

Chatillon's No. 1.....30%  
Chatillon's No. 2.....30%

**Scrapers, &c.—**

Adjustable Box Scraper (S. R. & L.  
Co.) \$6.00.....40&10%  
Box, 1 Handle..... $\frac{1}{2}$  doz. \$2.00  
Box, 2 Handle..... $\frac{1}{2}$  doz. \$3.00@4.00  
Foot.....50&50&60&5%  
Ship Common..... $\frac{1}{2}$  doz. \$2.40 net  
Ship, R. I. Tool Co.....10%

**SEWALK—**

Kohler's, Steel No. 7..... $\frac{1}{2}$  doz. \$3.00

**Screens—****DOOR—**

Phillips:  
3/4 in., Style E, Fancy Screen  
Doors.....\$10.00  
3/4 in., Style G, Common Screen  
Doors.....6.50  
3/4 in., Style K, Fancy Screen  
Doors.....8.00  
3/4 in., Style K4, Fancy Screen  
Doors.....8.50

**WINDOW—**

Porter Screen Mfg. Co.....60&60&5%  
Phillips:  
Bonanza Screens.....60&60&5%  
Express.....60&60&5%  
Flyer.....60&60&5%  
Perfection Screens.....60&60&5%  
Northwest.....60&10%  
Window Screen Frames.....60&10%

**Screw Drivers—**

Brace Screw Drivers.....25&10&5%  
Buck Bros.....30%  
Screw-Driver Bits.....27½%  
Champion.....40%  
Disston's Flat Blade, Electric, Tele-  
graph and Cabinet Makers.....70%  
Electric Spiral No. 01.....\$6.00 net  
Electric Spiral No. 02.....5.00 net  
Ellrich's Socket and Ratchet.....40&10%  
Fray's Hol. Hdie. Sets, No. 3.....\$12.50  
Howard Allard.....A1 ½ doz., \$9.00 net  
A2 ½ doz., 8.00 net  
C. E. Jennings & Co.....40&10%  
Jennings & Griffin.....66½%  
Jones Reversible Spiral No. 1, ½ doz.  
\$13.50 net; No. 2 ½ doz.....\$12.00  
Sargent & Co.'s:  
No. 1 Forg. Blade.....50&10&50&10&5%  
Nos. 20 and 40.....66½%  
Screw Driver Bits (Snell's) ½ doz.....60c  
Stanley R. & L. Co.'s:  
No. 64, Varnished Handles.....60&10%  
No. 88.....70&10%  
Snell's Nos. 5 and 10.....75%  
Tower & Lyon:  
Champion.....40%  
Magazine.....25%  
Machinists'.....40%  
Balsley's Patent.....33½%  
Williamson's:  
Beauty, ½ doz.....\$1.00 } 40%  
Gem, ½ doz.....90c }  
C. T. Williamson Wire Novelty Co. 40%

**Screws—**

**WOOD SCREWS—**

List, January 1, 1900.  
Brass, Flat Head.....85&87½%  
Brass, Round Head.....82½&88%  
Bronze, Flat Head.....77&80%  
Bronze, Round Head.....72&80½%  
Drive Screws, Diamond Point.....87&90%  
Iron, Bright Flat Head.....87&90%  
Iron, Bright Round and Oval Head.....85&87½%  
Nickel Plated, Iron Flat Head.....77&80%  
Nickel Plated, Iron Round Head.....72&80%

**MACHINE—**

List, January 1, 1898.  
Brass, Flat Head.....50%  
Brass, Round Head.....50%  
Iron, Flat Head.....50%  
Iron, Round Head.....50%

**COACH, LAG AND HAND RAIL—**

G. P. Coach. List, Feb. 14, 1895,  
75&10%  
Hand Rail.....60&10%  
Lag Screws. List, January 30, 1895  
Cone Point.....75&15%

**BENCH, HAND, ETC.—**

Bench, Iron, ½ doz., 1 in., \$3.25;  
1½, \$3.50; 1¾, \$4.25  
Bench, Wood, Beech.....½ doz., 2.10  
Chair.....60&10%  
Hand, Wood.....40%  
Jack Screws, Millers Falls, Roller  
Bearing.....50%  
Jack Screws, Millers Falls, without  
Roller Bearing.....50&10%  
Jack Screws, P. S. & W.....40&40&10%  
Jack Screws, Sargent's.....60%  
Piano Stool.....60&10%

**Scroll Saws—**

Barnes' No. 1, \$8; No. 6, \$10; No. 7,  
\$15.....25%  
Barnes' Scroll Saw Blades.....40%  
Cricket.....10&10%  
C. E. Jennings & Co.....25%  
Lester, complete, \$10.00.....15&10%  
Rogers, complete, \$4.00.....15&10%

**Scythes, Grass—**

Natural Finish.....\$7.50@7.75  
Polished Blade.....8.0. @ 8.15  
Painted or Bronzed.....8.00  
Weed and Bush.....7.25@ 7.50

**Seeders—**

Raisin, Enterprise.....25@30%

**Shears—**

Acme (Cast).....40&40&5%  
Etna, Steel Japanned.....80&20%  
Etna, Steel Nickleled.....70&20%  
Barnard Lamp Trimmers.....net  
Carrier Cutlery Co.:  
N. P. Straight Trimmers.....66½%  
N. P. Bent Trimmers.....66½%  
Japanned Straight.....70&10%  
Japanned Bent.....70&10%  
Heinrich's:  
St. Trimmers, etc., 60&10&60&10&10%  
Tailors' Shears.....40%  
Tinnern's Snips.....40%  
Pruning. See Pruning Hooks & Shears.  
Seymour's Standard List:  
Japanned.....70%  
Nickleled.....60%  
Standard Cutlery Co.:  
Japanned.....70&10%  
Nickleled.....60&10%  
Star Brand:  
Nickel Scissors.....60%  
Nickel Shears.....60%  
Japan Shears.....70%  
Tailors' Shears.....40&10%  
Pruners.....70%  
Tinnern's Snips.....40&10%

**Shears, Hedge—**

Wm. Wilkinson & Sons.....50%

**Sheaves—**

**SLIDING DOOR—**

Corbin's list.....60&10&5%  
Hatfield's Pattern.....70&10&80%  
M. W. Co., list July, 1888.....50&10&60&5%  
Stowell's Anti-Friction.....70%  
Patent Roller.....60&10&60&10&5%  
R. & E., list August 15, 1895.....60&10&60&10&5%  
Russell's Anti-Friction, list Decem-  
ber 18, 1885.....60&2%

**SLIDING SHUTTER—**

Reading list.....60%  
R. & E. Mfg. Co. s.....60&60&10%  
Sargent's list.....70%

**Shells—**

See Ammunition.

**Shot—**

See Ammunition.

**Shovels and Spades—**

Association prices to small trade.  
No. 2, Polished, Square or Round  
Point, D or L Handle:  
A1, B2,  
1st Grade, 2d Grade  
Plain Back.....\$10.50 \$9.60  
Strap Back.....9.10 9.00  
Cleveland Pattern, 10.20 9.30  
C3, D1,  
3d Grade, 4th Grade  
Plain Back.....\$8.70 \$8.10  
Strap Back.....8.10 7.50  
Cleveland Pattern, 8.40 7.80  
All other sizes, add 30c. doz.  
Black, deduct 30c. doz.

**Shovels and Tong—**

Brass Head.....60&10&60&10&10%  
Iron Head.....60&10&60&10&5%

**Shutter Bars—**

Ives'.....45%

**Shutter Bolts—**

See Bolts, Shutter.

**Sifters, Flour—**

Hunter's Genuine.. ½ gross, \$10@11.50

**Skate Sharpeners—**

Eureka.....½ doz. \$1.75; ½ gro. \$18.00

**Slaw and Kraut Cutters—**

Disston's:  
Slaw, Vegetable, Corn Grater, Tur-  
nip Shredder.....40%  
Kraut Cutters, 21x7, 26x6, 30x9.....55%  
Kraut Cutters, 38x12, 40x12.....40%  
Enterprise.....25@30%  
Enterprise Mfg. Co.....25%  
Tucker & Dorsey:  
1 Knife.....½ gro. \$16.50@20.00  
2 Knives.....½ gro. 22.50@ 30.00  
Kraut Cutters.....50%  
Woodrough & McParlin.....40%

**Sledges and Heavy Hammers—**

See Hammers.

**Slicers—**

Vegetable, Enterprise.....25%

**Smiths' Bellows—**

See Bellows.

**Snaps, Harness, &c.—**

Anchor (T. & S. Mfg. Co.).....55%  
Cockeyes.....60½%  
Fitch's:  
Bolt.....45%  
Bristol.....40&10%  
Champion.....40%  
Clipper.....50&10&5%  
Empire.....50&5%  
National.....50&5%  
Security.....40%  
Victor.....60&5%  
German, new list.....40%  
Sargent's:  
Patent Guarded.....66½%  
Covered Spring.....50&55%  
Covert Mfg. Co.:  
Brest Strap Buckle Snaps.....45%  
Brest Strap Protector.....45%  
Double for Bits or Trace Carrier.....45%  
Trojan Snaps.....40%  
High Grade Snaps.....40%  
Jockey Snaps.....40%  
Derby Snaps.....3%  
Rope Snaps.....40%

**Snaths—**

Scythe.....40@45%

**Soldering Irons—**

Covert Mfg. Co.....20%

**Spoke Shaves—**

Bailey's (Stanley R. & L. Co.).....50&10%  
Iron.....½ doz. 50&10%  
Millers Falls.....15&10%  
Seymour Smith & Sons, Iron.....20%  
Wm. Johnson's:  
Wood, Best.....30%  
Wood, 2d quality.....33½%

**Spoons and Forks—**

Boardman's:  
Britannia Spoons, Catalogue "C" net, List  
"C" net, List  
Nickel Silver, Catalogue net, List

**SILVER PLATED FLAT WARE—**

L. Boardman & Son, Catalogue "C" net List  
"1847".....40&10%  
"Anchor".....50&10%  
"Eagle".....50&10%  
"Star".....50&10%  
Rogers, Smith & Co.....50&10%  
Rogers & Hamilton.....50&10%  
Homes & Edwards.....50&10&10%  
German Silver, unplated.....50%

**KNIVES AND FORKS NO. 12—**

½ doz. net.  
"1847".....\$3.50  
"Anchor".....3.25  
"Eagle".....3.25  
"Star".....3.25  
Rogers, Smith & Co.....3.25  
Rogers & Hamilton.....3.25  
Holmes & Edwards.....3.00

**Springs—**

See Door Springs.

**Spring Balances—**

See Balances.

**Spring Hinges—**

See Hinges.

**Squares—**

Disston's Try Square and T Bevels, 60&10%  
Starrett's Micrometer Caliper Squares, 25%  
Try Square and T Bevel.....60&10%  
Winterbottom's Try and Mitre.....40&10%  
Nickel Plated. New List Jan. 5, 1900.....65&10&70%  
Steel and Iron.....65&10&70%

**Staples—**

Barbed Blind—¼, ½, and ¾ inch.  
½ lb.....8½¢@9c.

**FENCE—**

Same price as Barb Wire. See Trade Report.

**Stay Rollers—**

Cronk's, No. 50.....66½%  
" Nos. 55 and 56.....70&10%  
" No. 60.....60%  
" No. 65.....60&10%

**Steels—**

Chatillon's.....30%

**Stocks and Dies.**

**BICYCLE—**

Holroyd & Co.....35%

**BLACKSMITH'S—**

Butterfield's.....35&40%  
Gardner.....33½&10%  
Holroyd & Co.....40&50%  
Lightning New Screw Plates.....25%  
Reece's Screw Plates.....25&30%

**PIPE MAKERS—**

Holroyd & Co.....75&10&80%

**Stones—**

See Ollstones.

**Stops—**

See Bench Stops.

**Store Door Handles—**

See Handles.

**Stove Bolts—**

See Bolts.

**Stove Polish—**

See Polish, Stove.

**Sweepers—**

See Carpet Sweepers.

**Tackle Blocks—**

See Blocks.

**Tacks, Brads, &c.**

List Jan. 15, 1899.  
American Cut Tacks.....90&25%  
S. S. Cut Tacks.....90&30%  
Carpet Tacks:  
American, Blued.....90&10&10&10%  
American, Tinned.....50&10&10&10%  
Swedes Iron Tacks:  
S. S.....90&10&10%  
Bill Posters' and Railroad Tacks:  
S. S.....90&40%  
Common and Patent Brads.....70&10%  
Finishing Nails.....70&10%  
Gimp Tacks:  
S. S.....90&40%  
Hungarian Nails, Steel.....80&15%  
Lace Tacks:  
S. S.....90&40%  
Looking Glass Tacks.....70&10%  
Trimmers' Tacks:  
S. S.....90&80%  
Trunk and Clout Nails:  
Steel, Black.....80&5%  
Steel, Tinned.....80&5%  
Upholsterers' Tacks:  
S. S.....90&40%

**MISCELLANEOUS—**

Double Point, in dozens.....90&10&10&10&10%  
Double Point, in bulk.....80%  
Matting.....80%  
Shade, in dozens.....90&10&10%  
Shade, in bulk.....80%

**Tack Pullers—**

Columbia, No. 1, ½ doz., net.....\$1.00  
Columbia, No. 2, ½ doz., net.....1.50  
Little Jack.....½ doz., 1.00

**Tapes, Measuring—**

American Asess' Skin.....40&10&50%  
Leather Case.....25&25&10%  
Steel.....33½&40%  
Chestermans.....25&25&5%  
Keuffel & Esser Co., New List, 1898:  
Steel and Metallic.....85%  
Lufkin's Steel and Metallic.....80&33½%

**Tap Borers—**

See Borers, Tap.

**Taps—**

American Screw Co.:  
Machine Screw.....70%  
Holroyd & Co.'s:  
Blacksmith's.....60&65&5%  
Machine Screw.....70&10&7%  
Machinists' Hand.....60&60&10&10%  
Pipe, ¼ to 1½.....80&80&10%  
Pipe, 2 to 4.....70&70&10%

**Thumb Latches—**

See Handles.

**Tinware—**

Stamped, Japanned and Pieced, Net Prices.

**Tire Bolts—**

See Bolts.

**Tobacco Cutters—**

National Specialty Co.....40%  
Enterprise Mfg. Co.....25&80%

**Toilet Clippers—**

See Clippers.

**Trammel Points—**

Backus and Union.....40%  
C. E. Jennings & Co., "Eureka".....25%  
Cook's.....25%  
Sargent's.....40&10%  
Stanley's.....30&10%  
Tower & Lyon.....33½%  
Prentiss'.....20&25%

**Tracks, &c.—**

F. E. Myers & Bro.:  
Comb. Car, Double Steel T.....\$3.50  
Comb. Car, Wood Track.....3.35  
Common 6 in. Wood Sheave Pulley.  
Fig. 443.....½ doz. 1.75  
D. H. Fork Steel Regular.....each, .85  
Double Grapple Fork.....each, 8.50  
Double Rail Steel Track, complete  
with clamps.....½ ft. .10  
Faultless Steel Frame K. P. Pulley,  
Fig. 495.....½ doz. 2.15  
Faultless Steel Frame 6 in. Plain  
Pull y, Fig 485.....½ doz. 1.90  
Floor Hooks ¾ in.....½ doz. .70

Floor Pulley, Wood Sheave, Fig. 486	doz. 2.25
Hanging Hooks for Double Steel Track	doz. .65
Hanging Hooks for Single Steel Track	doz. .65
Hanging Hooks for Wood Track, 10 in.	doz. .55
Hanging Hooks for Wood Track, 14 in.	doz. .65
Malleable Frame K. P. Pulleys, Fig. 676	doz. 2.40
Malleable Rafter Brackets, doz.	.40
Nellis Fork	each, 1.60
New Myers Iron Rod Car	3.25
Reed Wood Frame Pulley with Hook, Fig. 484	doz. 2.00
Rev. Car., Double Steel Track	3.50
Rev. Car., Wood Track	3.25
Rope Hitch	doz. 1.75
Single Rail Car, Single Steel T	3.50
Single Rail Steel Track with clamps	ft. .09
Sprout's Shear Fork, each	\$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, doz.	1.85
Sure Grip Sling Car, Steel or Wood Track	6.00
Walker Fork, each	1.25
Wrought Rafter Brackets, doz.	.40

## Transom Lifters—

Ajax	50&10@50&10&5%
Bronze Metal, with Safety Spring	50@50&10%
Crescent	70@70&10%
Dickson's	60%
Nickel Plated	50&10%
Payson's Solid Grip, Nos. 303 and 304, doz.	\$12.00
Shaw's:	
Copper Finished	80&10%
Lever	70@70&10%

## Traps—

## FLY—

Balloon	doz. \$1.25, doz. \$12.00
Globe	doz. 1.25, doz. 12.00
Harper	doz. 1.40, doz. 15.00

## GAME—

Star, Blake's Pattern	60&10&10%
Enterprise Mole	15%
H. & N	65%
Newhouse	45@50%
Victor	75%

## MOUSE AND R

Erie Rat	40@40&10%
Hotchkiss:	
Metallic Mouse	50%
Improved Rat	50%
New Rat	50%
Mouse, Bonanza, doz.	90c@1.10
Mouse, Catch-em alive, doz.	\$2.50, 15%
Mouse, Delusion	40%
Mouse, Ideal, doz.	\$9.00
Mouse, Round Wire, doz.	\$1.00, 1%
Mouse, Wood, Choker, doz. holes	9@10c
Marty French Rat and Mouse Traps (Genuine):	
No. 1. Rat, each \$1.18, doz.	\$12.00
No. 3. Rat, doz., \$6.00; case of 50	5.25
No. 3 1/2. Rat, doz., \$4.75; case of 72	4.25
No. 4. Mouse, doz., \$3.50; case of 72	2.75
No. 5. Mouse, doz., \$2.75; case of 150	2.25
Schuyler Rat Killer, No. 1, doz.	\$15.00; No. 2, doz. \$15.00
Mouse, No. 8	9.00
Smith & Egge Mfg. Co.:	
Superior Rat Trap	\$15.00
Yankee Mouse Trap	5.50
Yankee Rat Trap	11.00

## Trowels—

Brade's Brick	30%
Diastone:	
Brick and Pointing	30%
Plastering	25%
"Standard Brand" and Garden	40%
C. E. Jennings & Co.:	
Brick	30%
Plastering	25%
Pointing	30%
W. & McP. Plastering	25%
Peace's Plastering	25@25&5%
"Rose" Brick, Plastering and Mould-ers	25&5%

## Vegetable Slicers—

Enterprise Mfg. Co.	25%
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## Vises—

Solid Box	40&10@50%
V. W. & W.	40%
Fisher-Norris	15&10%
Armstrong's:	
Combination	50%
Plain and Hinge	60%
Athol, Oval Slide	60%
Adams, Diamond	40%
Bonney's Champion	40%
Fisher & Norris Double Screw	15%
Holland's	40%
Howard's	40%
Little Giant Bench	25&10%
Lowell Hand	38 1/2%
Masey:	
Perfect	15@20%
Clincher	30@40%
Wood Working	15@20%
Planer	15@20%
Comb. Pipe	40%
Millers Falls:	
Oval Slide	net@10%
Ball Clamp	50&10%
Gravity	45%
Hand	net
Moore's	15%
Phenix	30%
Prentiss	58 1/2%
Sargent's	20@25%
Simpson's Adjustable	40%
Stephens	25@33 1/2%
Trotton	40@40&5%
Wright's Pipe	40%

## SAW FILERS—

Bonney's No. 2, \$15.00	40&10@50%
Cincinnati	40%
Stearns Com. No. 0, 1, 2 and 3	50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33	38 1/2@40%
Wentworth's	40%

## Wads—

See Ammunition.

## Wagon Jacks—

Covert Mfg. Co.'s, Steel	45%
Lane's Steel	38 1/2&5%

## Washer Cutters—

Otis A. Smith's	20&10&10%
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## Well Wheels—

Japanned, 8 to 14 inches	70%
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## Weed Extractors—

"Pastime"	doz. \$1.75 net
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## Window Cleaners—

Barnes Mfg. Co.	40%
Clayton's	25&10%

## Window Stop Adjusters—

Ives' New List	25&5%
Taplin's "Perfection"	50%

## Wire Gauges—

See Gauges.

## Wire and Wire Goods—

Brass Wire	20%
Bright Wire Goods, New List	85&10%
Cast Steel Wire	50%
Copper Wire	15%
Annealed and Tinned on Spools	70%
Brass and Copper on Spools	60%
Spooled Wire, as'd for Retailing	70%
Market Wire, Bright and Annealed:	
Nos. 6 to 9	70&10%
Nos. 10 to 18	72 1/2&5%
Nos. 19 to 26	75&7 1/2%
Nos. 27 to 36	75&10&2 1/2%
Coppered and Galvanized:	
Nos. 6 to 9	66 3/4&5%
Nos. 10 to 18	70%
Nos. 19 to 26	70&10%
Nos. 27 to 36	70&10&10%
Tinned:	
Nos. 6 to 14	70&10&5%
Nos. 15 to 18	70&5&5%
Nos. 19 to 26	70%
Nos. 27 to 36	60&10&10%
Picture Wire, List of Oct. 2, 1900	85&8 1/2&10%
Steel Music Wire, Nos. 12 to 30, imported	doz. 60@70c
Stub's Steel Wire	\$6.00 to 2 33 1/2%

## Wire Clothes Lines—

See Lines.

## Wire Cloth, Netting, &amp;c.—

Galvanized Wire Netting 30&10@80&20%	
Painted Screen Cloth, good quality,	
doz. 100 sq. ft.	\$1.00@1.10

## PAINTS, OILS AND COLORS.

## Oils—

Linseed, City, Raw, in barrels, do gal.	78c
Linseed, City, Boiled, in barrels, do gal.	75c
Out of Town on Spot	do gal. 73c
Calcutta, Raw, in barrels	do gal. 85c
Lard, Prime City	do gal. 65@66c
Extra, No. 1	47@49c
No. 1	41@43c

## Paints and Colors—

Barytes, Foreign Floated, do ton,	\$20.00@21.00
Barytes, American Floated, do ton,	\$19.00@20.00
Barytes, Crude	do ton 9.00@ 10.00
White Lead, American, Dry, in bbls.	do lb. 6@6 1/4c
White Lead, American, in Oil, in lots of less than 500 lbs.	do lb. net 7c
In lots of 500 lbs. and over	do lb. 6 1/4c
White Lead, Foreign, in Oil	do lb. 8@9 1/4c
Litharge, Kegs	do lb. 6 1/4@7c
Zinc, American, Dry	do lb. 4 3/4@5 1/4c

## Putty—

In bulk	\$1.90
In bladders	2.40
In cans, 50 lb.	2.00
In cans, 25 lb.	2.25
In cans, 12 1/2 lb.	2.50

## Wire Rope—

New List July 1, 1899.

Cast Steel	30%
Iron	30@30&10%
Iron, Galvanized	25&10%

## Wire Rope Clips—

Crosby	25%
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## Wire Stretchers—

W. C. Heller's Grip	doz. \$1.50
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## Wrenches—

Agricultural	70&10@75%
Alken's Pocket (Bright)	\$2.00@3.20
Alligator	70%
Baxter's	60&10%
Bemis & Call's:	
Briggs Pattern	30&10%
No. 2 Cylinder	55%
No. 3 Pipe, Bright	50%
Patent Combination Black	40&5%
Patent Combination Bright	40%
Bicycle:	
Club	40%
Superior	40%
Featherweight	40%
Protection	40%
Boardman's	30@33 1/2%
Coe's:	
Genuine	40&10&5&5%
"Mechanics"	40&10&10&5&5%
Coe's Pattern, Wrought Bar	60&5@
	60&10%
Donohue's Engineer	40%
Eagle Pipe	50&10%
Gem	33 1/2%
Stillson Pipe	50%
Taylor Pipe and Nut	40%
Acme	60@60&5%
Bull Dog	60&10%
Hercules	70%
J. H. Williams & Co.	25%

## Spirits Turpentine—

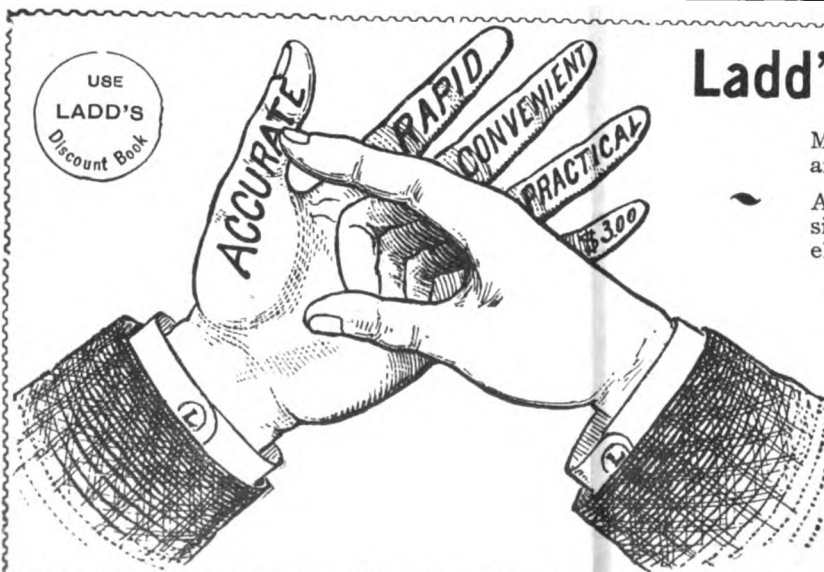
In regular bbls.	40 c
In machine bbls.	41 c

## Dry Colors—

Blue, Chinese	35 @40 c
Blue, Prussian	33 @38 c
Blue, Ultramarine	6 @30 c
Sienna, Italian, burnt & powdered	4 1/2@10 c
Sienna, Italian, raw & powdered	3 @ 7 c
Umber, Turkey, burnt	2 1/2@ 3 1/4c
Umber, Turkey, raw	2 1/4@ 3 1/4c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in bulk	15 @16 c
Indian Red, American	2 1/2@ 3 c
Indian Red, English	4 1/2@ 8 1/4c

## Colors in Oil—

Black Lampblack, best	18 @15 c
Black Lampblack, common	8 @10 c
Blue, Chinese	35 @40 c
Blue, Prussian	32 @35 c
Blue, Ultramarine	14 @18 c
Sienna, burnt	11 @13 c
Sienna, raw	11 @13 c
Umber, burnt	11 @13 c
Umber, raw	11 @13 c
Brown, Vandyke	11 @13 c



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Geneva Tool Co., Geneva, Ohio.  
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Iowa Farming Tool Co., Fort Madison,  
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Underhill, Clinch & Co., New York.  
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Dunbar Bros., Bristol, Conn.  
G. & J. Tire Co., Indianapolis, Ind.  
John H. Graham & Co., New York.  
Harrington & Richardson Arms Co.,  
Worcester, Mass.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Remington Arms Co., New York.  
Rider Saddle Co., Detroit, Mich.  
Smith & Egge Mfg. Co., Bridgeport,  
Conn.  
Edwin B. Stimpson & Son, New York.

**Bits.**

Alfred Field & Co., New York.  
C. E. Jennings & Co., New York.  
Russell Jennings Mfg. Co., Deep  
River, Conn.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.

**Blacksmiths' Vises.**

John H. Graham & Co., New York.  
Tower & Lyon, New York.

**Blocks, Tackle.**

See Tackle Blocks.

**Bolt and Screw Cases.**

J. D. Warren Mfg. Co., Chicago.

**Bolts, Expansive, etc.**

Columbus Bolt Works, Columbus, O.  
D. C. Scaman & Co., Philadelphia.

**Boring Machines.**

Fox Machine Co., Grand Rapids,  
Mich.  
C. E. Jennings & Co., New York.

**Box Catches, Fancy.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Box and Chest Corners.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Box Hasps and Hinges.**

Cary Mfg. Co., New York.

**Box Openers.**

Smith & Hemenway Co., New York.

**Box Straps.**

Cary Mfg. Co., New York.

**Braces, Carpenters'.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.

**Brackets, Shelf.**

Atlas Mfg. Co., New Haven, Conn.  
Sargent & Co., New York.

**Brands, Burning.**

Schwerdtle Stamp Co., Bridgeport,  
Conn.

**Brass and Composition Castings.**

Magnolia Metal Co., New York.

**Bridge Rods.**

Columbus Bolt Works, Columbus, O.

**Builders' Hardware.**

Champion Safety Lock Co., Cleveland,  
O.  
W. & E. T. Fitch Co., New Haven,  
Conn.  
John H. Graham & Co., New York.  
Hobart B. Ives & Co., New Haven,  
Conn.  
Sargent & Co., New York.

**Bungs.**

John Sommer's Son, Newark, N. J.

**Butcher Knives, Tools and Steels.**

John Chatillon & Sons, New York.  
Goodell Co., Antrim, N. H.  
Silver Mfg. Co., Salem, Ohio.  
Smith & Hemenway Co., New York.

**Butchers' Scales.**

John Chatillon & Sons, New York.  
Osgood Scale Co., Binghamton, N. Y.

**Butts, Door.**

Bommer Bros., Brooklyn, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Sargent & Co., New York.

**Butts, Spring.**

Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.

**Cabinets, Bolt.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Cabinets, Hardware.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Calipers.**

Alfred Field & Co., New York.  
C. E. Jennings & Co., New York.  
J. Stevens Arms and Tool Co., Chicopee Falls, Mass.

**Can Openers.**

John H. Graham & Co., New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.

**Carpet Sweepers.**

National Sweeper Co., Marion, Ind.

**Car Sealers.**

Charles Morrill, New York.

**Carpenters' Pencils.**

Joseph Dixon Crucible Co., Jersey  
City, N. J.

**Carriage Makers' Tools.**

Silver Mfg. Co., Salem, Ohio.

**Carriers, Hay.**

F. E. Myers & Bro., Ashland, Ohio.

**Casters, Bed and Plate.**

Sargent & Co., New York.  
Standard Caster & Wheel Co., New  
York, N. Y.

**Catalogue Case.**

Roy Miller, Alma Center, Wis.  
J. D. Warren Mfg. Co., Chicago, Ill.

**Caulking Mallets.**

N. Y. Mallet & Handle Works, New  
York, N. Y.

**Cement, Rubber and Leather.**

Tower & Lyon, New York.

**Chains.**

Covert Mfg. Co., West Troy, N. Y.  
Fuller Bros., New York.

**Chains, Cow.**

Covert Mfg. Co., West Troy, N. Y.

**Chains, Sash.**

Smith & Egge Mfg. Co., Bridgeport,  
Conn.

**Chain Blocks.**

Burr Mfg. Co., Cleveland, O.

**Chain Stay Ratchet.**

Chain Stay Fence Co., Sterling, Ill.

**Chalk Lines.**

Samson Cordage Works, Boston,  
Mass.

**Checks, Brass.**

S. W. Reese & Co., New York.  
Schwerdtle Stamp Co., Bridgeport,  
Conn.

**Chemicals.**

Harrison Bros. & Co., Inc., New York,  
Philadelphia, Chicago.

**Cherry Stoners.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Goodell & Co., Antrim, N. H.

**Chisels, Firmer.**

Alfred Field & Co., New York.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.

**Chucks.**

Geo. Burnham Co., Worcester, Mass.  
North Bros. Mfg. Co., Phila., Pa.  
Smith & Egge Mfg. Co., Bridgeport,  
Conn.

**Churns.**

Buckeye Churn Co., Sidney, Ohio.

**Cleavers.**

G. W. Bradley's Sons, New York.  
John Chatillon & Sons, New York.  
Goodell Company, Antrim, N. H.  
Underhill, Clinch & Co., New York.

**Clippers, Bolt and Rivet.**

Chambers Bros. Co., Philadelphia.

**Clippers, Horse and Barbers'.**

American Shearer Mfg. Co., Nashua,  
N. H.  
Coates Clipper Mfg. Co., Worcester,  
Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.

**Closet Pulls.**

Smith & Egge Mfg. Co., Bridgeport,  
Conn.

**Clothes Lines.**

Samson Cordage Works, Boston  
Mass.

**Coal Screens.**

Gilbert & Bennett Mfg. Co., New  
York, Chicago.

**Coat, Hat and Ceiling Hooks.**

Atlas Mfg. Co., New Haven, Conn.  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Sargent & Co., New York.

**Coke Forks.**

Geneva Tool Co., Geneva, O.

**Colors.**

Harrison Bros. & Co., Inc., New  
York, Philadelphia, Chicago.

**Compressors, Corn and Fodder Shock.**

J. B. Hughes, Greensburg, Ind.

**Conductor Pipe.**

American Steel Roofing Co., Middle-  
town, Ohio.  
Bruce & Cook, New York.

**Coopers' Tools.**

G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.

**Copper, Sheet.**

Bruce & Cook, New York.

**Cordage and Twines.**

Samson Cordage Works, Boston.

**Cork Pullers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Erie Specialty Co., Erie, Pa.

**Corkscrews.**

Alfred Field & Co., New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Williamson W. N. Co., Newark, N. J.

**Corn Hooks.**

Geneva Tool Co., Geneva, O.

**Cotton Belting.**

Rosendale-Rodaway Belting and Hose Co., Newark, N. J.

**Counterfeit Detectors.**

Pelouze Scale & Mfg. Co., Chicago.

**Counters, Hardware.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Counters, Nail Bin.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Countersinks.**

C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.

**Cover Lifters, Stove.**

Troy Nickel Works, Albany, N. Y.

**Crayons.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Curled Hair.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Curry Combs.**

W. & E. T. Fitch Co., New Haven, Conn.  
John H. Graham & Co., New York.  
New York Stamping Co., Brooklyn, N. Y.

**Cutlery, Pocket.**

John Chatillon & Sons, New York.  
Jackson Knife & Shear Co., Fremont, O.  
Jos. Rodgers & Sons, Sheffield, Eng.  
Voigt, Starr & Co., New York.

**Cutlery, Table.**

Alfred Field & Co., New York.  
Goodell Co., Antrim, N. H.  
Jos. Rodgers & Sons, Sheffield, England.  
E. H. H. Smith, New York, N. Y.

**Cutlery Specialties.**

Smith & Hemenway Co., New York.

**Cutters, Fodder.**

Silver Mfg. Co., Salem, Ohio.

**Cutters, Pipe.**

H. F. Livermore, Boston, Mass.

**Cutters, Rod.**

Chandler & Farquhar, Boston.

**Cutters, Wire.**

Bridgeport Mfg. Co., Bridgeport, Conn.

**Cutting Pliers.**

Bridgeport Mfg. Co., Bridgeport, Conn.  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Charles Morrill, New York.

**Dairy Scales.**

Osgood Scale Co., Binghamton, N. Y.

**Dies, Steel.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Discount Books.**

Hardware Publishing Co., New York.

**Dog Collars and Muzzles.**

Alfred Field & Co., New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Door Checks and Springs.**

Henry Pearl & Sons, New York.  
Sargent & Co., New York.

**Door Holders.**

Brohard Co., Philadelphia, Pa.  
Caldwell Mfg. Co., Rochester, N. Y.  
Henry Pearl & Sons, New York.

**Door Springs.**

Sargent & Co., New York.

**Dormant Scales.**

Osgood Scale Co., Binghamton, N. Y.

**Drawer, Hardware.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Drawing Instruments.**

C. E. Jennings & Co., New York.  
Kenflet & Easer Co., New York.  
Sargent & Co., New York.

**Drawing Knives.**

Tower & Lyon, New York.

**Drills, Bench.**

Geo. Burnham Co., Worcester, Mass.  
Chandler & Farquhar, Boston, Mass.  
Silver Mfg. Co., Salem, Ohio.  
(See Twist Drills.)

**Drills, Hand.**

Duff Machine Co., Lowell, Mass.

**Drilling Attachments.**

Silver Mfg. Co., Salem, Ohio.

**Drills, Blacksmiths', Etc.**

Sargent & Co., New York.  
Silver Mfg. Co., Salem, Ohio.

**Drill Presses.**

Silver Mfg. Co., Salem, Ohio.

**Dripping Pans.**

Fillgrove Bros. & Co., Ironton, Ohio.

**Dumb Waiters.**

Kimball Bros. Co., Council Bluffs, Iowa.

**Duplicators.**

Felix F. Daus Duplicator Co., New York.

**Electric Bells and Supplies.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Elevator Enclosures and Cars.**

J. E. Bolles Iron and Wire Works, Detroit, Mich.

**Elevators.**

Kinball Bros. Co., Council Bluffs, Iowa.

**Emery Flour.**

Rudolf Mosse, Frankfurt, Germany.

**Emery and Garnet Paper.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Engravers.**

Standard Engraving Co., New York.

**Ensilage Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Envelope and Stamp Lubricators.**

Pelouze Scale & Mfg. Co., Chicago.

**Escutcheons and Push Plates.**

Brass Goods Mfg. Co., Brooklyn, N. Y.  
Sargent & Co., New York.

**Expansion Belts.**

D. C. Seaman & Co., Philadelphia.

**Export Agents.**

John H. Graham & Co., New York.

**Eyelets and Eyelet Sets.**

Eyelet Tool Co., Boston, Mass.

**Farming Tools.**

Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Faucets, Metal.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Faucets, Wood.**

John Sommer's Son, Newark, N. J.

**Fence Machines.**

Torrent Pump & Fence Co., Cleveland, O.

**Fences, Wire and Iron.**

W. J. Adam, Joliet, Ill.  
J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Field Hoes.**

Geneva Tool Co., Geneva, O.

**Files.**

G. & H. Barnett Co., Philadelphia.  
Alfred Field & Co., New York.  
Hayes File Co., Detroit, Mich.  
Nicholson File Co., Providence, R. I.

**Filters.**

A. L. Baron Mfg. Co., New York.  
Champion Safety Lock Co., Cleveland, O.  
Globe Filter Co., New York.

**Fire Arms.**

Alfred Field & Co., New York.  
Harrington & Richardson Arms Co., Worcester, Mass.  
Remington Arms Co., New York.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Flat Ware.**

See Plated Ware.

**Floor Plates.**

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Flower Pot Stands.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Fodder Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Food Choppers.**

Enterprise Mfg. Co. of Pa., Philadelphia, Pa.  
Sargent & Co., New York, and New Haven, Conn.

**Forgings, Carriage.**

Columbus Bolt Works, Columbus, O.

**Foundry Riddles.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Frame Pulleys.**

Fox Machine Co., Grand Rapids, Mich.  
Sargent & Co., New York.

**Fruit Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Furnace Shovels.**

Geneva Tool Co., Geneva, O.

**Galvanizing, Electro.**

U. S. Electro-Galvanizing Co., New York.

**Garden Hoes.**

Geneva Tool Co., Geneva, O.

**Garden Tools.**

Alfred Field & Co., New York.  
Geneva Tool Co., Geneva, O.  
Underhill, Clinch & Co., New York.

**Gasoline Cans.**

J. H. Eller & Co., Canton, O.

**Gasoline Lamps.**

Argand Vapor Lamp Co., Detroit, Mich.  
Chicago Solar Light Co., Chicago, Ill.  
H. Mersel, St. Louis, Mo.

**Gas Pliers.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Gauges, Butt.**

Stanley Rule and Level Co., New York.

**Glass Cutters.**

John Symes, New York.  
Smith & Hemenway Co., New York.

**Glue.**

Allerton-Clarke Co., New York.  
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.  
N. Y. Cabinet Glue Works, New York.  
Tower & Lyon, New York.

**Graphite.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Grass Hooks.**

Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.

**Grindstones.**

Cleveland Stone Co., Cleveland.

**Gummers, Saw.**

E. C. Atkins & Co., Indianapolis, Ind.

**Gunpowder.**

Tower & Lyon, New York.

**Gun Implements.**

Remington Arms Co., New York.  
Union Hardware Co., Torrington, Conn.

**Hair Felting.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Halter Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Halters, Web and Rope.**

Covert Mfg. Co., West Troy, N. Y.

**Hammers.**

John H. Graham & Co., New York.  
Arthur R. Robertson, Boston, Mass.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Stanley Rule and Level Co., New York.  
The Scranton & Co., New Haven, Conn.

**Handles, Tool.**

Berger Bros. Co., Philadelphia.  
Geneva Tool Co., Geneva, O.  
N. Y. Mallet & Handle Works, New York, N. Y.

**Hangers, Coat and Hat.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.

**Hangers, Pipe.**

Berger Bros. Co., Philadelphia.

**Hangers, Barn Door.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Hangers, Jolt and Wall.**

National Iron & Wire Co., Cleveland, Ohio.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Hangers, Parlor Door.**

John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Sargent & Co., New York.

**Hardware Cabinets.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Hardware Cases.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Hardware Mfrs' Agents, Etc.**

John H. Graham & Co., New York.  
Robert Murray, New York.  
Underhill, Clinch & Co., New York.

**Hardware Shelving.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Hardware Specialties.**

Clark & Cowles, Plainville, Conn.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Robert Murray, New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.

**Harness Dressing.**

Frank Miller Co., New York, N. Y.

**Harness Snaps.**

Covert Mfg. Co., West Troy, N. Y.  
W. & E. T. Fitch Co., New Haven, Conn.  
Sargent & Co., New York.

**Hasps and Staples.**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools.**

F. E. Myers & Bro., Ashland, Ohio.

**Hay Forks.**

Ashtabula Tool Co., Ashtabula, O.  
Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.  
Willoughby Fork & Mfg. Co., Willoughby, O.

**Hay Knives.**

Iwan Bros., Streator, Ill.

**Heaters, Gas.**

Lawrence Stove Mfg. Co., Buffalo, N. Y.

**Heaters, Oil.**

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Hinges.**

Clark Mfg. Co., Buffalo, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.

**Hinges, Shutters.**

Clark Mfg. Co., Buffalo, N. Y.

**Hinges, Spring.**

Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.

**Hinges, Trunk, Box and Door.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Hoisting Machinery.**

Burr Mfg. Co., Cleveland, Ohio.  
Kimball Bros. Co., Council Bluffs, Ia.

**Hones, Razor.**

Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.

**Hooks.**

Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.

**Horse and Cattle Ties.**

Covert Mfg. Co., West Troy, N. Y.

**Horse Nails.**

Anasable Horse Nail Co., New York.  
Capewell Horse Nail Co., Hartford, Conn.

**Horse Rasps.**

G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.

**Hose, Fire, Linen.**

Rosendale-Reddaway B. & H. Co., Newark, N. J.

**Hose Menders.**

John H. Graham & Co., New York.

**Hose Pipe.**

F. E. Myers & Bro., Ashland, Ohio.

**Hose, Rubber.**

F. E. Myers & Bro., Ashland, Ohio.

**Hot Plates.**

Lawrence Stove Mfg. Co., Buffalo, N. Y.

**Ice Balances.**

John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.

**Ice Cream Freezers.**

John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.

**Ice Chisels.**

John Chatillon & Sons, New York.  
Iowa Farming Tool Co., Ft. Madison, Iowa.

**Ice Creepers.**

Edwin B. Stimpson & Son, New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Ice Picks.**

John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
C. E. Jennings & Co., New York.

**Ice Tools.**

John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.

**Iron, Sheet.**

Bruce & Cook, New York.

**Iron Fences.**

Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Iron Work.**

J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Jack Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Ladders.**

Berger Bros. Co., Philadelphia.  
Lane Bros. Co., Poughkeepsie, N. Y.  
F. E. Myers & Bro., Ashland, Ohio.

**Lamps, Bicycle.**

John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Lanterns.**

R. E. Dietz Co., New York.

**Lard Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Lawn Fences.**

W. J. Adam, Joliet, Ill.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Lawn Mowers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Underhill, Clinch & Co., New York.

**Lawn Rakes.**

Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.

**Lawn Sprinklers.**

Smith & Hemenway Co., New York.

**Lawn Tools.**

Geneva Tool Co., Geneva, O.

**Lead.**

Bruce & Cook, New York.  
Colwell Lead Co., New York.

**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Lead Pipe.**

Colwell Lead Co., New York.

**Lemon Squeezers.**

Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.

**Levels.**

Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.

**Locks and Knobs.**

Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Sargent & Co., New York and New Haven, Conn.

**Lubricants.**

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**

Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Idw. Co., Torrington, Conn.

**Manicure Files.**

Emil Forquignon Mfg. Co., New York.

**Manure Forks.**

Geneva Tool Co., Geneva, O.

**Manure Hooks.**

Geneva Tool Co., Geneva, O.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Measuring Tapes.**

Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Kenfel & Esser, New York.

**Meat Choppers.**

John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Meat Cutters.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.

**Metallic Paint.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.

**Mills, Coffee and Spice.**

John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.

**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Mitre Boxes.**

C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Motor Cycles.**

Patee Bicycle Co., Indianapolis, Ind.

**Mowing Machine Oilers.**

Wilnot & Hobbs Mfg. Co., Bridgeport, Conn.

**Nails.**

Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.

**Nail Pullers.**

Bridgeport Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.

**Nail Sets.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.

**Needles.**

Alfred Field & Co., New York.

**Nippers.**

Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.

**Nuts.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Columbus Bolt Works, Columbus, O.

**Office Railings.**

J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Gilbert & Bennett Mfg. Co., New York and Chicago.

**Oilers.**

Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilnot & Hobbs Mfg. Co., Bridgeport, Conn.

**Oil Cans.**

J. H. Eller & Co., Canton, O.

**Oil Heaters.**

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Ornamental Iron Work.**

Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Padlocks.**

Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Paints.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Sherwin-Williams Co., Cleveland, O.  
Standard Paint Co., New York.

**Pans, Dripping.**

Fillgrove Bros. & Co., Ironton, O.

**Paper Clips.**

Cushman & Denison, New York.

**Patents.**

Davis & Davis, New York.

**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Pig Lead.**

Colwell Lead Co., New York.  
Swarts Metal Refining Co., Chicago.

**Pipe Cutters.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.

**Pipe Straps.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.

**Pistols.**

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Planes.**

C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.

**Plated Ware.**

M. S. Benedict Mfg. Co., E. Syracuse, N. Y.  
Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.

**Plates, Machinery.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Pliers, Fencing.**

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Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.

**Plumbers' Supplies.**

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Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

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John Chatillon & Sons, New York.  
Alfred Field & Co., New York.  
Jackson Knife & Shear Co., Fremont, O.

**Police Equipments.**

Tower & Lyon, New York.



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Joseph Dixon Crucible Co., Jersey City, N. J.
- Post Hole Augers.**  
Iwan Bros., Streator, Ill.
- Post Hole Diggers.**  
John H. Graham & Co., New York.  
Iwan Bros., Streator, Ill.
- Potato Hooks.**  
Geneva Tool Co., Geneva, O.
- Poultry Netting.**  
Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.
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The Scranton & Co., New Haven, Conn.
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Hardware Publishing Co., New York.
- Pruning Shears.**  
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Smith & Hemenway Co., New York.
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Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.
- Pumps.**  
John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.  
Torrent Pump & Fence Co., Cleveland, O.
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Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.
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J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.
- Railroad Brasses.**  
Magnolia Metal Co., New York.
- Rail, Barn Door.**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
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Geneva Tool Co., Geneva, O.  
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Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.
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Smith & Hemenway Co., New York.
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Tabor Revolution Counter, Elizabeth, N. J.  
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- Roofing Paint.**  
J. L. Perkins & Co., Chicago, Ill.
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Berger Bros. Co. ....	13			Jennings (Russell) Mfg. Co. ....	1	Scranton (The) & Co. ....	1
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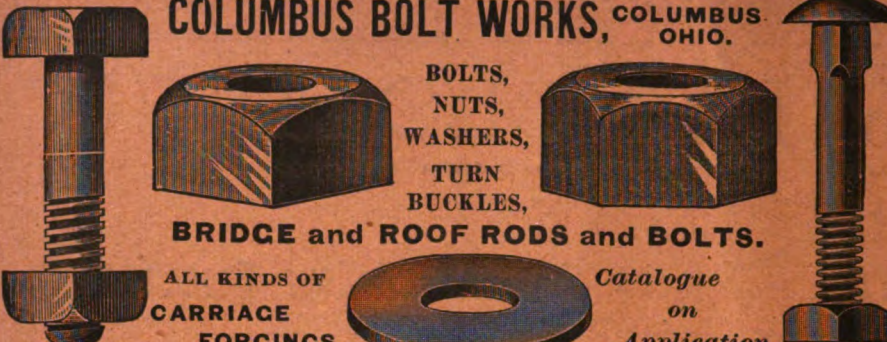
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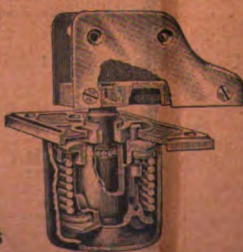
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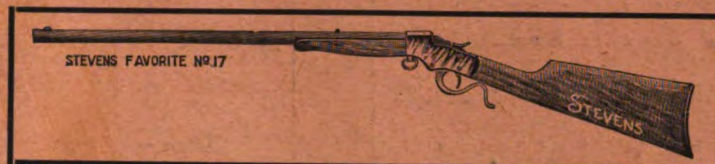
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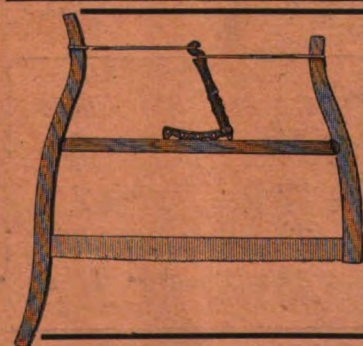


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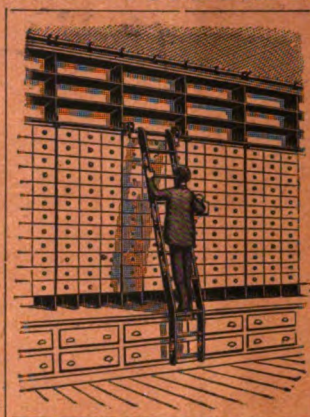
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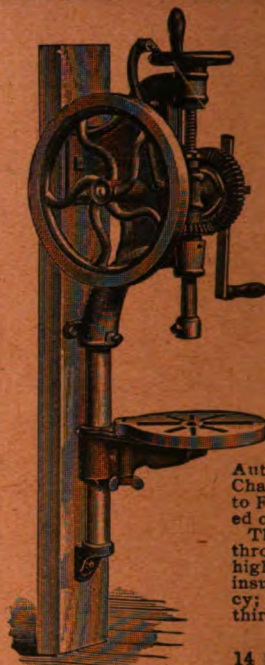
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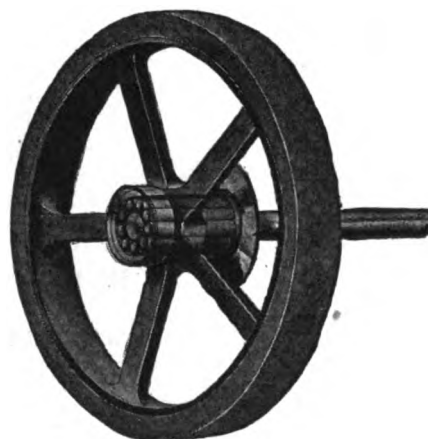


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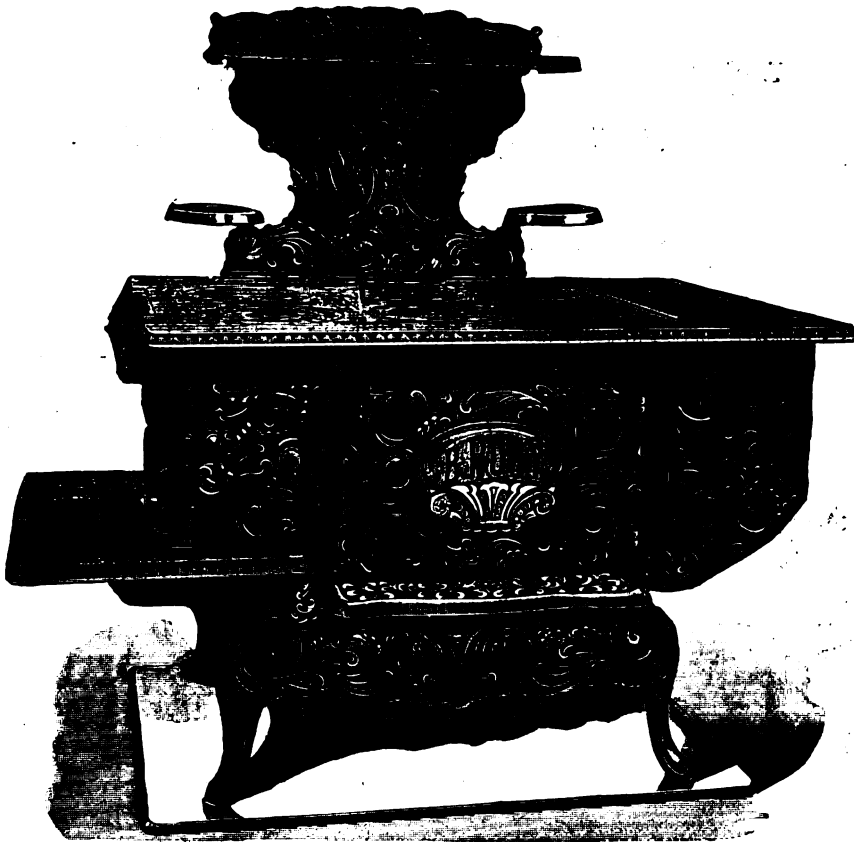
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NOT CONNECTED WITH ANY SHEAR COMBINATION.



## Scythe & Stones.

LARGEST ASSORTMENT.  
ALL GRADES OF GRIT.  
NEAT APPEARANCE.  
FINE GOODS.  
QUICK SELLERS.

**The Cleveland Stone Co.,**  
Hickox Bldg., Cleveland, Ohio.



THE  
**"BUCKEYE" WASHING MACHINE.**

Easy to Work. . . . .  
Can't Tear the Clothes.

Simple in construction, can't get out of order. Reasonable in price, with good profit to dealer.

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SIDNEY, OHIO.

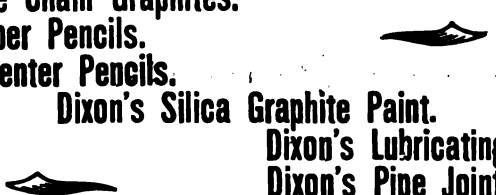


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Dixon's Cycle Chain Graphites.  
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Dixon's Pipe Joint Compound.  
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These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

**JOSEPH DIXON CRUCIBLE CO.,** JERSEY CITY, N. J.



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ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.

Made in three sizes and all finishes. . . . .

Catalogue on Application.

**The Champion Safety Lock Co.,**  
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Established 1832. Cable Address "BLISS."

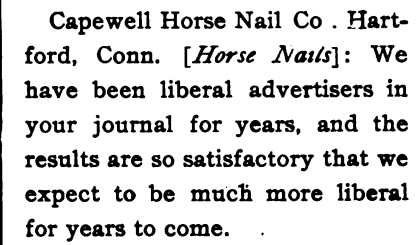
MANUFACTURERS OF Wood Turnings, Hand, Beach and other Screws, Mallets, Handles Vises, Clamps, Tool Chests, Croquet, Lithographs, Wood Toys, Novelties, and also the Celebrated

**Wood's Patent Car Gate** For Street and Steam Railroad Cars.

**THE R. BLISS MFG. CO.,** PAWTUCKET, R. I., U.S.A.

# RESULTS ARE SO SATISFACTORY.

Capewell Horse Nail Co. Hartford, Conn. [Horse Nails]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for years to come.



# 'SPIRAL SCREW-DRIVERS

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

This cut shows Spiral extended.

No. 1, Length without Bit, Spiral extended, 10 1/4 in., closed 1 1/4 in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 10 1/4 in., closed 10 1/4 in. No. A2, Length without Bit, Spiral extended 11 in., closed 7 1/4 in.

... "Electric" Spiral Screw-Driver...

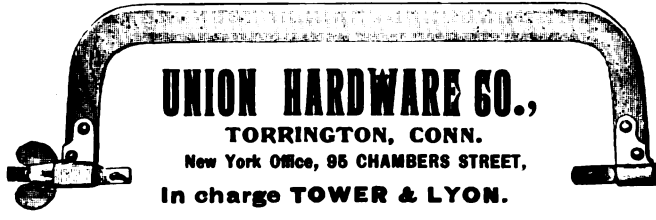
THE BEST IN THE MARKET FOR THE MONEY.

No. C1, Length Spiral Extended, 16 in., closed 1 1/4 in. No. C2, Length Spiral Extended, 19 1/4 in., closed 8 in.

Order from your Jobber or direct from


**VOIGT, STARR & CO.,** Sole Agents, 84 & 86 Chambers St. NEW YORK, U. S. A.





**UNION HARDWARE CO.,**  
TORRINGTON, CONN.  
New York Office, 95 CHAMBERS STREET,  
In charge TOWER & LYON.

No. 20 EAGLE STEEL FRAME, NICKEL PLATED.



# COOPERED IRON BELT RIVETS AND BURRS, AND TINNERS' RIVETS.

**CLARK & COWLES,** { Main Office, } Plainville, Conn.  
Factory, {  
NEW YORK OFFICE, 7 and 9 Warren St.



You take no risk on the quality. We make only the best!



**BAEDER, ADAMSON & CO.**  
SAND PAPER, EMERY PAPER, EMERY CLOTH, CURLED HAIR.  
FOUNDED - 1828 -  
NEW YORK: BOSTON CHICAGO, PHILADELPHIA.



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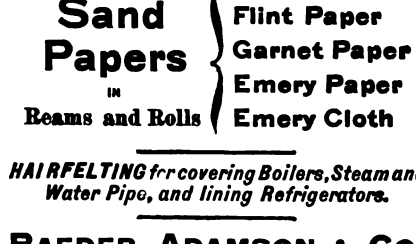
in Reams and Rolls

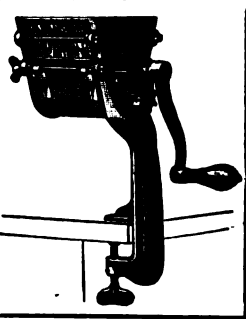
**Flint Paper**  
**Garnet Paper**  
**Emery Paper**  
**Emery Cloth**

**HAIR FELTING** for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

**BAEDER, ADAMSON & Co.**

730 MARKET STREET, PHILADELPHIA.  
87 BECKMAN STREET, NEW YORK.  
143 MILK STREET, BOSTON.  
162 LAKE STREET, CHICAGO.





# JUST WHAT YOU WANT

## The Lee Bread Crumber No. 10.

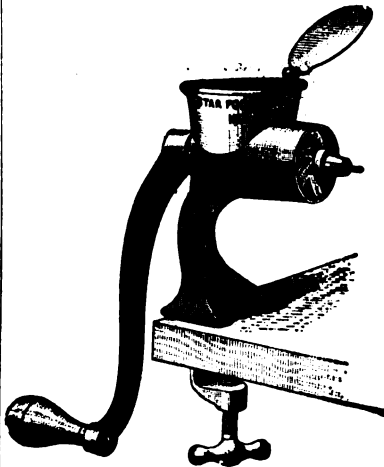
### FOR THE HARDWARE TRADE.

SIZES heretofore made are not suitable for the Hardware trade being sold through the hotel supply houses exclusively. The No. 10 is for family use and there will be a large demand as it will be liberally advertised. This size

**Will be Handled by the Hardware Stores.**

See that you have a sample at once, of your Jobber, or address \_\_\_\_\_

N. Y. Office, 10 Warren St. **GOODELL COMPANY, Antrim, N.H., U.S.A.**



## If it is a Food Chopper Without a Lid, Don't Buy It.

A distinguishing and exclusive feature of the STAR FOOD CHOPPER is a plate hinged at the top of the hopper which, when pressed on the food to be cut, forces it upon the feed screw, thus preventing the possibility of injuring or soiling the fingers, which is liable to occur in using the other choppers.

The STAR is unquestionably the best machine of its kind ever offered to the public. It will cut without crushing raw or cooked meat, sea food, fruit, vegetables, etc., into coarse or fine pieces, according to the cutter used, of which three accompany each chopper.

It has eliminated all the objectionable features of other choppers, and has added several improvements that are distinctly its own. It is always in order, and the knives require no sharpening.

No other chopper has the many merits of the STAR. None is more simple in construction or easier to understand or clean. From start to finish in the small points as well as in the large, the STAR FOOD CHOPPER is the best.

**CHAS. D. BROWN, Agent,**

**160-162 Duane Street,**

**New York City.**

## "NONE BETTER" STEEL DOOR HANGERS

Track & Stay Rollers.

. . . Hinges & Butts.

Our Goods are all right.

Our Prices are all right.

**McKINNEY MFG. CO., Allegheny, Pa.**



It is consecutive, continuous, persistent efforts that win in advertising as in all other affairs of business. The twelfth advertisement carries part of the weight of each of the preceding eleven, and the twentieth is worth ten times the first. The first is simply an introduction, and few people remember an introduction unless subsequent meetings serve to impress it upon them. Friendship ripens slowly. This is true in social life, in business and in advertising.—*American Poultry Journal*.



## WE ARE THE INVENTORS OF THE CAULKING MALLETS

NOW USED IN ALL THE SHIP YARDS  
OF THE WORLD.

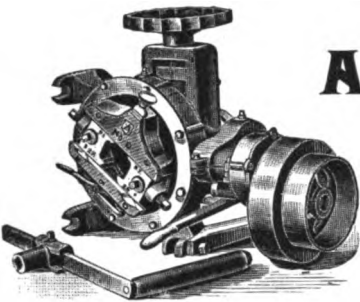
We make Mallets and Handles of all descriptions. This is our specialty. Illustrated Price List and Catalogue mailed upon application.

**N. Y. Mallet & Handle Works,**

Established 1845.

**454 E. HOUSTON ST., NEW YORK, U. S. A.**

# Your Stock Is Not Complete



No. 0. Threading Machine, Power Attachment.

## Without a line of ARMSTRONG

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never disappoint. Catalogue?



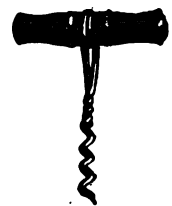
**THE ARMSTRONG MFG. CO., Bridgeport, Conn.**

—NEW YORK OFFICE: 130 CENTRE STREET.—

# 100% Profit



No. 91.



No. 517.

Can be easily made on a dozen of either style corkscrews shown above.

No. 91, Nicked Screw, assorted Enameled Handles.

No. 517, Tinned Screw, Maple Handle.

RETAIL READILY FOR 10 CENTS EACH

**C. T. Williamson Wire Novelty Co.**

369a MULBERRY ST.,  
Newark, N. J.

## CABINET LIQUID GLUE

Manufactured by

**New York Cabinet  
Glue Works**

A strong durable Animal  
Liquid Glue

For Woodworkers,  
Manufacturers  
and Household

Put up in self-sealing cans  
all sizes from 2 oz. to gals.



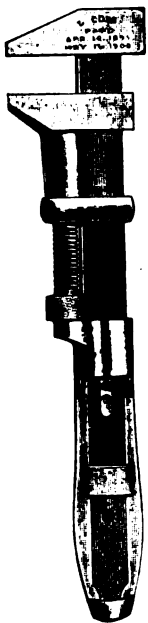
Catalogue on Application

## ALLERTON- CLARKE CO.

Selling  
Agents

97 Chambers Street  
79 Reade Street

NEW YORK



## L. COES'

GENUINE IMPROVED KNIFE HANDLE

## SCREW WRENCHES.

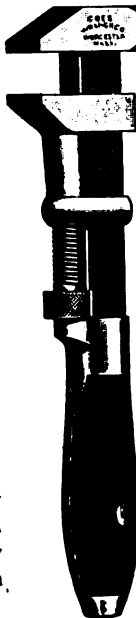
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**COES WRENCH CO.**

WORCESTER, MASS.

ESTABLISHED 1839. REGISTERED APRIL 9, 1895.  
PATENTED APRIL 30, 1895, AND MAY 15, 1900.

Handle-frame and ferrule in one piece rigidly  
keyed to the bar, making practically one solid  
piece of metal; the ferrule and cup tip firmly  
securing and preventing the wood sides from  
splitting.



**JOHN H. GRAHAM & CO. J. C. McCARTY & CO.**  
**AGENTS, NEW YORK.**

DUNBAR BROTHERS'  
**STEEL COIL TEMPERED SPRINGS**  
ALL SIZES SMALL SPRINGS  
SHEET METAL SPRINGS  
BRISTOL, CONN.

THE SCHWEDTLE STAMP CO.,  
STENCIL-BURNING BRANDS  
**STEEL STAMPS & DIES**  
SEALS-MACH. PLATE-CHECKS  
BRIDGEPORT, CONN.

**Howard Iron Works,**  
BUFFALO, N. Y.

Manufacturers of

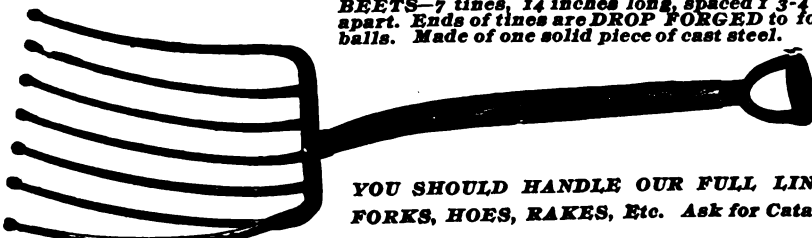


**BENCH  
VISES.**

Price Lists Sent on Application.

## "DIAMOND" Sugar Beet Fork

MADE ESPECIALLY FOR HANDLING SUGAR  
BEETS—7 tines, 14 inches long, spaced 1 3-4 inches  
apart. Ends of tines are DROP FORGED to form the  
balls. Made of one solid piece of cast steel.



YOU SHOULD HANDLE OUR FULL LINE OF  
FORKS, HOES, RAKES, Etc. Ask for Catalogue.

**ASHTABULA TOOL CO., - - Ashtabula, O.**

## Benefits Greater Than Ever Before.

Nicholson File Co., Providence, R.  
I., [Files]: We are pleased to state  
that the results thus far obtained  
from our advertisement in the col-  
umns of *Hardware* fully justify our  
having resumed our contract with  
you. We feel that the benefits which  
we are securing from your paper are  
greater than ever before.



# "ENTERPRISE"

## Fruit, Wine and Jelly PRESS

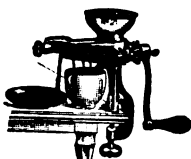
### Rapid Grinding and Pulverizing MILLS

10 Sizes and Styles for Hand and Power from \$1.25 to \$200.00



No. 2½, \$4.50

### Meat Juice Extractor



No. 21, \$2.50



No. 34, \$3.00

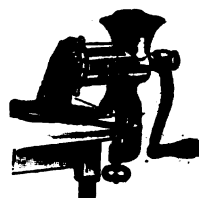
Extracts the Juice and Ejects the Skins and Seeds in one operation

Catalogue Mailed Free

Order from your Jobber

### Meat and Food CHOPPERS

10 Sizes and Styles for Hand and Power from \$1.00 to \$200.00



No. 5, \$2.00

### Ice Shredder



No. 33, Tinned \$16.00

No. 34, Nickel Plated \$15.00

**The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.**

N. Y. Branch, 10 Warren St.

San Francisco Branch, 105 Front St.

# COATES CLIPPERS



Have you seen Coates' 20th Century Fetlock Clipper? Good!!

And the Barber, too? GOOD!

Don't forget these when you order.

COATES has the largest and best line to select from.



MR. HARDWAREMAN:

Don't wait until our factory runs night and day, to catch up, before you order, order NOW.

SELLING AGENTS,

**John H. Graham & Co.,**

113 Chambers St.,

NEW YORK CITY, U. S. A.

**Coates Clipper Mfg. Co.,**

Worcester, Mass.,

U. S. A.

Send for Catalogue and Prices.

# THE "DISSTON SAW" WILL DO MORE WORK

WITH LESS EXERTION AND HOLD ITS CUTTING  
EDGE LONGER THAN ANY OTHER BRAND.

## DISSTON SAWS

Are Fully Warranted

As to  
Material  
and  
Manufacture.

No. 112



Owing to the  
Demand for a  
**SKREW BACK SAW**  
of the superior quality  
and finish of our No. 112  
we have placed on the  
market the  
No. 112.

**HENRY DISSTON & SONS, Inc.,**  
**PHILADELPHIA, PENNA.**

Keystone Saw, File, Tool and Steel Works,

### Recent Victories!

At Sea Girt, Aug. 31, Sept. 8,  
1900, Great International Rifle,  
Revolver and Military contests,

**Peters Cartridges and  
King's Semi-Smokeless**

Took all the following prizes

WIMBLEDON CUP, 1000 yards,

SCHUETZEN MATCH,

INTERSTATE MILITARY  
MATCH,

INTERSTATE REGIMENTAL  
TEAM MATCH,

ALL COMERS MILITARY  
MATCH.

NEW JERSEY RIFLE  
ASSOCIATION TROPHY  
MATCH,

WINCHESTER MATCH,

REVOLVER RE-ENTRY  
MATCH,

REVOLVER TEAM MATCH;  
in fact almost everything  
within sight.

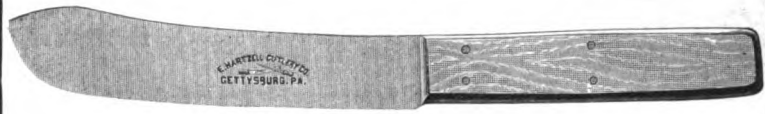
Peters Cartridges are all loaded  
with the famous King's Semi-  
Smokeless.

**THE PETERS CARTRIDGE CO., Cincinnati.**

Eastern Branch, T. E. KELLER, Mgr., 80 Chambers St., N. Y.  
Hibbard, Spence, Bartlett & Co., Chicago, Ill.



THIS CUT ILLUSTRATES ONE OF THE SIXTY SHAPES AND SIZES



OF BUTCHER KNIVES MANUFACTURED BY THE

**E. HARTZELL CUTLERY CO., LTD.**  
**CETTSBURG, PA.**

WE MAKE NONE BUT FIRST-CLASS GOODS AND  
WANT TO BE REPRESENTED BY FIRST-CLASS  
JOBBER IN EVERY STATE IN THE UNION :

**EVERY BLADE  
GUARANTEED**

We make a specialty of making to order only,  
a superior quality of Cast Steel Wire Springs,  
either for extension or compression.  
These Springs are all oiltempered and are made  
of an extra quality of wire drawn specially for  
our own use, of the same grade of stock as we use  
for the Springs that we put in our Spring Scales.



**JOHN CHATILLON & SONS,**  
85 to 98 Cliff St. and No. 18 Jacob St.,  
Established 1835. New York City.

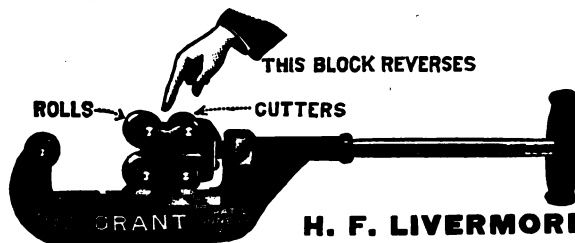
## THE GRANT CHANGE PIPE CUTTER.

ONE IS ENOUGH TO CARRY.  
CUTS FROM 1/4 TO 2 IN.

Cuts with 3 cutter wheels, or  
with 1 cutter wheel and 2 rolls.

Changes instantly.

Strong, light and simple. Noth-  
ing to get out of order.



**H. F. LIVERMORE, 85 Pearl St., Boston.**

Improved Quick and Easy Rising Steam,

Electric and Hand Power

**ELEVATORS**

Send for Circulars.

**Kimball Bros. Co.,** 1013 Ninth St.,  
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**THE SCHWERTLE STAMP CO.,**  
TENCILS-BURNING BRANDS  
**STEEL STAMPS & DIES**  
SEALS-MACH. PLATES-CHECKS  
BRIDGEPORT, CONN.

Every day adds to the value of news-  
paper advertising because every day  
shows more and more plainly the desire  
of newspaper publishers that adver-  
tisers shall have the best service in their  
power, and because the merchant more  
and more feels the necessity of getting  
out of the space used full value for  
what he paid for it.

## THE F. B. SHUSTER GO.,

Formerly JOHN ADT & SON.

**NEW HAVEN, CONN.**

Manufacturers of

**SPECIAL AUTOMATIC WIRE AND  
METAL WORKING MACHINERY**

Roll and Rotary Wire Straighteners. Butt Drilling Machinery. Butt Milling Machinery.  
Automatic Wire Straightening and Cutting Machinery. Riveting Machines.  
Foot Presses. Sprue Cutters, Etc., Etc.

WRITE FOR ILLUSTRATED CATALOGUE AND PRICES.

# SOME NEW "YANKEE" TOOLS



## "Yankee" Ratchet Screw Driver, No. 12.

Made for special use of Gunsmiths, Fitters, Electricians and Mechanics requiring a strong, substantial screw driver with a short stub blade.

Made in one size only: Blade 5-16 diameter, 1½ long, entire length of Screw Driver 5¼ ins.



"YANKEE" MAGAZINE POCKET SCREW DRIVER, No. 60.

"Yankee" Tool Book mailed free on application to

"YANKEE" TOOLS ARE SOLD BY LEADING JOBBERS OF TOOLS AND HARDWARE.

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## Blake Lamb Traps.

Lightest and Strongest Made.

For 40 years the favorite wherever used. Send for catalogue to the

**HAWKINS CO., Successors,** Waterbury, Conn.



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Largest Variety. Toller, Hand, Electric Power. **ARE THE BEST.** Highest Quality Grooming and Sheep-Shearing Machines. **WE MAKE THEM.** SEND FOR CATALOGUE TO American Shearer Mfg. Co., Newbury, N.H., U.S.A.

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MANUFACTURERS OF **Metal Skylights Ventilators, Finials,**

**Gornices and Sheet Metal Work** of every description. Send for catalogue.

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## THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence. The consumer will report superiority. Excellence will insure enlarged demand. Satisfaction will leave no ground for complaint.

Why, then, sell inferior Outlery when

**THE VERY BEST**

can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF **JOSEPH RODGERS & SONS, LTD.,** SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

**CARVING KNIVES and FORKS, TABLE CUTLERY, SCISSORS,**

**RAZORS, HUNTING and BOWIE KNIVES POCKET CUTLERY, &c.**

Its Corporate Mark



Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

**ALFRED FIELD & CO.,** 93 Chambers Street, New York.

## AMERICAN RAILWAY SUPPLY CO.,

24 Park Place, NEW YORK.

MAKERS OF

**Door Numbers, Hotel Key Tags, Metal Figures and Letters.**

## A PROFITABLE MEDIUM TO ADVERTISERS.

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## The Original H. F. BRAMMER MFG. CO., DAVENPORT, IOWA.

(Incorporated 1888)

MANUFACTURERS OF

The Original Improved Brammer Washer.

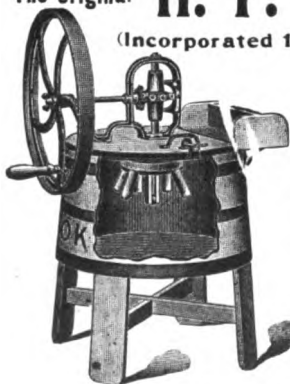
The Original O. I. C. Pendulum Washer.

The Original O. K. Rotary Ball Gearing Washer.

With Gold and Copper Bronzed Hoops and Castings.

**WE LEAD.** Others imitate. The superiority of our Washers is too well known, and dealers will not be misled by similar machines.

Quotations and particulars will be sent on request.







## COATES CLIPPER MFG. CO.

Worcester, Mass., U. S. A.

MAKERS OF

## Hair Clippers

ALL KINDS UNDER THE

COATES PATENTS.

Power Clippers, both hand & mechanical

Anti-Friction Horse Clippers.

Barbers Adjustable,

The best made

—SEND FOR CATALOGUE.—

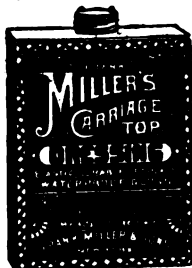


## CARRIAGE REQUISITES.

FRANK MILLER'S

Carriage Top  
Dressing

Gives an Elastic,  
Durable Waterproof  
Gloss, and is posi-  
tively safe to use on  
the finest stock.



FRANK MILLER'S  
AXLE OIL.



Superior to Ca-tor  
Oil; lasts longer,  
and will not gum.

Manufactured by

THE FRANK MILLER CO.,

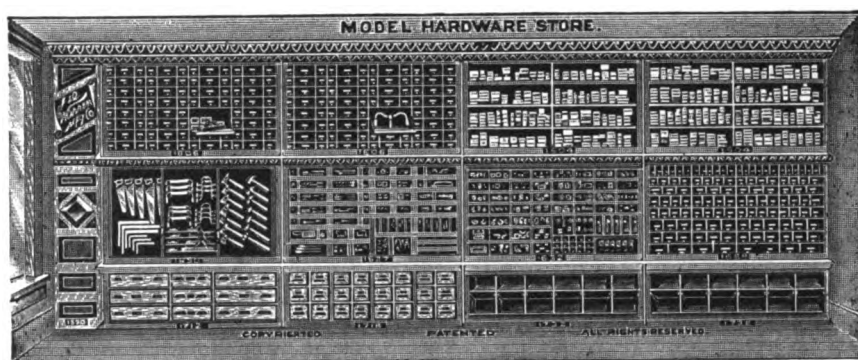
349 & 351 West 26th Street,  
NEW YORK.

## A GOOD INVESTMENT.

The Burr Mfg. Co., Cleveland,  
Ohio. [Safety Lifts, Hoisting Ap-  
paratus, etc.] We appreciate the  
merits of HARDWARE more and more  
every day. Our advertisement in the  
same has proved an exceedingly good  
investment.

## MAKE YOUR STOCK SELL ITSELF.

WRITE AND  
ASK NOW.

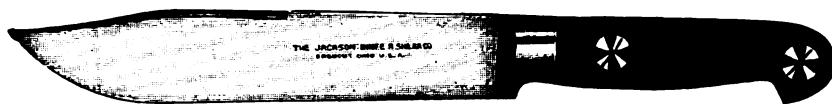


BECAUSE WE MADE IT SO.  
EXPERT DESIGNERS OF HARDWARE SHELVING.  
J. D. WARREN MFG. CO., CHICAGO, U. S. A.

Office: Dept. D,  
Room, 502-503 Masonic Temple.

## The Jackson "Butchers" and "Kitchens."

All kinds and lengths. Buy them, test them, return them if not as good quality as  
any line manufactured. Two new knives sent for every defective one returned. We  
also have complete line serrated edge knives, wood or wire handle.



Write for Complete Cutlery Catalogue.

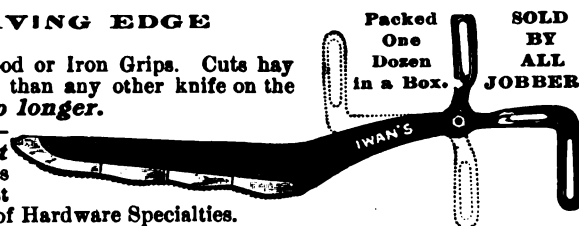
THE JACKSON KNIFE AND SHEAR CO., FREMONT, OHIO, U. S. A.

## IWAN'S IMPROVED SERRATED HAY KNIFE

WITH WAVING EDGE

Adjustable Handles, Wood or Iron Grips. Cuts hay  
or straw faster and easier than any other knife on the  
market, and *keeps sharp longer.*

Tool steel blades, malle-  
able iron back. A perfect  
tool. Write for prices  
and discounts for our Post  
Hole Diggers and full line of Hardware Specialties.



Packed  
One  
Dozen  
in a Box.

SOLD  
BY  
ALL  
JOBBER.

IWAN BROS., STREATOR, ILL.

H. & R. Arms Co.'s

## HAMMERLESS REVOLVER

AN ABSOLUTELY SAFE ARM,  
Superior in style to any on  
the market.

It is now fitted with

INDEPENDENT  
CYLINDER STOP.

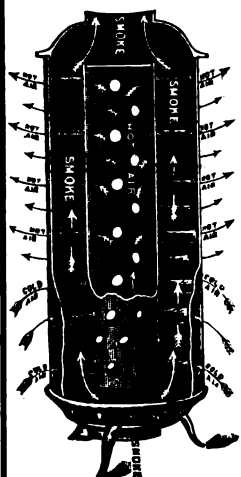
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HARRINGTON & RICHARDSON ARMS CO., Worcester, Mass., U.S.A.



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Shell  
Ejecting.



# SAVES 1/2 THE FUEL. The "Rochester" Radiator.

FOR USE ON FURNACES AND STOVES.

Manufactured ONLY by the Rochester Radiator Co.

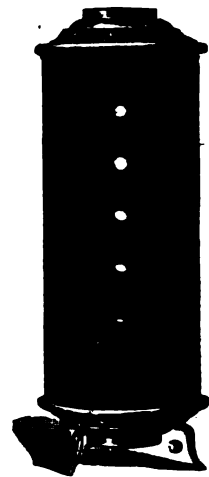
Made in 12 Styles, and Retailers from \$2.00 up.

Do not be misled by other makes sold as

**The "Rochester."**  
**ROCHESTER RADIATOR CO.,**

150 Furnace Street,

Rochester, N. Y.



## A Great Labor Saver.

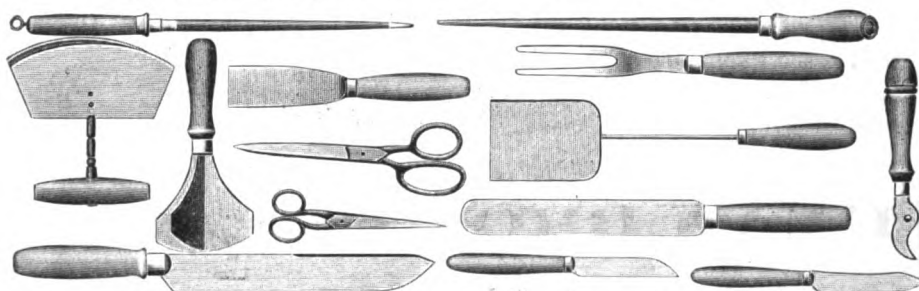
Will pay for itself in a single day. Where Steel Giant Grubbers are kept and shown a large trade is soon established. They are a necessity to almost everybody owning land. Moderate price. Large margin of profit to the dealer.

Sample orders solicited and promptly filled.

**New Century Manufacturing Co.,**  
79 East 130th Street, New York.

## "101" Good Sellers for Dealers of Co-day

We have a hobby for new things. Orders Filled Promptly

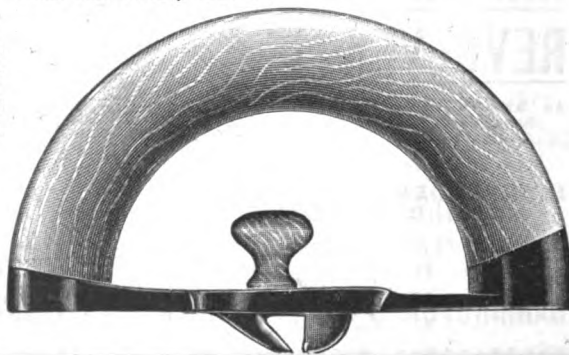


**Crescent Manufacturing Company. Fremont, Ohio.**

## THE FANNER MFG. CO., CLEVELAND, OHIO.

MADE OF FIRST-CLASS  
MATERIAL AND NICELY  
FINISHED. EITHER  
TINNED OR JAPANNED.

ASK FOR OUR  
CATALOGUE OF  
HARDWARE SPECIALTIES,  
ARCTIC STOVE  
TRIMMINGS, ETC.



For Butler's Pantry Doors and all other Swing Doors the

### "BARDSLEY" CHECKING SPRING HINGE

is unequalled. It closes the door with a soft, gentle and noiseless action and stops it at once at the center. It goes in the floor under the door. Made in 6 Sizes.

CATALOGUE FREE.

**JOSEPH BARDSLEY,** 147 to 151 Baxter St., NEW YORK.

### A Gas Stove Retailing for 25c.

With liberal discount to the trade. Simple! Useful! Durable. Always ready for heating water, milk, tea, curling irons, etc.

Can be transferred from one room to another. Base and top grate cast-iron (coppered); body corrugated tin; wire gauze at top and an automatic mixer in base requiring no adjustment.

Place the stove over an ordinary gas burner and light on top of wire gauze. Will not black or smoke.

**Favorite Novelty Co.,**

139 Beaubien St., Detroit, Mich.



QUICK SALES AND  
LARGE PROFITS.

### One of the Best Mediums Known.

**C. T. Williamson Wire Novelty Co.,** Newark, N. J. [Corkscrews]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

# ALASKA

## Stove Hardware.

SEND FOR CATALOG.



These handles are always cold fine in finish, material of the best; they require no apology on the part of yourself or clerk to sell them. Sold by all first-class Jobbers in Hardware.

Made only by **TROY NICKEL WORKS, Albany, N. Y.**

All our line is marked **ALASKA**. None other Genuine.



**The Best Water Purifier**  
Is undoubtedly the New Process Sanitary  
**EAGLE WATER STILL.**

Simple to operate. Converts the foulest water into water of crystal purity, revitalized, delicious and palatable to the taste. A child can operate it. No household complete without it. No expense.

Special inducement prices to the trade.  
For particulars address  
**Health & Comfort Supply Mfg. Co.,**  
Dpt. O,  
CINCINNATI, O.

**The Only First Hand Source of**  
**GENUINE**  
**MARTY**  
**TRAPS**



Is with  
**BURDITT & WILLIAMS CO.,**  
Sole Importers.  
BOSTON, MASS.

**I**T is consecutive, continuous, persistent efforts that win in advertising as in all other affairs of business. The twelfth advertisement carries part of the weight of each of the preceding eleven, and the twentieth is worth ten times the first. The first is simply an introduction, and few people remember an introduction unless subsequent meetings serve to impress it upon them. Friendship ripens slowly. This is true in social life, in business and in advertising.—  
*American Poultry Journal.*

Established  
1836.

**ALFRED FIELD & CO.,**

93 Chambers and 75 Reade Streets, New York.

Importers of

**HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.**

Sole Agents for

**JOSEPH RODGERS & SONS, LIMITED,**  
**PEUGEOT FRERES,**  
**COATES CLIPPER MFG. CO.**  
**ELEY BROS., LIMITED,**  
**L. HUGONOT TISSOT,**  
**ISAAC GREAVES,**  
**W. K. & C. PEACE,**  
**R. & J. LINACRE,**  
**WEBSTER & HORSFALL,**

**BEST CUTLERY IN THE WORLD.**  
**HORSE AND TOILET CLIPPERS,**  
**CAPS, WADS, CARTRIDGE CASES, ETC.**  
**FINE FRENCH PLYERS AND OTHER SMALL TOOLS.**  
**SHEEP AND GARDEN SHEARS.**  
**GRASS HOOKS, SCYTHES AND STRAW KNIVES.**  
**GRASS HOOKS, SICKLES, ETC.**  
**PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.**

Proprietors of the following brands of Cutlery.

**ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY Co., CONTINENTAL CUTLERY Co., WALTHAM CUTLERY Co., ALEXANDER FRAZER & Co., JONES & Co.,**

## FOR TARGET and GALLERY PRACTICE

USE A NEW  
MODEL

**REMINGTON.**  
**SINGLE SHOT TARGET PISTOL**



— \$18.00. —

Designed to meet the demand of Pistol Experts and Shooting Galleries for a well-balanced, accurate and finely adjusted arm. Adapted for 22 Short Rim Fire, 22 Long Rifle Rim Fire, and 44 S. & W. Russian Central Fire Cartridges. Ivory bead front sight; adjustable wind gauge rear sight. Mechanism finely finished to insure uniform trigger pull of 3 to 3½ pounds. Weight, 2½ pounds.

**REMINGTON ARMS COMPANY, ILION, N. Y.**

818-817 Broadway, New York. 425 Market St., San Francisco, Cal.

## STANDING SEAM SNOW SHOE IRONS

PATENTED

These irons are for standing seam metal roofs, the lugs shown clinching through the seam. No rails are needed if they are spaced properly, but the rail can be added if desired. We also make one for slate roofs, and besides acting as a snow breaker these irons improve the appearance of a building.

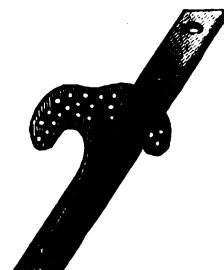


For Standing  
Seam.

**BERGER BROS. CO.**

231 and 237 Arch St., Philadelphia.

Factory at Germantown Junction.



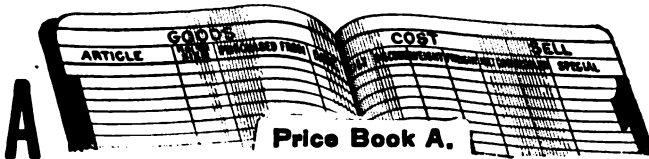
For Slate Roofs.



# HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

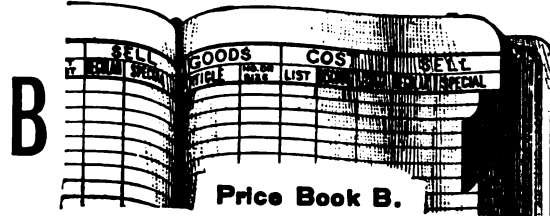


Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. *Size of page, 4 x 7 inches.*

FOUR EDITIONS:

A, 200 pages, - - \$1.00    A 2, 400 pages, - - \$1.50  
A F, 200 pages with flap, 1.25    A F 2, 400 pages with flap, 1.75

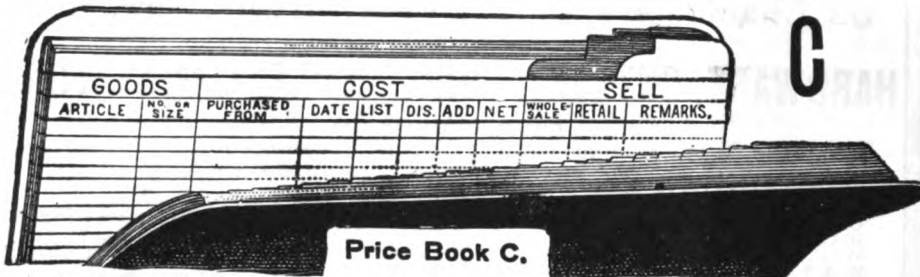


Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. *Page, 4 x 7 inches.*

FOUR EDITIONS:

B, 200 pages, - - \$1.00    B 2, 400 pages, - - \$1.50  
B F, 200 pages with flap, 1.25    B F 2, 400 pages with flap, 1.75



Price Book C.

The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. *Page, 4 1/2 x 8 inches.*

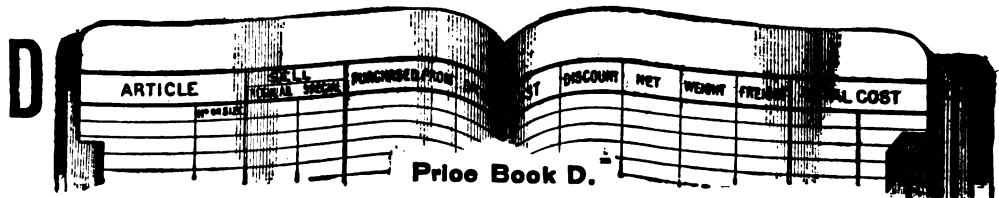
FOUR EDITIONS:

C, 200 pages, - - \$1.00  
C F, 200 pages with flap, - 1.25  
C 2, 400 pages, - - 1.50  
C F 2, 400 pages with flap, - 1.75

Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. *Page, 5 x 8 inches*

FOUR EDITIONS:

D, 240 pages, - - \$1.50  
D F, 240 pages with flap, - 2.00  
D 2, 480 pages, - - 2.50  
D F 2, 480 pages with flap, 3.00



Price Book D.

## MULTIPLE INDEX PRICE BOOKS.

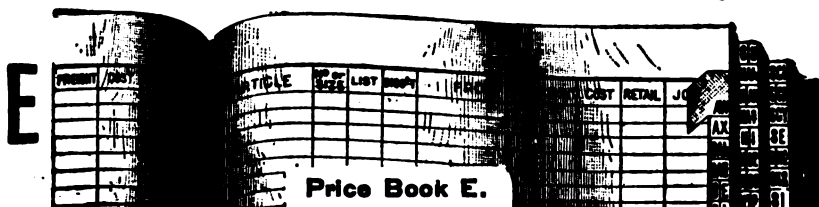
A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the name of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers, turn to **AU**  
" Parers, Apple " **PA**

For Chisels, turn to **CH**  
" Cutlery, " **CUT**

For Iron, turn to **IRO**  
" Irons, " **IR'S**

Both E and F are made of Heavy Ledger Paper and strongly bound in grain seal leather.

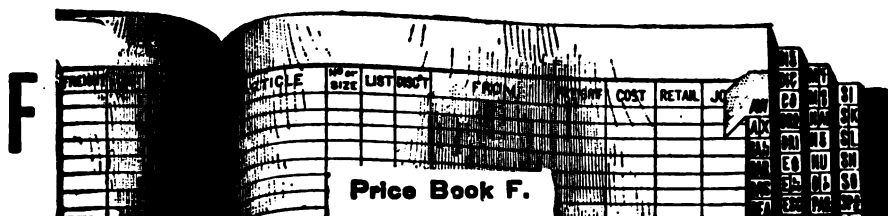


Price Book E.

A D G U SCJ  
A N H A L SCR  
A U H A N SCY  
A W H A T SE  
A X H I SH2

*Fac Simile of Indexing.*

Price Book E—350 pages, 7 1/2 x 10 inches, canvas tab indexing. Price, \$5.00.



Price Book F.

A D DI5 M F SI  
A N DI2 M 8 SK  
A U D O N A I SL  
A W DR2 N 5 SN  
A X DRI NU SO

*Fac Simile of Indexing.*

556 pages, 8 1/2 x 11 inches, black leather tab indexing with gilt lettering. Price, \$7.50.

Note.—In Price Books B and F there is an Index Character to EVERY PAGE.

ADDRESS \_\_\_\_\_

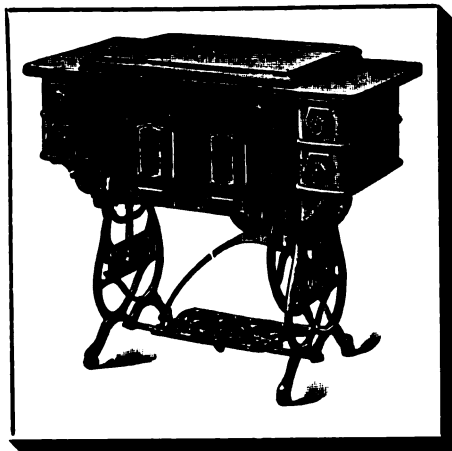
**HARDWARE PUBLISHING CO., 275 Broadway, New York City.**

# NEW DOMESTIC SEWING MACHINES

... MAKE BOTH ...

## THE CHAIN STITCH

If you want a  
machine to SELL  
TRY IT.



## THE LOCK STITCH

If you want a  
machine to USE  
BUY IT.

## THE NEW RUFFLER MAKES

Both  
**RUFFLES**

NEW  
Domestic Sewing Machine Co  
16 Exchange Place,  
NEW YORK.

and  
**PLAITS.**

## THE "VERMONT" Slide-Adjusting FLY-SCREEN

A new design and a new principle  
applied to

### Adjustable Window Screens

Will fit any window, large or small.  
Cheap enough for anyone to buy.  
Good enough for anyone to use.  
Neat enough for anyone to see.  
Profit enough for any dealer to sell.

Here are five good reasons why it should  
interest every dealer. The sixth and best reason  
is that it will prove, on its merits,

### The Greatest Seller

and the most popular fly-screen ever made.  
Write for catalogue. Our name is guarantee of  
quality, because

**PORTER SCREENS ARE BEST**

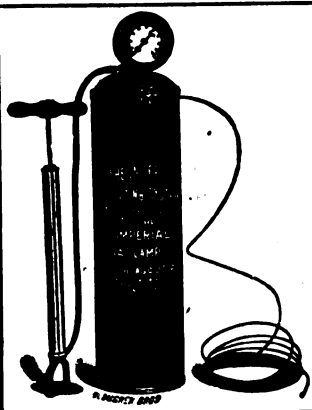
PORTER SCREEN MFG. CO.,  
BURLINGTON, VT.

## LIGHT YOUR STORE

WITH THE

### IMPERIAL SYSTEM

And have it always in running  
order to show to customers.



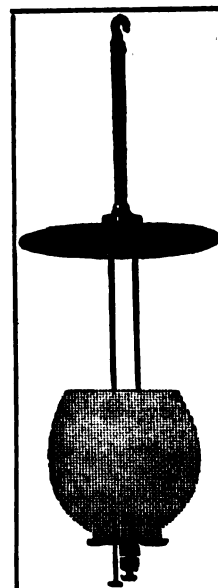
### A GOOD PROFIT TO DEALERS.

Our System has been thoroughly  
tested by years of experiment  
and has proven a success. . . .

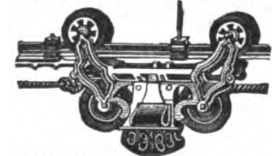
Uses common Gasoline. Gives  
1200 candle power light at a cost  
of 1/4 cent per hour. . . . .

All lamps guaranteed if used  
according to instructions.

IMPERIAL GAS LAMP CO., 130 Lake St.,  
CHICAGO, ILL.

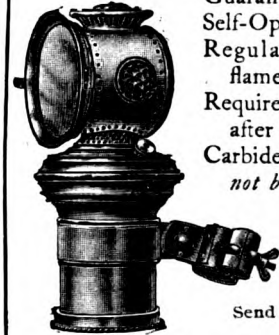


CATALOGUE FREE

GET OUR  
REDUCED PRICES
**F. E. MYERS & BRO.**  
 ASHLAND, OHIO.

**WELL  
TANK &  
SPRAY  
PUMPS**
HAY CARRIERS,  
FORKS, PULLEYS & C.

## BANNER GAS LAMP



Guaranteed.  
Self-Operating.  
Regulates its own  
flame on all roads.  
Requires no attention  
after lighting.  
Carbide chamber *can-*  
*not be overloaded.*

We make a  
generator  
for carriage  
lamps also.

Send for booklet.

When not kept by dealers, will  
send, charges paid, on receipt of **\$2.50**

The Plume &amp; Atwood Mfg. Co.

NEW YORK

CHICAGO

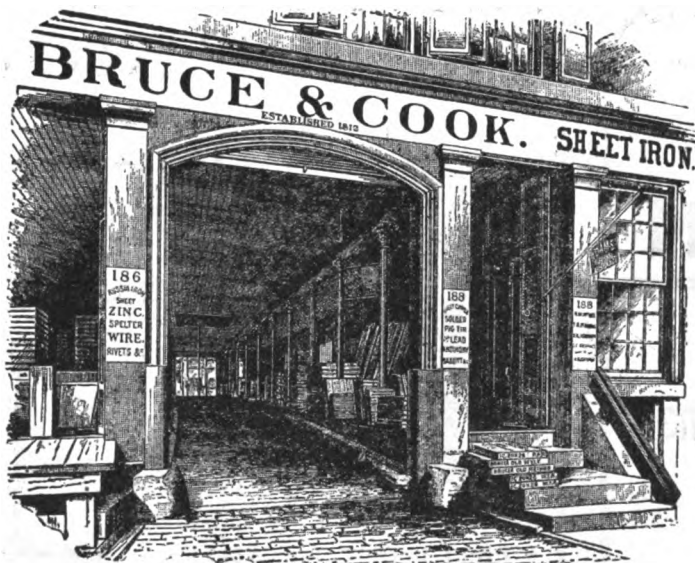
Factories, Waterbury and Thomaston, Conn.

## BRUCE & COOK, TIN PLATES AND METALS,

 186, 188 and 190 WATER STREET,  
 248 and 250 PEARL STREET, . . .

NEW YORK.

We give below a list of goods which we have in stock. You will find our prices  
as low as any in the trade, quality considered. It will give us pleasure to receive  
your orders, which shall have our very best attention and prompt shipment. . .



- |                         |                        |                         |                     |
|-------------------------|------------------------|-------------------------|---------------------|
| Antimony.               | Gem Gasoline Furnaces  | Roofing Seamers.        | Taggers Iron.       |
| Babbitt Metal.          | Gutter, Wide Roof.     | Roofs.                  | Taggers Tin.        |
| Boiler Rods.            | Gutter Strainers.      | Sheathing Paper.        | Terne Plates.       |
| Burritt's D'ble Seamer. | Hard Metal.            | Sheet Iron--Char. Cl'd. | Tin--Bar and Pig.   |
| Copper Bottoms.         | Kettle Bars.           | Sheet Iron--Cold Rol'd. | Tin Plates.         |
| Copper Circles.         | Lead--Bar and Pig.     | Sheet Iron--Com. Cl'd.  | Tin Shingles.       |
| Copper Ingot.           | Lead--Hooks.           | Sheet Iron--Corrugated  | Tinners' Machines.  |
| Copper Sheets.          | Malleable Bars.        | Sheet Iron--Galvanized  | Tinners' Tools.     |
| Copper Wire.            | Mallets.               | Sheet Iron--Planished.  | Ventilators--Globe. |
| Corrugated Leader.      | Metal Lath.            | Sheet Iron--Russia.     | Wall Hooks.         |
| Cor. Elbows and Snocs.  | Metallic Paint.        | Solder.                 | Water Cut-offs.     |
| Dampers.                | Nails--Roofing Tinned. | Soldering Coppers.      | Wire--Annealed.     |
| Eave Trough Leaded.     | Nails--Wire Roofing.   | Spelter.                | Wire--Bright.       |
| Eave Trough Galvan'd.   | Nails--Wire R'g Tinned | Spelter Solder.         | Wire--Coppered.     |
| Eave Trough Mitres.     | Pal Woods.             | Squaring Shears.        | Wire--Galvanized.   |
| Elbows--Stove Pipe.     | Perforated Tin.        | Stove Boards.           | Wire Tinned.        |
| Elbows--Adjustable.     | Ribbed Leader.         | Stove Pipe.             | Zinc for Etching.   |
| Fire Pots.              | Rivets.                | Stove Pipe Collars.     | Zinc Sheets.        |
|                         | Roofing Tin Plates.    | Strainer Wire Cloth.    |                     |

## Eyelet Tool Co.



Manufacturers of

Eyelet Sets and Leather Punches,  
Drive or Belt Punches,  
Burr and Rivet Sets, etc.

SETS AND PUNCH TUBES  
of all kinds made to order.

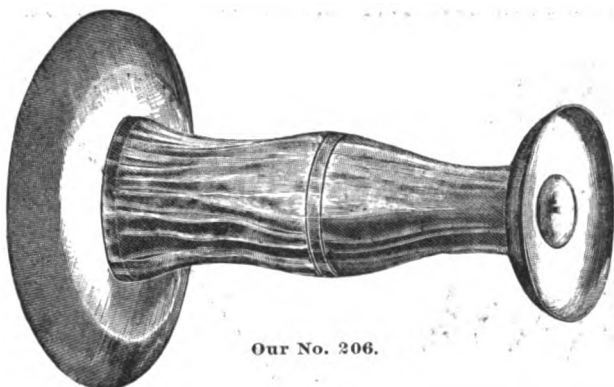
Send for Catalogue.

42 Lincoln St BOSTON.



There is no kind of advertising so cheap as newspaper advertising and there is no kind that produces such immediate and satisfactory returns. The posting of bills, the use of street car signs and the mailing of circulars costs infinitely more per thousand for the same amount of advertising and it is seldom so effective.





**A COLD WEATHER HINT!** The best Hog Scraper there is. Reversible. Made from No. 22 gauge galvanized sheet steel, wood handle. Illustrated on page 41 of the **GREEN BOOK** of Hardware Specialties.

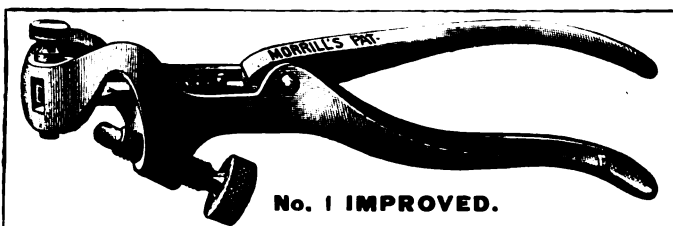
**UTICA DROP FORGE & TOOL CO.**  
**SMITH & HEMENWAY CO.,** 288 Broadway, NEW YORK CITY.  
 Ask your dealer for these goods.

**MORRILL'S Perfect Saw Sets,**  
 Bench Stops, Punches, Cutting Pliers and Seal Presses.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue: **CHAS. MORRILL,** Broadway Chambers, Broadway and Chambers St., N. Y.

**HORSESHOE-H-CALKS.** (Neuss' Patent.)



Always Sharp! No Slipping of the Horse!  
 No injuries as caused by other Calks.  
 Great Saving of Horses and Horseshoes!

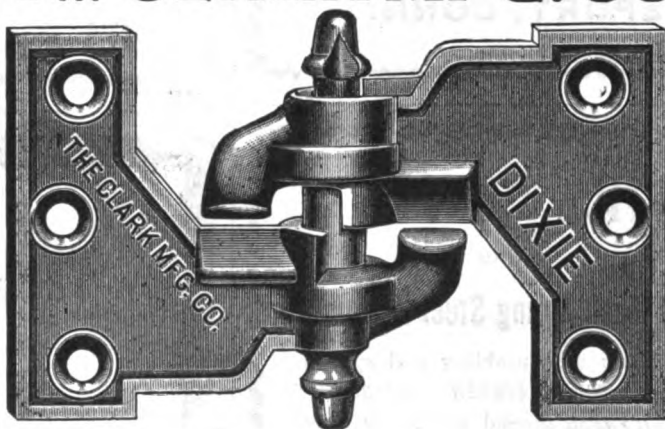
Price List, with Testimonials, Post Free.

Patentees and Sole Manufacturers,

**LEONHARDT & CO.,**

BERLIN-SCHOENEBOURG, GERMANY.

**THE CLARK MFG. CO.,** Buffalo, N.Y.



Manufacturers of  
**Lull & Porter, O. S.**

**"DIXIE"**

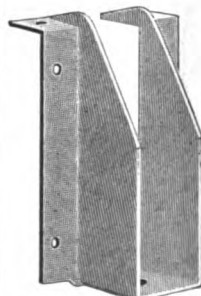
—AND—

**"BUFFALO REVERSIBLE"  
 SHUTTER HINGES.**

—AND—

CLARK'S SURFACE BLIND  
 HINGES, GATE HINGES,  
 SASH PULLEYS, SPRING  
 HINGES, CAST DOOR  
 BUTTS, STOVE PIPE  
 DAMPERS, ETC.

**E**VERY day adds to the value of newspaper advertising because every day shows more and more plainly the desire of newspaper publishers that advertisers shall have the best service in their power, and because the merchant more and more feels the necessity of getting out of the space used full value for what he paid for it. . .



Patented May, '96

**NATIONAL STEEL JOIST HANGER,**  
 FOR WOOD HEADER AND BRICK WALLS.

**THE NATIONAL IRON & WIRE CO.,**

Structural and Builders' Iron Work.

Sole Makers,  
**CLEVELAND, O.**

**CHANDLER & BARBER, F. B. HAWKINS CO., PALACE HARDWARE CO.,**

New England Agents,  
 Boston, Mass.

New York Agents,  
 New York, N. Y.

Pacific Coast Agents,  
 San Francisco, Cal.



**Daus' "Tip Top" Duplicator**

100 copies duplicated in black ink from pen.  
 50 copies from Typewriter.

PRICE COMPLETE \$7.50

To introduce we will allow our discount to the trade 33 1/3 per cent. for payment within five days after receipt of goods.

**SENT SUBJECT TO  
 TEN DAYS TRIAL.**

SOLE MANUFACTURERS;  
**THE FELIX F. DAUS DUPLICATOR CO.,**  
 3 Hanover St., NEW YORK.

## **ADJUSTABLE SOCKET WRENCH.**

A TOOL THAT EVERY MACHINIST AND  
FARMER SHOULD USE.



Can be used in places  
that cannot be reached  
by other wrenches. . .

*Send for Catalogue of*

**Hardware Specialties**

AND **Cycle Sundries.**

**The Smith & Egge Mfg. Co.,**  
**BRIDGEPORT, CONN.**

## **All paints look alike**

to most people, but  
it requires only a short  
exposure test to prove  
the superiority of the good,  
wear-well kind :—

**"THE HARRISON."**

**Harrison Bros. & Co., Inc.,**  
**White Lead, Colors, Paints, Varnishes & Chemicals,**  
**Thirty-fifth Street and Grays Ferry Road,**  
**PHILADELPHIA.**

**27 Lake St. 117 Fulton St. 72 Broad St.,**  
**CHICAGO. NEW YORK. BOSTON.**

## **THIS CAN ▲ ▲ ▲**

HAS A

### **Clock Spring Steel Bottom**

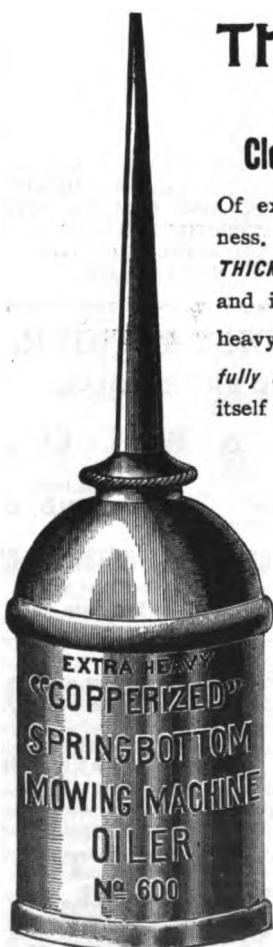
Of extreme durability and springi-  
ness. The *CYLINDER* is of *DOUBLE*  
*THICKNESS* around the lower edge,  
and is drawn seamless from extra  
heavy "*Swedish*" Steel, *Beauti-*  
*fully Finished* It readily commends  
itself to all *AGRICULTURAL* and *HARD-*  
*WARE DEALERS* on account of  
its *Elegance, Durability* and  
*Cheapness.*

Special price on large orders  
from the Jobbing Trade.

~~~~~  
**ORDER NOW FOR  
SPRING DELIVERY.**  
~~~~~

**The Wilmot & Hobbs  
Mfg. Co., ▲ ▲ ▲**

**BRIDGEPORT,  
CONN. . .**



## **Thousands Dead and Dying.**

Thousands of once promi-  
nent brands of goods are dead or  
being killed by the great army  
of imitators.

Anyone simulating your label  
or package is robbing you, and  
can be stopped.

Don't be among those whose  
business is being ruined by Trade  
Mark Pirates.

The only organization that  
can help you, is

**THE INTERNATIONAL  
TRADE MARK  
PROTECTIVE COMPANY.**

**320 Broadway, New York, N. Y.**

# HARDWARE

Coates Clipper Mfg. Co., Worcester, Mass., have appointed John H. Graham & Co., 113 Chambers Street, New York, their general selling agents for their Horse and Barber Clippers, with the manufacture of which they have long been identified. It is intended that the agents shall receive all orders and name quotations. The goods, however, will be billed by the Coates Clipper Mfg. Co., and all remittances should be made to them. The reputation of these standard Clippers is so well known in every market, it is only necessary to announce as the company does, that every effort will be made to maintain the high standard of excellence in the manufacture of these goods, which have been known to the Hardware trade for twenty-five years.

Miller, Sears & Walling, who were formerly located at 20 Reade Street, New York, have moved their business to 100-102 Reade Street, taking the premises formerly occupied by the Kearney & Foot Co. As they are now the New York headquarters for the Kearney & Foot files manufactured by the Nicholson File Co., the move on their part is a wise one, and justifies the belief that it will prove a very successful location for them in which to do business. They carry a stock of the above named files in order that special deliveries may be made at any time, and among the other goods handled by them, they are agents for the States of New York, Connecticut and New Jersey for the Dille & McGuire Mfg. Co., of Richmond, Ind., for the sale of the Lawn Mowers that have long been made by them, and well known to the dealers in the States mentioned. They intend carrying a stock of these, as their legitimate business is that of wholesale dealers of a general line of Hardware.

The catalogue of "America's Greatest Manufacturers of the Engineering and Metal Trades," shortly to be published by George Wright, 120 Fulton Street, New York, is rapidly approaching a finish, and manufacturers wishing to be represented in it should apply without further delay. The work when printed is designed to give the names and details of their business of the larger manufacturing concerns of the United States. Only one issue of the work is contemplated, and this will be distributed abroad gratuitously in the interest of its advertisers. To give them some sort of an idea what this American edition will look like, a copy of a similar work called "Great Britain's Greatest Manufacturers" will be sent for inspection to possible advertisers on request.

James H. Mann, who is an axe maker well known to the Hardware trade, having nearly a half century of experience to draw upon, is the owner of a new axe factory now in course of erection near Lewistown, Pa., which it is expected will be in operation some time next month. It will be thoroughly equipped with the latest labor-saving machinery, and a large number of skilled mechanics will be employed. Mr. Mann will be associated in the management with his sons, Frank E. and William H. Mann, formerly identified with the American Axe and Tool Co.

In our issue of September 10th we published an interesting article bearing on the history of the U. S. Patent Office, which was prepared for us by Davis & Davis, the well-known solicitors of American and foreign patents, Washington, D. C., and the St. Paul Building, New York City. Through some inadvertence the proper credit was not given the above concern for their interesting matter, and we take this method of making amends for the omission.

## Invitation to the Manufacturers.

On behalf of the National Hardware Association, T. James Fernley, secretary-treasurer, has extended a cordial invitation to the Hardware manufacturers to be present at the forthcoming convention of this Association of Hardware jobbers. This will be largely accepted by the manufacturers of the country, their attendance either personally or by deputy, having invariably proven to be one of the happiest of the inspirations that give such interest to the proceedings. The text of the invitation is as follows:

"The time for the seventh annual convention of the National Hardware Association is rapidly approaching, as perhaps you are aware; same is to be held in the city of Cleveland, Ohio, October 9, 10 and 11, the official headquarters being at the Hotel Hollenden.

"It is not the policy of our association to send out engraved invitations, and yet, as you know, manufacturers and their representatives have always been made welcome, and there will be no exception to the rule at the time of our next convention.

"After the adjournment a large number of the delegates and their friends will visit the Pan American Exposition. We have made arrangements with the Hotel Gibbs, situated on Elmwood Avenue, and the Brandtford Apartments, situated at corner of Potomac Avenue and Brandtford Place, Buffalo, to accommodate those who may visit the exposition, after the adjournment of our convention.

"Arrangements have been made with the railroad companies to allow regular convention rates to all who attend. When purchasing tickets it will be necessary to ask for a certificate, stating that the purchaser is about to attend the convention of the National Hardware Association. These certificates will permit the purchaser to return to point at which ticket is purchased for one-third the fare paid in going from that point to Cleveland, and will be good until October 19.

"At least two sessions of the convention will be open to you, and the social features will be arranged in such a manner that you may also participate on the same basis as the convention delegates.

"As soon as the official programme is issued, the writer will take a great deal of pleasure in sending you a copy."

At the third annual convention of the Canadian Wholesale Hardware Association, held in Toronto on the 13th inst., the following officers were elected for the ensuing year:

President—W. Starke, Howden, Starke & Co., Montreal.

Vice-President—Thomas B. Lee, Rice Lewis & Co., Limited, Toronto.

Secretary-Treasurer—James Hardy, Jenkins & Hardy, Toronto.

Executive Committee—John Bowman, John Bowman Hardware and Coal Co., London; Thomas Birkett, M. P., T. Birkett & Sons Co., Limited, Ottawa; Joseph Lemieux, N. Lemieux & Fils, Quebec; Frank O. Lewis, Lewis Bros. & Co., Montreal; Alfred Jeannotte, L. H. Hebert, Montreal, and Secretary-Treasurer Hardy.

In response to an invitation to their convention from the National Hardware Association of the United States, President W. Starke, Vice-President Thomas B. Lee and Secretary Hardy were appointed delegates to represent the Canadian organization at the said convention.



# HARDWARE

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**The Name of your Post-office and of the State you live in** should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

**HARDWARE PUBLISHING CO.,**

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L. E. MITCHELL,	- . .	President.
A. P. MITCHELL,	- . .	Secretary and Treasurer.
HENRY HOPKINS,	- . .	Editor.
A. E. BOLLES,	- . .	Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

The unparalleled horror of the President's assassination seems to have dwarfed the industrial movements of the whole world during the past fortnight, and created a feeling of gloom and uncertainty over mortal achievements that culminated with the interment, when it seemed as though the pulse of the entire world stood still for five minutes.

The ending of the strike among the iron and steel workers was terminated by adjusting their differences at an opportune time to offset any revulsion in prices, usually a condition of the general markets when the death of the head of the Government creates a fear of harmonious industrial action in the immediate future.

The general trend of business in every direction is still of the most promising character, the only fear now agitating the buying community being the probability of the mills doing their best to get abreast of the rapidly multiplying orders, which are showered upon them from every conceivable quarter. The requirements of the expanding trade, arising from light stocks and a steady, stable demand for seasonable goods, are being carefully ordered and considerably followed up, the knowledge of the Fall and Winter season being a long one inspiring the dealers with a belief in receiving supplies gradually and by degrees, until the season's close.

Naturally many goods, the raw material for which is found among the products of the mills whose full power for productiveness has been held in abeyance during the strike period, are still in scant supply, and a full range of sizes on many lines is exceedingly difficult to obtain.

This retards full deliveries by the jobbers, and makes the back order book assume a greater importance than usual, but it will hardly be a great while before the running of day and night shifts will bring the factories on a level with their ability to fill promptly, and the regular channels of traffic be free from obstruction, lessening a natural apprehension and possible distrust.

Notwithstanding the scarcity of leading goods in many lines, it is a matter of surprise that business keeps up to the high-water mark of the present time. For while unable to make complete deliveries, the business as a whole is far in advance of sanguine expectations in many parts of the country, notably West and Southwest, August showing a surprising footing on sales, with September following close after, away in advance of previous records.

With the short stocks and lack of sizes everywhere prevailing, complaints from customers who fancy precedence is being to orders from others to their own detriment, form the feature of the morning mail. They must not get unnecessarily restive, as a year of surprises such as this has proved, has disconcerted the calculations for stock requirements of the most optimistic of buyers, arising from the lack of supplies long ordered, and the inability under piecemeal deliveries to give every customer a satisfying quota on his individual order.

## The Anarchist Must Go.

The cruel death of our noble President, sacrificed as he was while a clasp of the hand gave token of sincerity and fidelity, may yet be productive of the world's good. The dastardly act that terminated his life, "the deep damnation of his taking off," will undoubtedly intensify the vindictive feeling of hatred which all the world experiences when rank treachery is the opposing force. Let us hope a combined effort will be made to extirpate from the face of this beneficent earth, from the field of useful effort for race advancement, for which they care so little, those pariahs of civilization, those creatures without a country, hopeless, defiant and degenerate, who are unfit to live beneath the creative sun, and who glory in the name of Anarchist—the autonym of virtue, patriotism, civic health and altruistic faith. It has been fitly expressed that they are converts to a gospel of discontent, and they should no longer be permitted to build an altar anywhere on which to offer as human sacrifices to distorted reason the rulers of the world, to which they deny all manner of allegiance.

## The Steel Strike Ends.

There never seemed a time during the continuance of the strike among the steel and iron workers when it seemed probable they could carry the issue to completion on which the contention was founded. It was so inconceivably weak, even the adherents of the dominant Association responsible for its continuance failed to impress many of its own members with the justice of its demands, especially when exhibiting the readiness with which the act of striking cast to the winds the binding power of contracts already agreed to and in force, which were in this manner arbitrarily abrogated without notice, and proven adverse to every principle of right and wrong underlying the relation of the employer and employee.

It was evident that when the strike was resisted under these circumstances by the full power of the corporation with an unyielding strength that did much to localize the

disturbance, it was within their corporate power to transfer to such of their separate plants as they desired a concentration of constructive energy which boded ill for the success of the strikers, while inspiring confidence in the corporation's ability to still supply their products in some stage of completeness. The reluctant compliance with the strike order by the men gave opportunity to the corporation to carry on a great deal of its business without serious interruption, so that they were more inclined to let the strike fail by its integral weakness rather than force the fight to the detriment of their industrial productiveness.

It was not deemed politic to seek the downfall of all labor organizations as was originally outlined, or they would have shown a much more strenuous policy than they did when they had the organization subjected to disciplinary measures. They had no desire to so completely antagonize the workers as to give them an additional grievance, and one made possible by inconsiderate treatment from the employing standpoint. It will be found that a greater degree of respect prevails for the methods employed by the contending corporation in bringing the strike to a close than there is of admiration for the inauguration of a movement which from an insufficient cause and insincerity in the leadership, was destined to failure from its very start.

### Record Exports From the United States.

Exports from the United States in the year ending August 31, 1901, were \$1,500,613,236. This is the first time in the history of our export trade that the figures for a twelve months' period have crossed the billion-and-a-half line. The Bureau of Statistics, in its statement of imports and exports, issued each month, gives a total for the latest twelve months and compares it with the corresponding twelve months in preceding years, thus giving a convenient method of not only measuring the foreign commerce, but also measuring its growth. This table shows the imports and exports in each twelve months ending with August 31, from 1896 to 1901, as follows:

#### IMPORTS AND EXPORTS FROM THE UNITED STATES DURING TWELVE MONTHS ENDING AUGUST 31ST, OF THE YEAR NAMED:

Year ending Aug. 31, 1896.	Imports. Dollars.	Exports. Dollars.
1896 .....	737,163,827	906,403,525
1897 .....	756,673,034	1,066,603,779
1898 .....	623,192,020	1,236,643,922
1899 .....	723,232,313	1,269,504,882
1900 .....	848,675,810	1,399,000,520
1901 .....	843,681,360	1,500,613,236

An examination of the above table shows that the exports have, during the five-year period from August 31, 1896, to August 31, 1901, increased more than 50 per cent., while the imports have increased less than 15 per cent. While it is not customary to calculate the annual statistics of our commerce by other than fiscal or calendar years, the fact that the export record has, for the first time, exceeded a billion-and-a-half dollars in a twelve months' period, seems to justify these comparative figures for the period under consideration.

The growth in exports during the period since 1896, in which the increase in exports has been more than 50 per cent., compared with an increase of less than 15 per cent. in imports, as is well known, included all great classes of products and manufactures. Agricultural products now form 63.7 per cent. of the total exports, and in 1896, they formed 63.9 per cent. Manufactures now form 29 per cent. of the total exports, and in 1896 they formed 28.3 per cent.

During the last year, however, the exports of manufactures have not kept pace with those of other industries. In the 8 months ending with July, 1901, the latest month in which the details are accessible, exports of manufactures fell \$32,000,000 below those of the corresponding months of last year, while exports of agricultural products were \$57,000,000 greater than those of the corresponding months of last year. This reduction in exports of manufactures is about equally divided between copper, and iron and steel, the reduction in copper exports being about \$16,000,000, and in iron and steel about \$16,000,000. The reduction in copper exports is chiefly due to the decreased demand for copper in other parts of the world for use in electrical and other industries. In exports of iron and steel the reduction is apparently due somewhat to the partial suspension of manufacturing activities in certain lines in the past few weeks, partially to the reduced demand abroad, partially to the reduction in prices of the articles exported, and in large part to the fact that the exports of Hawaii and Porto Rico, which were included in last year's statistics, are not included in the figures for the present year—the total exports of iron and steel of those two islands in the fiscal year 1900 having been about \$7,000,000.

The phenomenal growth in exports is illustrated in another form by the fact that the monthly statements have not, for more than two years, fallen below the million-dollar line, while, as already indicated, they have for the first time passed the billion-and-a-half mark for a twelve months' period. The table which follows compares the monthly exports in each of the twelve months ending with August, 1896, and August, 1901, and illustrates the growth which has occurred during the intervening period:

#### EXPORTS FROM THE UNITED STATES DURING THE 12 MONTHS ENDING WITH AUGUST, 1896, AND AUGUST, 1901:

	1896.	1900.
September .....	58,540,063	115,901,722
October .....	87,090,972	163,388,511
November .....	87,312,581	136,702,324
December .....	92,529,117	145,889,865
	1896.	1901.
January .....	86,970,028	136,325,601
February .....	77,701,904	112,967,014
March .....	75,574,184	124,473,643
April .....	71,091,747	120,754,190
May .....	66,568,263	124,587,911
June .....	66,705,871	102,774,263
July .....	67,717,789	109,451,775
August .....	68,601,006	107,426,417

Total 12 months ending August. 906,403,525 1,500,613,236

### What is a Cash Register?

A Cash Register is what the name implies—a register of cash received and disbursed. In no way can a detailed and accurate account be obtained of a business transaction unless the dealer writes it. This is done in most business houses through the use of a day book and journal, but the entry is often forgotten and there is nothing to remind one of any omission, until an enraged customer, at time of settlement, shows how carelessly the business has been conducted. In other words, the dealer or his clerk has forgotten to credit a payment on account.

The Standard Cash Register, manufactured at Wabash, Ind., is designed for the purpose of, and does prevent errors of this kind, because the cash drawer cannot be opened for any purpose, without showing the omission, if it occurs. It also informs the dealer which clerk sells the most goods, and whether sold for cash or credit. It even tells him who bought them. Tells him when money is received, or paid out, and for what. In fact, while it makes clerks especially careful, it gives a complete statement of the day's business, and compels systematic methods of storekeeping.

## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

## Attachment—Third Party Claim.

**QUESTION:** Some time ago I had an attachment levied on some property of mine in my store in New York City. A friend of mine had two or three desks and considerable other furniture in my store at the time, and although I told the sheriff that this property did not belong to me he insisted upon levying his attachment on it. I had no desire to see my friend placed in an awkward position, as he loaned me these in order that I might have the use of them, although I did not own them. Kindly inform me what he should do, as it does not seem right that the sheriff representing my creditors should take his property.

**REPLY:** Your friend's first step should be to consult a lawyer, who, after hearing the facts, will undoubtedly put in what is called a third-party claim for your friend—that is to say, he will file with the sheriff a statement setting forth the fact that your friend owns certain property attached by the sheriff in the attachment suit against you. The sheriff will then summon a jury to determine whether you or your friend owns this property. In such a case as this the jury almost invariably finds for the claimant, and the sheriff will then deliver the property to the claimant, unless the plaintiff in the action gives the sheriff a bond in double the amount of the value of the goods held and \$250 additional to indemnify the sheriff against being sued by your friend in the event of the final determination deciding that your friend owns the goods and that you do not. This is the most simple and most effectual way out of your friend's difficulty.

## Execution of Partnership Certificate Required by the Laws of 1900.

**QUESTION:** I have been informed by a recent law passed by the State of New York that it is necessary for all persons conducting business under the name of — & Co., or under any assumed name, to file a certificate with the Clerk of the county where they transact business, stating the name of each partner engaged in the business. I should like to be informed whether it is necessary for each partner to sign this certificate, or whether it is sufficient for one partner only to sign the certificate mentioned.

**REPLY:** The act to which you refer is known as Chapter 216 of the Laws of 1900, and constitutes part of Section 363 of the Penal Code of New York State. As this law only took effect on September 1st last, there have been no decisions construing its exact meaning. The law, however, provides that the "persons" engaged in business shall sign and acknowledge before a notary public the certificate referred to. The act also provides that a properly certified copy of the certificate referred to shall be presumptive evidence of the facts contained in such certificate. As a general proposition, the act of one partner within the scope of the partnership business binds each and every member of the firm. We are of the opinion, however, that in a case such as this, where the statute provides that the certificate required to be filed shall be presumptive evidence of the truth of the facts contained therein, that in order to bind each member of the firm to the statements contained therein, each member of the firm must sign and execute the certificate as required by statute. If this view of the statute were not taken, one partner by executing the certificate and writing in the name of several other persons, would bind these several other persons by his act, and without any act on their part, they would be estopped from denying their membership in the firm.

## Wife's Right As Devisee.

**QUESTION:** A man died having made a will devising one-half of the real estate and one-quarter of the personal property to his wife, and the balance of his estate to his children. Could the wife refuse to accept the terms of the will and demand her one-third life estate in the real property and one-

third of the personal property which she would have been entitled to had her husband made no will, leaving the other two-thirds of the estate to be divided between the children, thus practically setting aside the will?

**REPLY:** In a case such as you describe, the widow would be at liberty to refuse to accept the terms of the will, so far as they sought to defeat her right of dower in her husband's property. A man cannot by his own act defeat his wife's right of dower in all the real property in which he has an estate of inheritance during marriage. The most he can do is to make a devise to his wife in his will in which he can provide, that if she accept, it must be taken in lieu of dower. The wife, therefore, has the privilege either to accept or to refuse to accept the devise and may take her dower in the property. The wife has one year in which to make her election. As to the personal property, however, the same rule does not apply. A widow under the circumstances referred to, where her husband dies intestate, has the right to one-third of the personal estate; but if her husband dies leaving a will, the statute has no application whatever, and she will receive only so much of the personal property as is bequeathed to her in the will.

## Advisability of Loaning Money Secured by Second Mortgage.

**QUESTION:** I am desirous of investing about \$5,000 in bond and mortgage in the city of New York. I understand that if I loan this \$5,000 on a first mortgage I will only receive four or five per cent. for my money; but that if I loan on the second mortgage, I could easily obtain six per cent. for my money and a considerable sum of money as a bonus for making the loan. I should like to have you inform me through the columns of your paper as to whether a loan secured by a second mortgage is advisable, and whether it is usually considered as a safe investment.

**REPLY:** We would not advise a person to loan his money to be secured by second mortgage, except under somewhat unusual circumstances. It must be remembered that a person who holds a bond and mortgage on property in New York City, as a second mortgage, has only a lien on the property subsequent to the amount of the first mortgage. The result of this is that if at any time the property should be foreclosed by the first mortgagee and should not sell for a sum sufficient to pay the first mortgage, as well as the second, the first mortgagee would take all the money necessary to satisfy his first mortgage, and the second mortgagee would obtain only the balance. A second mortgagee is obliged to watch property on which he holds a second mortgage with the utmost closeness. It is his business to see that the taxes on the property are paid promptly and that the property is insured to its full value; that the insurance policies contain the proper mortgage clauses, and that the interest on the first mortgage is paid by the mortgagor promptly. If these matters are not looked after closely, the taxes and the interest on the first mortgage become prior liens to the second mortgage, and the security of the second mortgagee is reduced to that amount. A second mortgage is sometimes justified where the property is unquestionably worth much more than the amount of the mortgages upon it; but in all instances, we would advise the utmost caution.

## Another New Shovel Plant.

Waynesburg Pressed Steel Co., Waynesburg, Pa., are manufacturing a full line of plain and hollow back shovels. The capacity of their factory is stated to be about 200 dozen per day, including also in their general output large quantities of drop and railway forgings, elevator buckets and pressed steel specialties of many kinds. The main building occupied by them is 100x150 feet, and is completely equipped with the most modern shovel machinery. The company's officers are as follows: R. W. Munnell, president; S. P. Hooper, treasurer; J. W. Munnell, secretary; T. B. F. Rinehart, John T. Rogers and W. D. Forsyth, the last of whom is general manager and well-known in the pressed steel and shovel business, and in the establishing of plants of this character.



# Southern Hardware Jobbers' Association.

The Southern Hardware Jobbers' Association have just distributed a little pamphlet to their members which gives the officers and members of the Executive and Standing Committees for the ensuing year, and also the membership of the organization arranged according to the several States in which they are located. We give herewith the names of the Standing Committees:

Transportation Committee—W. E. Newill, King Hardware Co., Atlanta, Ga.; John Donnan, W. S. Donnan & Co., Richmond, Va.; W. L. Sanford, Roberts, Sanford & Taylor Co., Sherman, Tex.

Manufacturers' Committee—C. E. Speer, Speer Hardware Co., Ft. Smith, Ark.; A. Baldwin, Jr., A. Baldwin & Co., New Orleans, La.; Frank S. Gray, The S. B. Hubbard Co., Jacksonville, Fla.

Grievance Committee—James Moroney, Moroney Hardware Co., Dallas, Tex.; S. McDowell, Baker & McDowell Hardware Co., Natchez, Miss.; P. G. Wall, Knight & Wall Co., Tampa, Fla.

Press Committee—F. P. May, F. P. May & Co., Washington, D. C.; Thos. W. Fritts, Tom Fritts Hardware Co., Chattanooga, Tenn.; A. B. Palmer, Palmer Hardware Co., Savannah, Ga.

Membership Committee—Joseph Orgill, Orgill Bros. & Co., Memphis, Tenn.; R. F. Bell, R. E. Bell Hardware Co., Weatherford, Tex.; C. A. Cunningham, Cunningham Hardware Co., Mobile, Ala.; W. A. Pleasants, W. A. Pleasants Hardware Co., Shreveport, La.; Chas. H. Watkins, Watkins-Cottrell Co., Richmond, Va.

# National Hardware Association.

## THE OFFICIAL PROGRAMME OF THE CONVENTION.

The following is the official programme of the Convention of the National Hardware Association of the United States, whose deliberations will commence at Cleveland on Wednesday, October 9th, and continue until Friday, October 11th. The number of important features that make the proceedings possess more than the usual amount of interest, and the visit at its adjournment to the Pan American Exposition, preparations for the furtherance of which have been attended to, promise to make this the largest and most interesting convention the Association has ever held. The convention headquarters will be at the Hollenden Hotel, and no more admirable location could be selected for the purpose.

## PROGRAMME.

### WEDNESDAY, OCTOBER 9TH.

#### 9:30 A. M.

(This session is open to manufacturers, their representatives, the ladies and members of the press, and it is requested that all assemble promptly at the hour named.)

Opening Remarks.....President Richard W. Shapleigh  
Prayer.....Rev. Dr. S. P. Sprecher  
Chorus....."America"  
Address—Tendering Freedom of the City,

Mayor Hon. Tom L. Johnson

Address—On Behalf of the Cleveland Chamber of Commerce,  
Chas. W. Pack, President

Address of Welcome on Behalf of the Manufacturers of  
Cleveland.....S. D. Latty

Just before the Roll Call, the ladies will be given an opportunity to withdraw to meet the Cleveland Ladies' Reception Committee in the hotel parlors.

Roll Call.

Reading of minutes of the 1900 convention.

President's annual address.

Report of the Secretary-Treasurer.

Introduction of fraternal delegates, from the Canadian Wholesale Hardware Association.

Collocation: "How can manufacturers of Hardware and kindred lines most economically distribute their product?"

### WEDNESDAY NOON.

#### SESSION OF THE METAL DEALERS.

Immediately after the morning session, all the members of the Association who deal in Tin Plate and Metals, will please meet for a conference.

### WEDNESDAY AFTERNOON,

Delegates will assemble at 2:30 sharp.

Report of Executive Committee.  
Report of Membership Committee.  
Report of Grievance Committee.  
Report of Fraternal Relations Committee.  
Report of Press Committee.  
Report of Transportation Committee.  
Report of Entertainment Committee.  
Report of Metal Committee.  
Report of Heavy Hardware Committee.  
Communications.  
Discussion: "True method of computing cost."  
Question Box.  
Miscellaneous business.

### WEDNESDAY, 8 P. M.

Annual smoker will be given, to which the ladies will be invited.

### THURSDAY MORNING.

#### 9:30 sharp.

Delegates will kindly assemble promptly. Executive session.

Miscellaneous business.

Discussion of questions to be drawn from the Question Box.

Miscellaneous business.

Consideration of Committee Reports.

### THURSDAY, 2 P. M.

The manufacturers of Cleveland will tender a drive to the delegates, and the visiting ladies.

### THURSDAY, 8 P. M.

Open session. (Manufacturers, their representatives and members of the press cordially invited.)

Collocation:

"Outlook for the approaching year: will present range of prices probably prevail?"

Collocation:

"Trade papers: their relation to jobbing interests."

### FRIDAY MORNING.

#### 9:30 A. M.

Delegates are requested to report promptly.

Miscellaneous business.

Election of officers.

Discussion.

Arranging seat of next convention.

Miscellaneous business.

### FRIDAY AFTERNOON.

#### 2 P. M.

Introduction and installation of officers.

Discussion.

Miscellaneous business.

### FRIDAY EVENING.

Banquet will be tendered by the manufacturers of Cleveland—at the Cleveland Chamber of Commerce—to which the visiting ladies will be invited.

### Entertaining Western Delegates on the Way to the Convention.

A committee was appointed at a recent meeting of manufacturers and manufacturers' agents located in Chicago and vicinity, having in view the desire to make some arrangements by which the delegates and their ladies who will pass through Chicago on the way to the National Hardware Association Convention may be entertained. The committee appointed was as follows: W. H. Bennett, Chicago manager Reading Hardware Co.; S. S. Gould, vice-president St. Louis Shovel Co.; H. H. Roberts, Chicago manager of the *Iron Age*. The programme is to have the delegates meet at the Technical Club House on October 8th, and carriages and automobiles will be in readiness under the control of the committee for a drive through the parks and residential districts of Chicago. It is then proposed to return to the Club House, where the delegates will find a banquet awaiting them, after the adjournment from which they will board the 10:35 P. M. train, reaching Cleveland 7:40 A. M., Wednesday, October 9th, in ample season for the opening session of the convention. The proposed entertainment, it is understood, will be given under the auspices of the recently organized Hardware and Manufacturers' Club of Chicago, they being responsible for the following invitation, which has been forwarded to all delegates west of Indiana:

The Hardware and Manufacturers' Club of Chicago requests the pleasure of the presence of yourself and ladies on Tuesday, October 8, 1901, from 12 o'clock noon until half after 11 in the evening.

The committee have included in their plans arrangements for sleeping-car accommodations from Chicago to Cleveland, and the delegates who are invited, are requested to correspond with H. H. Roberts, secretary of the committee, and he will gladly arrange for any such accommodations as are requested.

### Philadelphia Hardware Merchants' and Manufacturers' Association.

The Hardware Merchants' and Manufacturers' Association of Philadelphia, at a meeting which was held on the 17th inst., adopted the following resolutions relating to the death of President McKinley:

*Whereas*, President William McKinley has been struck down by the blow of an assassin and now lies in honored state in the Capitol of these United States, which he so ably and successfully served; and,

*Whereas*, Our whole country stands dressed in mourning to declare its sad sense of the loss sustained in his death, while from Maine to Texas and from the Atlantic to the far off isles of the Pacific are heard the tones of sorrow and the lamentations of grief; and,

*Whereas*, Even foreign countries join us in these demonstrations of grief and gracefully offer to share our sorrow in loving sympathy; therefore be it

*Resolved*, By the Hardware Merchants' and Manufacturers' Association of Philadelphia:

That we recognize the signal ability, courage, earnestness and personal integrity of our late President, and fully realize the fact that to him were presented some of the weightiest problems and responsibilities which have come to our country since the time of Abraham Lincoln.

That we appreciate his sterling character and his manful part in bringing to our land the public security and prosperity which it now enjoys, and feel that in losing him we lose a man faithful to a high sense of duty and self sacrificing, and devoted in carrying out whatever measures were necessary for our welfare.

*Resolved*, That, as we mourn his loss in being struck down by the hand of treachery, we rejoice that the life and work of President McKinley will for years to come be an inspiration and help to the youth of our land.

*Resolved*, That we place on record this minute of our

affection and esteem, and pray that the Ruler of all nations, who has guided us so marvelously in the past, may be our refuge in years to come, and may now, in this time of sorrow, bring comfort and peace to those who mourn.

The entertainment which it was understood was to be given to the Pennsylvania Hardware and Supply Association by this Association, on September 19 and 20, it has been deemed advisable to postpone for thirty days on account of the prevailing gloom following the assassination of President McKinley.

### New England Hardware Dealers' Association.

The September meeting of the New England Hardware Dealers' Association, which was to inaugurate the Autumn and Winter season, was held, as announced, at the United States Hotel, Boston, September 11th, at 5 P. M., G. W. Burditt in the chair. As no formal entertainment had been provided, the business session was a brief one by comparison with previous meetings. The usual excellent dinner formed part of the proceedings, at the close of which a number of vocal selections were given by J. W. Calderwood, which inspired the customary tokens of approval from those present. President Burditt then called on Charles E. Adams, of Lowell, who had recently returned from a trip abroad. Mr. Adams, as president of the Massachusetts State Board of Trade, had a very enjoyable visit in Europe, as he was entertained by a number of similar organizations in England, the study of the workings of these organizations having engrossed his attention, and also that of the English National Board of Trade. Mr. Adams, in his remarks, mentioned the pleasure he had received by coming in close touch with these important organizations, referring particularly to the London Board of Trade, which held a meeting a short time ago at which representatives were present from 250 Boards of Trade of Great Britain and Ireland, showing to how great an extent these really important associations keep in touch with commercial progress.

### Enormous Demand for Railroad Ties.

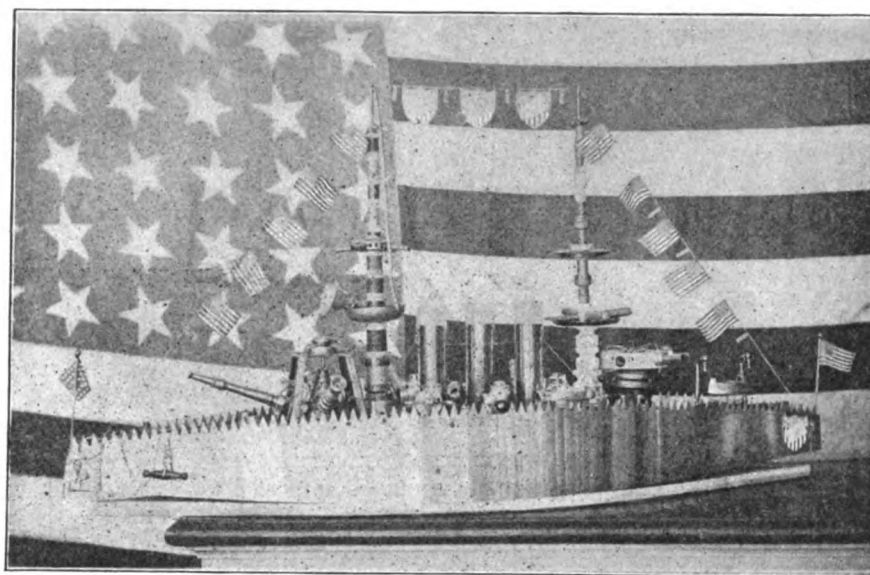
Owing to the successful application of quebracho wood for use as railroad ties (as noted in the *Monthly Bulletin*), it may be of interest to countries growing this species of timber to have their attention called to the enormous demand for this important item in railroad development in the United States. A new mile of standard single track railroad, without taking into consideration the switch tracks and side tracks, requires about 4,500 ties. The average life of a railroad tie is about five years, so that in ten years a railroad will use ties at the rate of about 9,000 for every mile of track. This means that the Pennsylvania Railroad Co. requires 2,500,000 ties for that part of its system east of Pittsburgh every year; that the New York Central requires nearly 2,700,000 ties between New York and Buffalo, and that the Erie road requires about 2,000,000 every year between Jersey City and Salamanca. It is estimated that under the best possible conditions, and making no allowance for fire and other accidents, it would require a plot of ground 2,000 acres in extent to grow 1,000,000 railroad ties, and that thirty years would be needed to develop them.

It has been estimated that in every 30 feet of standard single track road there is nearly a ton of steel, but the cost of ties for the same distance is even greater than that of the metal. It is, therefore, a problem of increasing perplexity to railroad men to obtain a sufficient supply of ties or "sleepers." Nothing has ever been found that will successfully take the place of the hand-hewn tie of young, growing timber, and many methods have been applied for prolonging the life of the individual tie.

Quebracho wood, by reason of its extreme hardness and durability, goes a long way toward settling the question satisfactorily, the only drawback at present being the lack of sufficient receipts of this valuable wood.

**A Novel Battle-Ship.**

A great deal of attention has been given to the dressing of windows of Hardware stores of late in every section of the country, and the ingenuity of the skilled artisan has frequently been called into requisition to construct novel appliances from ordinary material found in almost any stock of Hardware. The genius shown in bringing widely different parts together to form one harmonious whole is admirably demonstrated in the illustration we present showing a National ironclad Battle Ship, and one which proved a great attraction to the curious crowds, when exhibited in the windows of L. H. Kohn, 1601-1607 Polk Street, San Francisco, Cal. The hull is two cross-cut saws, and masts brass rods and spool wire, porcelain insulators, hose couplings, hose menders, bells, curling iron heaters, faucet handles, etc. The smokestacks were three Welsbach chimneys with building paper inside. The forward turret was a wire gas toaster



C. H. KOHN'S NOVEL WINDOW DISPLAY.

with hose pipe for guns. The after turret was an alcohol stove, on which was placed a mouse trap and Welsbach gas burners, for guns, while on the side were guns of lamp curling iron heaters and bicycle pumps. The funnels were lawn sprinklers. The davits in the rear were gas hose stork necks, and the boat a toilet sad iron with the handle off. Chain rope and a number of small implements lay on the deck, which was a piece of wood painted with aluminum. The anchors were corkscrews and the chains key chains. Small electric lights are seen in the rigging; also flash light on forward mast, and red and green electric lights on either side. The decorations were in honor of President McKinley upon the event of the launching of the *Ohio*. It is stated that when the lights were on at night, it made a very pretty display.

**PATENTS.**

The following list of Patents, Trade Marks and Designs of Interests to our patrons are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

**PATENTS EXPIRED SEPT. 9, 1901.**

- 304,700. CARPET TACK EXTRACTOR, C. C. Brown, Worcester, Mass.
- 304,743. HANDLE FOR PITCHERS AND HOUSEHOLD ARTICLES, J. C. Milligan, Brooklyn, assignor to the Lalance and Grosjean Mfg. Co., New York, N. Y.
- 304,763. KEY-FASTENER, S. K. Sumerwell, Covington, Ky.
- 304,778. DOOR AND GATE SPRING, J. Broughton, Brooklyn, N. Y.
- 304,807. WRENCH, B. Elmore, Etna, Cal.
- 304,814. LOCK-HINGE, D. H. Fitzgerald, Reading, Pa.
- 305,028. LIFTING JACK, C. A. Sulzman, Waterford, N. Y.

**PATENTS ISSUED SEPT. 10, 1901.**

- 682,179. HASP-LOCK, I. C. Drake, Orting, Wash.
- 682,195. COMBINED MOP AND BRUSH, E. Hilker, Chicago, Ill.
- 682,214. SEDIMENT COLLECTOR FOR COFFEE POTS, ETC., P. P. Martin, Snyder, Tex.
- 682,241. WRENCH, M. Cooke, Vista, Iowa.
- 682,263. BIT BRACE, C. S. Du Mont, Buffalo, N. Y.
- 682,508. LOCK, C. T. Thomas, Rushville, Ill., assignor of one-half to S. Davis, same place.
- 682,531. CAN OPENER, N. Cloutier, Attleboro, Mass.
- 682,590. GRADUATED LAWN OR GARDEN SPRINKLER, T. J. Greer, St. Helena, Cal.

**PATENTS EXPIRED SEPT. 16, 1901.**

- 305,037. VISE, A. L. Adams, Cedar Rapids, Iowa.
- 305,041. WINDOW WASHER, J. F. Bentz, San Francisco, Cal.

- 305,054. BIT-BRACE, W. F. Dake and E. B. Dake, Grand Haven, Mich.
- 305,090. BIT-STOCK, W. C. Marr and A. J. Maughlin, Onowa, Iowa.
- 305,119. COAL SCUTTLE, James Van Hagen, Troy, N. Y.
- 305,138. SASH-FASTENER, Martin Bourke, Youngstown, O.
- 305,258. CORKSCREW, Martin F. Williams, Bastrop, La.
- 305,274. TRANSOM-LIFTER, S. A. Bishop, Smethport, Pa.

**PATENTS ISSUED SEPT. 16, 1901.**

- 682,637. COMBINED RULE AND SQUARE, W. F. Puffer, Newton, Ala.
- 682,657. HASP-FASTENER, D. D. Wirt, Independence, Mo.
- 682,675. SLIDING DOOR FASTENER, John Denes, Wilmington, Del.
- 682,681. NAIL OR SCREW SET, P. N. Haas, Allentown, Pa.
- 682,701. LOCKING PLIERS, M. M. Howland, Providence, R. I.

**Demand for Farming Machinery in the Netherlands.**

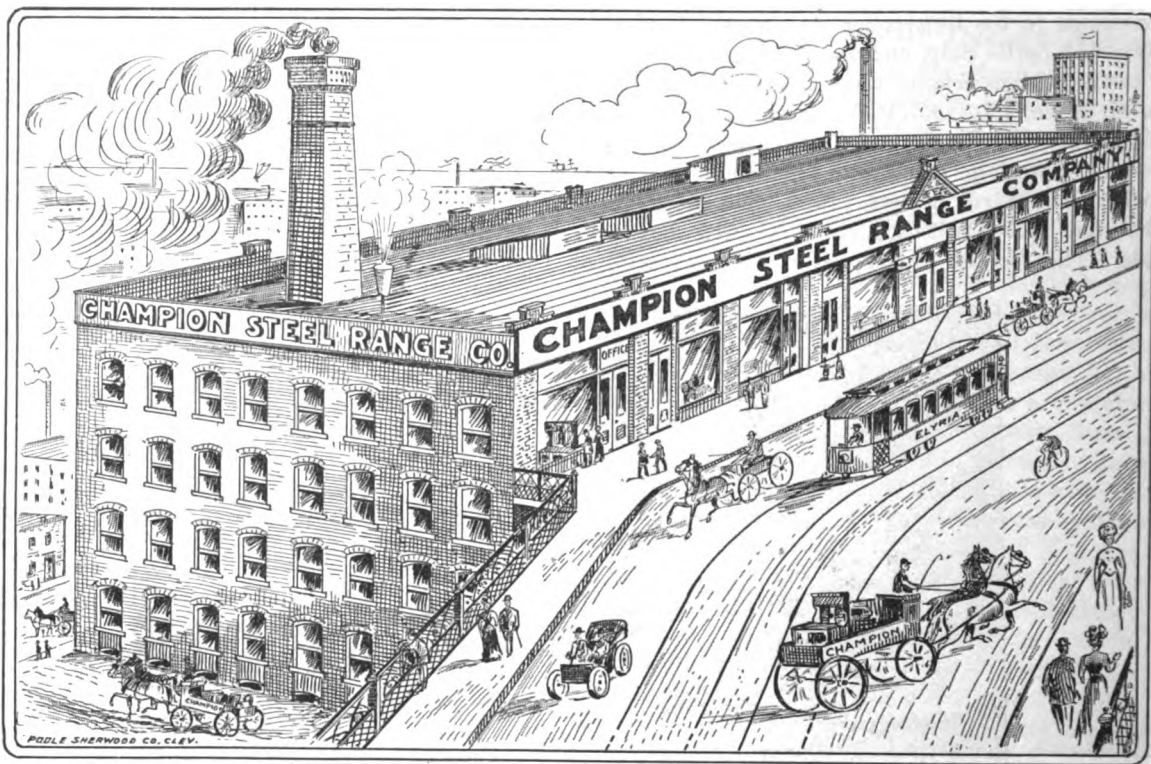
Consul Hill reports from Amsterdam, July 31, 1901, that as a result of the increased prosperity among the dairy farmers, there has been a considerable demand in the Netherlands during the last three years for mowers, reapers, binders and rakes. The difficulty in hiring farm labor at the very low wages offered, he adds, has also had the effect of increasing the purchase of agricultural machines. American plows, continues the consul, do not meet with favor, German plows being preferred, while horsepower thrashers, the only kind in use, are imported principally from England. The consul suggests the southern part of the Netherlands as a possible market for fruit driers and fruit machinery.



### Champion Steel Range Co.

The Champion Steel Range Co., whose advertisement will appear in next issue, is one of the most enterprising of the establishments devoted to the manufacture of this modern product. The company was established twelve years ago, and it is doubtful if any similar concern in the country has attained to a higher degree of perfection in product in so

make by skilled workmen in every essential particular, and the reputation that they enjoy with the entire Hardware trade is that their production is first-class in every respect, while in actual use they have proven durable and thoroughly efficient. The proprietors, C. H. Miller and Frank P. Wood, are gentlemen of experienced methods and untiring energy, and are fully able to maintain the pronounced success



CHAMPION STEEL RANGE CO.'S PLANT.

short a period, the result of which is that their trade has been extended throughout the entire United States, and is constantly increasing in volume. This condition has not been brought about by accident, but is attributed entirely to

already attained by them. The office and salesroom are located at 131-137 Viaduct, and the works at 35-39 West Centre, corner of Washington Street.

### Points About Type.

All type is made on the point system. This is an arbitrary system of measurement, and there are 72 points in an inch; therefore, a six-point type means that there are twelve lines of type of that size in an inch. In addition to this system of measurement the smaller sizes of type, such as are commonly used for reading matter, are named. Agate measures 14 lines to the inch; nonpareil, six-point, or twelve lines to the inch; brevier is eight-point; long primer is ten-point; pica, twelve-point, or one-sixth of an inch.—*Pacific Coast Advertising.*

### An Unfortunate Inventor.

One hundred years ago Philippe Lebon awoke to find himself famous as the inventor of gas in France, says the *Paris Messenger*. The preceding evening he had lighted the saloons and gardens of the Hotel de Seignelay, in the Rue St. Dominique, with an illumination which seemed to deal a death blow at oil lamps and candles. But the poor inventor perished in obscurity, ruined by the cost of his researches and experiments with gas which he prophesied would be used not only for lighting, but heating and power. His prognostications have all come true, though it has been given to others to reap the honors and the rewards. A street at Batignolles bears his name, however, and that is something. Gas seems a poor thing to build a reputation upon in any case. A hundred years after Lebon made it twinkle into existence we are flooded with new lights of all sorts, by the side of which gas is a gloomy glimmer, and yet the Bois de Boulogne and the Tuileries Gardens spurn them one and all, thereby affording a refuge for folk who love darkness rather than light for obvious reasons.



C. H. MILLER.

the usefulness of the output, its high character, and to the enterprising and energetic methods of the company's manager. This firm are the manufacturers of the Champion, Champion, Jr., Active Champion and Marquart double flue, hot blast steel ranges, giving employment in their works (an illustration of which we present herewith) to upwards of 60 hands in its several departments. All of their products are

### National "Roller Bearing" Carpet Sweepers.

The "Roller Bearing" Carpet Sweepers recently placed on the market by the National Sweeper Co., of Marion, Ind., as shown in the accompanying cut, are creating a great deal of interest among those buyers who are at all interested in Carpet Sweepers. This is the newest and latest feature in Carpet Sweeper construction, and it is exceedingly practical, which is something that cannot be said of a number of inventions. It forms a very simple device, there being no complicated parts or delicate springs to get out of order or wear out. No part of the device shows from the outside of the Sweeper, and it adds very little weight, as the four bearings and parts do not weigh to exceed half an ounce. It consists of rollers 3-32 of an inch in diameter and  $\frac{5}{8}$  of an inch in length, turned from high grade steel, which are placed inside of the Sweeper wheel hubs in such a manner as to revolve freely around the axles. The end of the hub is fitted with a dust cap which makes the bearings dust proof. This device does away with practically all friction, and places the "National Roller Bearing" Sweepers in the front rank. The company announces that hereafter their highest grades of Sweepers will be furnished with "Roller Bearings" when desired, without extra charge. This company has also just placed on the market a new Sweeper known as the "Marion Queen." The box or case is made of select veneers, such as figured birch, mahogany, white magnolia, ash burl, Hun-

### A Country Ironmonger's Training.

The majority of ironmongers a quarter of a century ago were practical men. Their billheads proclaimed them to be general, furnishing, and builders' ironmongers, dealers in bar iron, oil and color merchants, bellhangers, gasfitters, whitesmiths, blacksmiths, tinmen, coppersmiths, braziers, etc. Tradesmen of this stamp took trained apprentices, but invariably required a premium, varying from 35l. to 120l., for a term of five or seven years. The wages of the apprentice commenced with the second year of apprenticeship, the usual rate being (outdoors) 3s. per week, and rising 1s. per week in each succeeding year, so that, roughly speaking, the premium was ultimately returned in wages. The earlier part of the apprentice's time was spent in the workshops, the lad's duties being to clean his master's boots, take down the shutters, sweep out the shop, dust, clean the tin and copper ware, run errands, and keep the warehouses, and keep the goods generally in a clean and fit condition.

Harder and dirtier work was done then than nowadays. Nails were not put up in cardboard boxes, or tar, pitch, soft-soap, paint, etc., in tins. The last-named commodity the apprentice learned to make, and many a weary hour was spent with the pommel and stone in grinding colors. Pitch came in 3-cwt. casks, and had to be chipped out and papered in different weights—a job usually reserved for the Winter. Horsenails arrived in bags, and were weighed up into thousands.

The hours of business were from 7 A.M. till 8 P.M., with an extension to 10 P.M. on Saturday, and no early-closing day. A list of sixteen rules hung in the shop in which the writer served his apprenticeship, and was rigidly adhered to. Before a new assistant was engaged he was referred to these rules, and if he objected to any of them he was politely told to seek a berth elsewhere. One rule which was often objected to was that running: "All errors, breakages, and miscalculations to be deducted from salary."

Travellers were far less numerous then than at present. I should say that we saw one where twenty call now. When the factor's representative came, which was twice a year, he generally took a whole week to book his orders. An inquiry for anything out of the common was always sent to the factors, who, however, as I have since found out, made frequent errors.

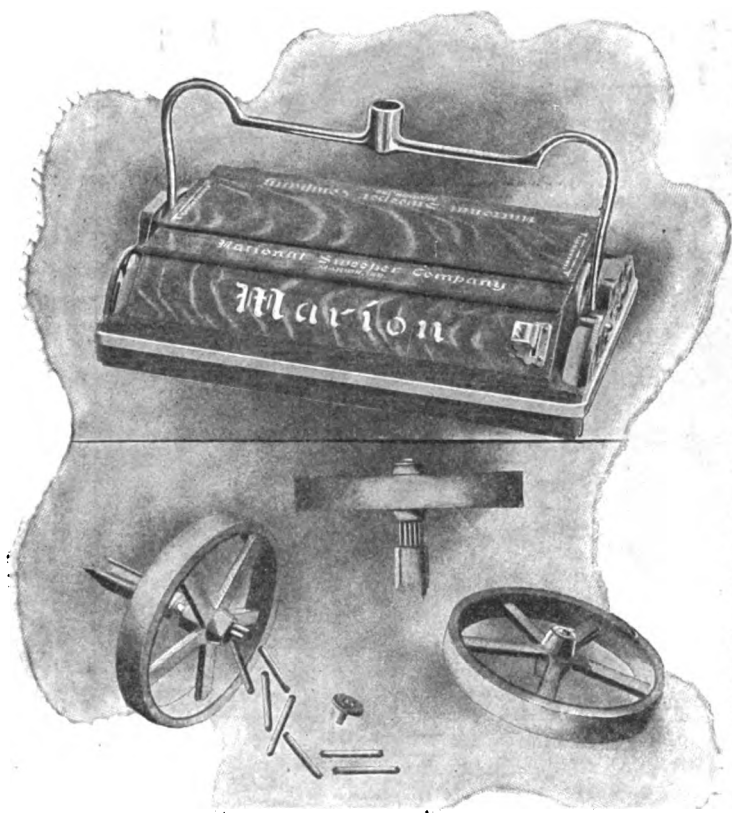
With telegrams costing 1s. each, "wiring" was but seldom indulged in, and if it was possible to make up a small cask of goods when anything special was required, this was done in order to save carriage by passenger-train.

The Ironmonger was religiously kept in the office, and woe betide the apprentice who was caught looking at it. It was an act of high treason for him to read his trade-paper. As a special favor, however, the apprentice was occasionally allowed to take home a trade-catalogue at night for study. After three years' experience every apprentice was supposed to know exactly such matters as what sheets of tin to give out for making various articles. How many apprentices of the present day know the number of sheets in a box, or what the marks denote?

In stocktaking every parcel was undone and the contents counted. If new outside paper was required this was supplied before the parcel was replaced on the shelves. Where the stock was exhausted the paper was kept in the same place for reference as regards number and price, and it was not put away until new goods had arrived and were duly marked off.

No invoices were allowed to be seen by the apprentice until his last year, when the hieroglyphic cost-mark was revealed unto him. He was also then allowed to assist fully with the books.

Such was the grounding in his trade which the budding ironmonger received. Those were the "good old times" which we hear constantly spoken of; but how many of the present day would like to revert to that style of tuition and training?—*Ironmonger* (England).



ROLLER BEARING CARPET SWEEPER.

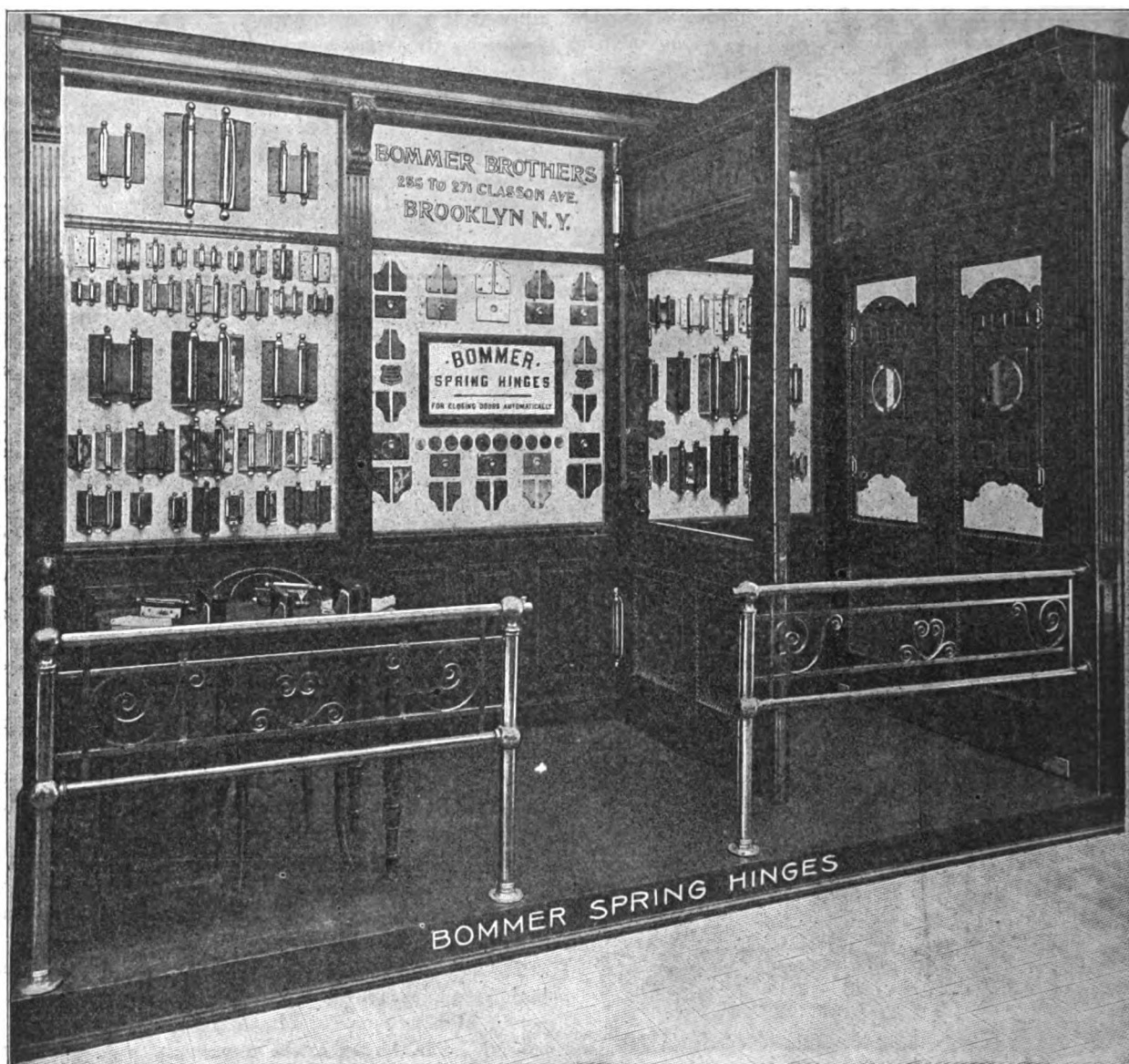
garian ash, bird's eye maple, etc. Particular attention has been paid by the company to the finishing of the trimmings, the bale, and plates and other metal parts being duplex plated, and this gives them a finish which will not rust or lose luster. No pains have been spared to make the finish of the boxes of all their Sweepers the best that high grade materials and first-class workmen will permit. To those interested in Household Specialties of this character, we would suggest that they write the National Sweeper Co. for their catalogue and prices.

A stinging bee's like a sarcastic man; he can't use his weap'n without hurtin' hisself.

### Bommer Bros.' Pan American Exhibit.

The novel exhibit of Bommer Bros., 257-271 Classon Avenue, Brooklyn, N. Y., is one of the best designed and handsomely appointed of any of the Hardware exhibits, showing their Spring Hinges and Ball Bearing Floor Hinges in a number of styles and finishes. The panels are set off by a carved mahogany fixture. There is one exceptionally heavy solid mahogany swinging door 4 feet wide by 8½ feet high and 3 inches thick hung on 12-inch solid bronze metal double action Hinges. Two double acting *cafe* doors are hung in place of the usual plate glass. There are also two mahogany

turers' agents of stoves, ranges, furnaces, refrigerators, gasolene, gas and oil stoves, and a complete line of fireplace fixtures. One of the specialties manufactured by this company, and for which they have enjoyed a wonderful success, is their Model Stove Truck, which is acknowledged by those familiar with it as being one of the most model of its kind. By referring to their advertisement, page 37, of this issue, a cut of this truck is shown. We are much pleased to recommend their name to the Hardware dealers of the country, and feel sure that any business arrangements between them and the above company would prove of mutual benefit.



BOMMER BRO.'S PAN AMERICAN EXHIBIT.

vestibule doors, one swinging double action and the other single action upon bronze metal Bommer Ball Bearing Floor Hinges. These doors have single action *cafe* doors in place of panels. The ease and lightness of action of all these doors is especially noticeable. There are also some mounted floor Hinges conveniently placed for handling and examination, and also some regular Bommer Spring Hinges made to take apart, showing the interior steel construction and demonstrating in a characteristic manner why that easy motion is given to the door for which the Bommer Hinges have become well known and popular with the trade.

### The S. M. Howes Co.

The business of the S. M. Howes Co., 40-46 Union Street, Boston, is continuously on the increase, and the company is recognized as one of the representative concerns in their line of business. They are manufacturers and manufac-

### Torrent Pump & Fence Co.

Torrent Pump & Fence Co., Cleveland, since occupying their new premises, have thoroughly fitted up their plant for their special line of work and are now prepared to do a general machine shop business such as Drilling, Lathe Work, Planing, Bolt Cutting and Threading, Pipe Cutting, Threading and Fitting; also to make patterns of any special design, have castings made from them, and fit them up as desired. They also design and build special machines for special purposes, including Automatic Wire-Bending Machines, etc. They will be pleased to submit figures on receipt of specifications, and do work to the best advantage, keeping careful time on the same.

"Don' pass too much o' yoh time whar dey sells gin," said Uncle Eben. "When a man gets to be a saloon fixture, he generally goes to smash in a hurry, wifout waitin' foh a lady to come roun' wif an axe."—*Washington Star*.



## RECENT TRADE PUBLICATIONS.

SYRACUSE WIRE WORKS, Syracuse, N. Y., have recently issued a catalogue showing their products, of 32 pages, oblong shape, printed on good paper and illustrated throughout. It constitutes their Catalogue No. 17, and shows designs of special metal work wrought in brass, electroplating, bronze, etc. This company make a specialty of designs from architects' drawings, thus making the work in keeping with all kinds of wood and stone used in fitting up an office. The designs shown indicate a large variety in the way of application, from Bank and Office railings to Elevator Enclosures and Cars pertaining to the same. They are also large makers of Wire Racks for phonograph records. In connection with this catalogue, they also send a number of circulars having reference to Wire Mats, Counter Guards, Coal and Sand Screens, Window Guards, Flower Stands, etc., etc.

IOWA FARMING TOOL Co., Fort Madison, Iowa, have recently issued and distributed to the Hardware trade one of the handsomest catalogues in the interest of their productions that we have had brought to our attention. Pamphlet form, of 130 pages, printed on excellent coated paper in two colors, with fine half-tone illustrations throughout, showing every possible variety of goods, with the manufacture of which this large plant has been identified for many years. Everything in the printed line that emanates from this company has been of the highest style of the printers' art, and this catalogue forms no exception. It is complete in every respect, full descriptions are given, with dimensions, and in connection therewith a telegraphic code covering every possible communication that could be deemed desirable. Altogether, it is a catalogue covering an important line worthy of the attention of every reader of *Hardware*. If not already in his possession request should be made for a copy.

UTILITY MFG. Co., 16 S. Frederick Street, Baltimore, Md., issue a leaflet catalogue of 12 pages covering their line of specialties, which include Rotary Sifters, Wire Strainers, Easels, Plain and Painted Tin Horns, Potato Mashers and "Utility" Scoops. It looks like a line of easy sellers, such as could be added to any Hardware stock with satisfaction as far as profit was concerned.

PITTSBURGH STOVE AND RANGE Co., Pittsburgh, Pa. Four-page leaflet printed on excellent paper, and illustrated by unusually fine half tones, exploiting their "Monarch Cinderella" line of Parlor Stoves, in which the numerous excellences of the Self-Feeding, Base Burning, Double Heater, which is illustrated, are advantageously set forth.

BUHL STAMPING Co., Detroit, Mich. Pamphlet catalogue No. 41 of 22 pages, covering their line of Tubular Lanterns, the several varieties of which are fully illustrated and described in its contents, which also gives list prices and shipping weights and sizes in bulk of all packages containing these goods, so that freight may be accurately figured previous to ordering. An index and telegraph code are also attached, making it a very useful catalogue of its kind. They have also issued Catalogue 42, covering their line of Sanitary Milk Cans and Can Stock, which is a neat little pamphlet of 32 pages, showing all the various styles of Can and Can Stock manufactured by this well-known company. The many improved appliances made by this company in connection with dairy supplies are fully illustrated and described. This catalogue, similar to the other above mentioned, gives dimensions of crates and shipping weights of all Buhl Can Stock, to-

gether with a condensed telegraph code by which goods may be economically ordered. Many testimonials are given in the back part of the catalogue, shown in the attractive form of a photo-engraving of the letter itself, attesting its genuineness.

ENTERPRISE MFG. Co., Akron, Ohio, have recently published and are now distributing to the Hardware trade their Catalogue No. 20, covering the largest line of Fishing Tackle of every description that has been brought to our attention. It includes Artificial Fish Baits and Anglers' Specialties, of which they claim to be the largest manufacturers in the United States; all sizes and styles of Trolling Spoons, American Spinners, Hard and Soft Rubber and Phantom Minnows, Frogs, Crawfish, Grasshoppers, etc., and every variety and pattern of bass, salmon and trout flies. The company are well-known as the manufacturers of Pflueger's Luminous Bait, which has been before the sportsmen of the country successfully for twenty years. Many other specialties shown in this catalogue are of Mr. Pflueger's invention. All of these are illustrated in a manner readily understood, cuts being full size, forming certainly an extremely complete catalogue. A portion of its contents is given to the description and illustration of a large line of Reels made by this company, and at the present time forming a subject of their advertisement in *Hardware*. They show these desirable goods in upwards of 60 varieties, running from the plainest Single Action, with or without click, to the most delicately constructed and finest article of this description possible for the manufacturer to turn out. These are fully illustrated and described, dimensions being given in every case, and list prices accompanying the same, subject to a discount to the trade, cuts being actual size. Included in the contents having reference to Reels are shown several styles of the Salt Water Reels which are built extra strong, with back sliding click and drag; also the same constructed of fine rubber with steel pivot. Both styles of these Salt Water Reels are of the multiplying character. The Kentucky Reel is also illustrated manufactured from extra quality German silver, full steel pivot, with and without jewel. Reels for salmon and tarpon fishing are included in the assortment, which are quite large and built extra strong with steel pivot, metal and rubber band, and back sliding click. Those of our readers handling goods of this description will find their catalogue an extremely important one, as almost every possible requirement in the way of anglers' supplies can be obtained from its contents.

STANDARD TOOL Co., Cleveland, Ohio. Booklet catalogue, envelope size, evidently intended for distribution at the Pan American Exposition, printed in Spanish, handsomely illustrated and printed, with tinted background on every page, having a very attractive cover as well, forming a booklet likely to be retained by the recipient.

J. W. DUNHAM & SON, Berea, Ohio. Oblong pamphlet catalogue of 20 pages covering a line of Land Preparers, forming part of the agricultural machinery manufactured by this firm. Fully illustrated throughout, descriptions being given of the various Rollers, extending in size from a Hand Roller of two feet wide, to Land Rollers of seven feet in width and made in a number of styles and dimensions, weighing from 225 pounds to 1,000 pounds, according to size.

## NEW GOODS AND SPECIALTIES.

### Rollman Apple Cutter and Corer.

Rollman Mfg. Co., Mt. Joy, Pa., among the many desirable specialties which they manufacture for the Hardware trade, are introducing the Rollman Apple Cutter and Corer, which is shown by the accompanying cuts. In its construction it

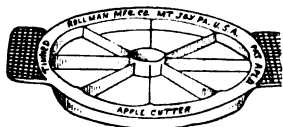


FIG. 1.

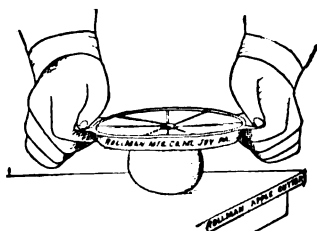


FIG. 2.

is formed of a frame of cast iron, tinned, the plates being securely soldered in so as to give it sufficient strength for the use for which it is intended. The No. 7 Cutter, which is the one shown in the illustration, cuts apples into eighths, and is the one designed for general use. They also manufacture a No. 9, which is not illustrated here, which cuts apples into twelfths, and more suitably preparing them for the use of bakers, especially pie bakers. The Rollman Apple Cutter and Corer, as it is distributed to the trade, is shown in Fig. 1,



FIG. 3.

while Fig. 2 illustrates how it is held in position on top of the apple preparatory to its being pressed down to cut and core the apple, the manner in which this is done being shown in Fig. 3. It is quite a unique specialty and deserves an extended sale.

### Hartzell Kitchen Knife No. 475.

E. Hartzell Cutlery Co., Gettysburg, Pa., make a specialty of the Kitchen Knife which we illustrate. It is a knife that is designed expressly for the purpose for which it is sold. The ordinary butcher knife is considered as being too heavy and clumsy for cutting up fowl, game, fish, etc., while the so-called kitchen knives now on the market are usually of such a grade of material, and being made with blunt points,



HARTZELL KITCHEN KNIFE NO. 475.

that they are deemed useless for this kind of work. This kitchen knife has a blade  $4\frac{3}{4}$  inches long, hammer forged from bars of best cast steel, making a narrow tapering blade and is tempered to the right degree to carry a good, keen cutting edge. The handle is of beech wood of the proper size to allow a good grip, and while it is small enough for paring and cutting up vegetables, it is also well adapted for such kitchen use as cutting up fowl, game, fish, etc. The manufacturers state that in designing this knife they had in view the fact that to make an all-around kitchen knife it must

have the best of material, be strong enough in the blade and handle to stand strong service, and yet narrow enough to be used in cutting around bones and joints, while at the same time sufficiently adapted for paring fruits and vegetables. Every blade is guaranteed and sales have so exceeded the estimate calculated upon by the manufacturers, that they already have contracts that are running a month ahead. The manufacturers solicit correspondence with the jobbing trade on these goods, with the assurance that the price will be regarded as favorable for their introduction where they are not already known.

### Improved Screw Pitch Gauge.

Sawyer Tool Co., Fitchburg, Mass., have recently placed on the market an improved patented Screw Pitch Gauge, an illustration of which we give herewith. This gauge has every pitch used by a machinist from 4 to 60 inclusive, and the manufacturers state it is a tool they have taken great pains with and propose to make one of their leaders. The blades tapering almost to a point allow them to be used in the smallest possible hole a gauge can be used, yet at the same time are not weakened or liable to bend. The finer pitches are cut upon each edge of the blade, which reduces the bulk of



IMPROVED SCREW PITCH GAUGE.

the tool nearly one-half. The convenient form in which it is made enables the desired pitches to be found readily and renders it particularly a pocket tool.

### Spring Dividers and Calipers.

Brown & Sharpe Mfg. Co., Providence, R. I., are placing before the Hardware and machinists' supply trade a set of Spring Dividers and outside and inside Spring Calipers, illustrations of which will be found in this article. They state that this line of improved tools was designed after careful consideration as to the requirements of such tools, and the same care and attention to every detail is followed in their manufacture as is noticeable in all of the Brown & Sharpe tools. The principal features of these tools, aside from the superior quality and workmanship, are the spring and nut. The spring is of an improved form, unusually stiff and skilfully tempered. The ends of the spring terminate in convex lugs that fit into concave grooves, accurately milled in the ends of the legs, thus insuring the spring being held firmly in place and preventing the legs from springing sideways. The legs are dropped steel forgings of even taper and fine finish. The screw is of steel, hardened to prevent wear. The spring nut used in connection with these goods, it will be noticed, is of new design and made on the principle of the spring chuck with the jaws hardened. It is positive in action when closing and the thread engages the screw with

the slightest pressure upon the end of the jaws, while the withdrawal of the pressure causes the nut to release at once without regard to the manner in which it is held, the nut

knife fastening and several other improvements. It is claimed that by the use of this tool the labor of tenoning large spokes is reduced three-fourths.

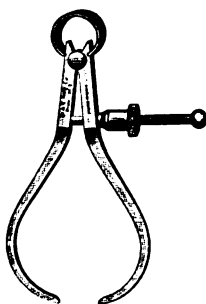


FIG. 1.—SPRING NUT OUTSIDE CALIPERS. FIG. 2.—SPRING NUT

then sliding freely on the screw. It is dust proof and combines the security and smoothness of movement that the solid nut possesses, with the added advantage of quick adjustment. A thumb attachment is provided for the spring dividers. The outside Spring Calipers and Spring Dividers are made both with spring nut and solid nut in 2½, 3, 4, 5 and 6 inch

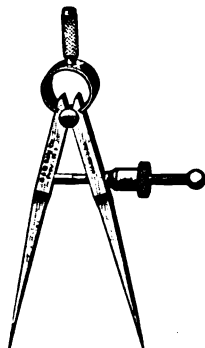


FIG. 3.—SPRING NUT DIVIDERS.

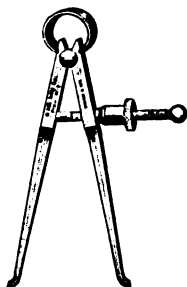
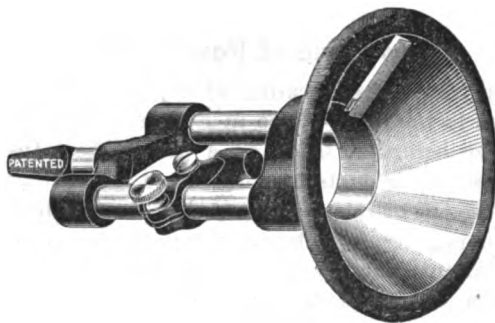


FIG. 4.—SPRING NUT INSIDE CALIPERS.

sizes, and the inside Spring Calipers with both kinds of nut in 3, 4, 5 and 6 inch sizes.

#### Wood's Fore Auger.

A. A. Wood & Sons Co., Atlanta, Ga., are manufacturing and placing before the Hardware trade the Fore Auger, of which we give an illustration herewith. The tool, which is patented, is one designed to enable wagon and carriage makers to tenon large spokes with the same ease as smaller ones. It is noted that large spokes are much harder to reduce with a single cut by a hollow auger. This tool will reduce spokes for 1¼ inch tenons or under. It is explained

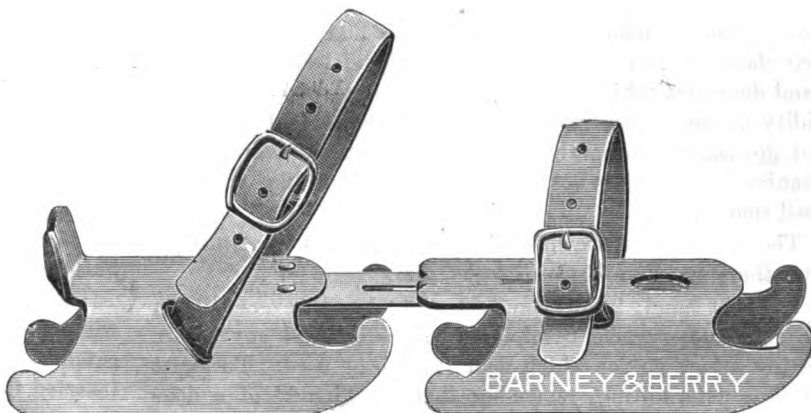


WOOD'S FORE AUGER.

that it leaves the tenons slightly larger than 1¼ inch size from which any one of the sizes ordinarily used may be easily cut with a hollow auger. The knife is referred to as having a shearing cut which makes it work easily and produces a bevel shoulder which is readily squared by the hollow auger in cutting the smaller tenon. It acts as its own pointer, and where tenons smaller than 1¼ inch are to be cut any pointer will point the spoke to the proper size. The tool is provided with a new design of stop, a new and superior

#### A New Skate for Children.

The old established firm of Barney & Berry, of Springfield, Mass., are introducing through the Hardware trade a thoroughly practical skate for children. We present an illustration showing it is fitted with double blades, which makes it much easier for the little ones to master the art of skating, and at the same time obviates any great strain being put upon their slender ankles, making skating accordingly easier and more enjoyable. The common-sense plan of its construction, and its adaptability for the use of children cannot help but make it a popular seller. The constructive excellence which has always distinguished the Barney & Berry skates will be found to exist in this new skate. The absence of any bolt or rivet heads on the forward part where the sole of the shoe must rest; special means by which the runners of the two parts are always in alignment; a secure extension fastening of the proper construction; beauty of design, and improved finish are among its superior features.



CHILDREN'S EXTENSION SKATE.

As will be seen from the cut, this skate is a remarkable departure from the common skates in vogue, and as well such an improvement over them that it cannot help become the most popular for children. All youngsters the world over where water freezes are wont to skate or slide upon any bit of ice obtainable. Small ponds, ditches, sloughs, roadside puddles, and even ice-covered roads and sidewalks are alike agreeable to them. The more convenient to home the better. As this skate is peculiarly adaptable to use on ice and snow-covered walks, and is as well an excellent ice skate, it will, undoubtedly, prove in great demand wherever introduced.

#### Acetylene Light House.

Experiments with acetylene as a light for lighthouses have been on trial for some months past in the harbor of Genoa, Italy, with satisfactory results. The inventor had to guarantee better illumination than that given by the petroleum burners of the lighthouse, and a constant light, without smoke or interruption, for 15 hours at a time. An apparatus, with four separate generators, was installed, and for a period of 100 days of 10 hours each the lighthouse was worked with the new gas without the slightest difficulty. At a distance of 40 nautical miles from Genoa is the electrical light of Tino, and it was observed that, while the Tino light could never be seen at Genoa, the Genoa acetylene light was visible at Tino.

#### An Old Acquaintance.

They met in a department store, shopping.  
 "Why, how do you do?"  
 "I'm well; and you?"  
 "First rate! Why, I haven't seen you for a long time!"  
 "No; it must be five or six years!"  
 "All of that! Do you know I never would have known you if it hadn't been for that hat."—*Yonkers Statesman*.



### Locks.

It is said that the Icelanders never lock anything; Americans lock everything, lock themselves in and out of their houses, into one room or out of another. We lock up our trunks, drawers, valises, hats, canes and dogs. Locks for every conceivable purpose, from the tiny bracelet on baby's wrist to the massive prison cell, are peculiarly of American manufacture.

But nowhere will be seen so much misapplication of locks as here in our own country. The average carpenter seems to be ignorant of how to apply an ordinary lock so that it will work properly.

We laugh at the simple man who had seen a wooden turn button screwed on to the jamb to keep the shed-door closed, and who, wishing to secure the barn door, placed the button on the door and wondered why it did not keep the door shut. The writer has actually seen locks so applied that the door could be pushed open but not shut without turning the knob.

Again, the "hand" of doors seems to be lost sight of, and if a lock does not appear to be right, is more often than otherwise simply put on upside down. This is a chief cause of trouble with cylinder locks. One manufacturer always stamps the cylinders "this side down," and I have known first-class (?) carpenters to put a left-hand lock on a right-hand door, put "this side down" and then wonder at the stupidity of the maker in so marking his locks that they will not go together properly. Intelligence among average mechanics is a mighty scarce commodity, and, like truth, is used sparingly.

The Hardware clerk, in selling a lock, should bear in mind that there are four kinds of locks, viz.:

1, Right hand; 2, left hand; 3, right hand, reverse bevel; 4, left hand, reverse bevel, and he should find out before letting a lock go for which door it is to be used. To assist in thus determining, remember that the "hand" of a door is always determined from the *outside*; that is, the street side of front or vestibule doors; the corridor side of a room door; the room side of a cupboard or closet door. Now, standing on the outside, if the door has hinges on the right, and swings away from the person entering, to the right, it is a regular right-hand door. If the door swings away to the left, it is a regular left-hand door.

But if where the hinges are on the right and the door swings toward the person approaching from the outside, it is a right-hand reverse bevel, and if it swings to the left, with hinges at the left-hand side, it is a left-hand reverse bevel. Locks are by the makers designed for each of the above, and if clerks would be sure the proper lock is sent, there would be less trouble and less imputation that he does not know his business.—F. A. SOUTHWICK.

### The Mackie Steel Tube Mfg. Co.

The Mackie Steel Tube Mfg. Co., Hammond, Ind., have built up within a very short period an important business in the manufacture of sheet steel tubing. It is hardly two years since they began to make brazed tubing on a small scale in Chicago. Their process proving a commercial as well as a mechanical success, they removed to Hammond last year, taking possession of a plant used for other purposes but adapted for the manufacture of their product. The property comprises two acres, which is well covered by buildings. At present the company are working into tubing over 25 tons of sheet steel daily, making a product ranging from  $\frac{1}{4}$  inch to 2 inches in diameter. The tubing is made in any length, and of sheets of any thickness, from No. 12 to No. 30, as may be required. The company make both brazed and butted tubing, either plain or nickel plated, for umbrella manufacturers, bedstead makers, stove and range makers, implement manufacturers, car builders, running gears for bicycles, and automobiles, etc.

The manufacture of brazed tubing of heavy gauge and in long lengths has been found an extremely difficult operation. In the halcyon days of the bicycle trade, quite a number of establishments were successful in turning out short lengths of brazed tubing, made of thin sheets. This, however, was a very different matter from using No. 12 to 16 sheets and making tubing 15 feet or more in length. This is regularly done by the Mackie Steel Tube Mfg. Co., and they claim to be the only manufacturers in the country who have made a success of it. Their plant is so well equipped with special machinery that they are not only able to turn out any size or length desired, but can furnish tubing bent to any form. Metal bedsteads are now made in highly ornamental designs, with numerous scrolls and bends. The company receive sketches from the bedstead manufacturers and furnish tubing, accurately duplicating the pattern, without buckling or flattening.

For a great deal of work, as, for instance, metal bedsteads, sheet metal tubing has been found preferable to merchant pipe turned out by the makers of wrought pipe for gas and water. The latter is not only much heavier than necessary for such purposes, but the surface is rough, requiring much work in polishing for nickeling or enameling. Sheet steel, on the other hand, has a smooth and even polished surface to begin with, and any gauge desired can be selected for the tubing, so as to make it quite light or fairly heavy. The brazing done by this company is accomplished by a process peculiar to themselves, making an invisible seam and a joint which is claimed to be permanent.

They have also their own process for beveling the edges of strips of sheet steel by which they are enabled to produce butted tubing with practically a lap joint.

The company are large manufacturers of umbrella rods, which are made of No. 22 sheet steel. The slots for the catches are stamped into the sheet, and a piece of steel wire is inserted for the tip, while it is being formed into a tube. Of these rods, the company have a capacity of 780 dozen per day, enameled or nickeled, ready for use by the umbrella manufacturer.

Another product of these works is the Mackie bed caster, specially designed for metal bedsteads, made with a cork socket to cling to the inside of the tubular bed post.

The company have found the demand for their products running so much in excess of the capacity of their plant that they are considering its enlargement. The officers are as follows: Charles Mackie, president; Peter Thorsen, vice-president and general manager; David G. Brauckman, second vice-president; John A. Armbruster, secretary and treasurer. They maintain a city office and sample room at 166 Lake Street, Chicago, Ill.—*Iron Age*.

### New Style of Post Cards.

The illustrated postal cards, which, says the *Baltimore Sun*, seems to retain its vogue in Europe, although it never was a craze here, has taken on a new phase. Instead of views of scenery or quotations now there are photographs of traveling friends or relatives grouped in the familiar fashion of the Summer resort tintype. Many a vagrant American has sent to this country during the Summer such postal photographs, which are an improvement on the old cards in that they may be more readily recognized. It is much more interesting to learn at a glance how Amelia or any other member of the family is looking than to look at a picture of the shrine containing the bones of the 11,000 virgins. So the new style of card has proved much more popular than its predecessors.

•

"But, suppose," one of the spectators said, "the parachute should fail to open after you have detached it from the balloon—what then?"

"That wouldn't stop me," answered the daring aeronaut. "I'd come right on down."—*Chicago Tribune*.

# REVIEW OF THE MARKETS.

**Wire Nails:** A steady and confident demand is the prevailing feature of the Wire Nail market, and the mills are working to the extent of their ability to get a complete assortment of sizes ahead in order to fill orders more promptly and with satisfaction to their customers. Quotations continue as follows: f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in ten days:

To jobbers in carload lots.....	\$2.80
"    less than carload lots.....	2.85
To retailers in carload lots.....	2.40
"    less than carload lots.....	2.50

**New York.** The demand for Wire Nails continues steady and the market firm. The following prices represent the market:

To retailers, carload lots on dock.....	\$2.58
Small lots at store.....	2.60

**Cut Nails:** No change of moment is noted in the Cut Nail market as to prices and condition of the market. Considerable difficulty is experienced by the mills in making prompt shipments with full complement of sizes. Prices are quoted as follows: f. o. b. Pittsburgh, plus the actual freight to point of destination, terms 60 days, or 2 per cent. discount for cash in ten days:

In less than carload lots.....	\$2.10 to 2.15
Carload lots.....	2.05

**New York.** In the local market prices are as follows:

To jobbers in carload lots on dock.....	\$2.18
"    less than carload lots on dock.....	2.23
Small lots from store.....	2.25 to 2.30

**Barb Wire:** The Barb Wire market is in fine condition with a demand indicating features of strength and stability. Supplies are obtainable by jobbers with greater regularity than was previously the case, as increased facilities at the mills have been pushed to the utmost. Quotations remain without change. F. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in ten days:

To jobbers in carload lots, Painted.....	\$2.60
"    Galvanized.....	2.90
"    less than carload lots, Painted.....	2.65
"    Galvanized.....	2.95
To retailers in carload lots, Painted.....	2.70
To retailers in carload lots, Galvanized.....	3.00
To retailers in less than carload lots, Painted.....	2.80
To retailers in less than carload lots, Galvanized.....	3.10

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** Demand continues in good shape, and prompter shipments can more confidently be relied upon. Quotations remain as follows: f. o. b. Pittsburgh, terms 60 days, or 2 per cent. for cash in ten days:

	Base sizes.	
	Plain.	Galv.
To jobbers in carload lots.....	\$2.25	\$2.65
"    less than carload lots.....	2.30	2.70
To retailers in carlots.....	2.35	2.75
"    less than carload lots...	2.45	2.85

The above prices are for the base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the advances indicated in the following table:

Plain Fence Wire Advances (Catch Weights).			
Nos.	Base.	Galvanized.	
6 to 9.....	\$0.05 advance over base.....	\$0.40 extra.	
10.....	.10	.40	"
11.....	.15	.40	"
12 and 12½..	.25	.40	"
13.....	.25	.40	"
14.....	.25	.40	"
15.....	.45	.75	"
16.....	.55	.75	"
17.....	.70	1.00	"
18.....	.85	1.00	"

For even weight bundles, 50 pounds and over, 5 cents per bundle advance on above.

**Shovels and Spades:** At the recent meeting of the manufacturers, prices that have been prevailing in the trade were confirmed and continued. As outside competition is increasing to a noticeable degree, a modification of the present prices, regarded by the trade as deserving some attention, may be among the possibilities of the future.

**Cordage:** The advancing price of both Manila and Sisal hemp, compels a change in quotations in harmony with present prices on raw material. Further advances are momentarily looked for.

	Pounds.	Cents.
Manila, 7-16 inch and larger.....	10	
"    ¾ inch.....	10½	
"    ¾ inch and 5-16.....	11	
Sisal, 7-16 inch and larger.....	8	
"    ¾ inch.....	8½	
"    ¾ inch and 5-16 inch.....	9	
Lath Yarn, medium and coarse.....	8	
Jute Rope, No. 1.....	6	
No. 2.....	5½	

**Linseed Oil:** The following advanced quotations are the latest announced by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....	66 cents per gallon.
In lots of 5 barrels or more.....	65 cents per gallon.

The five-barrel price applies only to deliveries of that quantity at one time.

Bolled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil, 85 cents per gallon.

## THE PHILADELPHIA TRADE.

The sad events of the last ten days have had some effect on trade, causing a slight falling off, which, however, seems to be only temporary, and is somewhat of a relief, as the holiday caused by the President's funeral has made it impossible to fill orders promptly. The demand for goods up to this time has continued, and there is every prospect that it will last.

The course of the stock market during the past week demonstrates the public confidence in the prosperity of the country, and the settlement of the steel strike insures employment to many thousands, thereby increasing the weekly roll of wages. It seems impossible that the iron and steel manufacturers can catch up in the near future with orders, as the suspension of work for about 6 weeks has thrown them so far behind hand that a continued scarcity of goods during the Fall seems inevitable, and the quotations coming in from day to day go far to prove there will be no early decline in prices. Collections continue good, and there seems to be an increasing number of dealers availing themselves of the cash discount—a welcome evidence of free circulation of money.

BIDDLE HARDWARE CO.

## THE BALTIMORE TRADE.

September is our busy month and extremely so this year, but whilst the demand for goods and our proportion of orders is all we could desire, our nerves are so shocked and sympathies so profound, occasioned by the awful national tragedy enacted at Buffalo, that our hearts are far from light and our labors are performed with great effort.

To-day, September 19th, the curtain falls on all that was mortal of the illustrious McKinley, whose name will ever live to illuminate the pages of history and whose noble life stands conspicuously as an ideal for all men.

His every utterance since the stroke of the assassin suggests an inspiration divine, and the deep sympathy expressed



by all nations seems as though his cruel fate was preordained for some good and wise purpose.

The trade seems very glad to learn that the steel strike is now off and hopes there will be no more agitation from this direction for a long time to come. Axes, ammunition, stove pipe and a few other items are scarce and difficult to obtain, and the demand this season on these goods will quite likely be far in excess of the supply. Collections continue good.

H. W. WEBB & SONS.

#### THE PITTSBURGH TRADE.

For the past ten days public attention has been centered on the awful tragedy resulting in the death of President McKinley. Good can, and often does, come from even the worst trials, and the example of a good man in the highest position our country can place him, will be emphasized by this event. His blameless private life, political honesty of purpose and noble expressions of our country's duty towards other nations, have made him one of the best loved men we have ever had in public life.

That he has a worthy successor of equal character, is a providential ruling for which we cannot be too thankful.

The termination of the strike among steel workers has come at last, for which there is sincere rejoicing in this vicinity. All mills are starting up full and there will be plenty to do all Winter to catch up with back orders.

We read with interest of business troubles in Germany among banks and manufacturers. "All the world's akin," and more so in the present than ever before. How far reaching these troubles may be it is hard to tell, but that they will reach our country within the next twelve months does not seem probable. All domestic conditions favor good business for months to come.

LOGAN-GREGG HARDWARE CO.

#### THE CHICAGO TRADE.

Our business the past few weeks has not only been keeping up wonderfully well, but our sales have largely exceeded those of last year at this time. To judge from reports we have had from our various salesmen, we have every reason to expect and enjoy a continuance of this during the remainder of the year. A great many staple articles are still very scarce and hard to get; although we are happy to say that we are in excellent shape to handle our largely increased business, and fill all orders with a reasonable degree of promptness. The market is very steady, and we look for no changes in prices of any consequence during the Fall season.

WELLS & NELLEGAR CO.

#### THE ST. PAUL TRADE.

Sitting where we can see a number of buildings draped in mourning because of our dead President, we feel that we

would like to be able to express ourselves in words that would be remembered for many years, because we have not only lost our President, but because the nation has lost a citizen beyond reproach. The people gave him the highest office in our land and he deserved it; as a patriot he was all any man could be, as a statesman he was as though inspired—our sympathy goes out to his good wife. Then, to think that his death is due to the act of a thing whose entire body and soul is not worth the smallest atom of Mr. McKinley's little finger, and whose death will not compensate the world for one second of our President's life, makes us think that to extinguish the life of not only this anarchist but the entire tribe, is the duty that lies before us.

But this does not affect our business, which continues good and will no doubt keep on whatever may occur. Prices are held firmly, some goods are scarce, but altogether the stocks here are well assorted, collections are beginning to come in nicely and we see no reason why the year will not close with a good record. C. W. HACKETT HARDWARE CO.

#### THE OMAHA TRADE.

Trade and conditions appear to be all that could be expected, and those who were anticipating some serious falling off on account of the shortage in crops, have been badly disappointed. While the present estimate of Nebraska's corn yield for this year is approximately 30 per cent. of the average, the fact that there was an exceptionally large wheat crop and corn is bringing considerably more than the average price will put things in much better shape than was expected, and farmers were never in better condition to stand a short crop without inconvenience than at present. Trade is fully up to the average, and there appears to be no good reasons why this satisfactory condition of affairs should not be maintained.

RECTOR & WILHELMY CO.

#### THE SAN FRANCISCO TRADE.

Hardware dealers, as a rule, were found this seventeenth day of September on the curbing in front of their several places of business overlooking professionals at work dressing their stores with black draperies, sombre-bordered flags and portraits of the martyr President, swathed in wrappings of mourning. William McKinley was greatly beloved by San Franciscans and his assassination has stunned this people to the quick.

President Frank Osborn, of the San Francisco and Oakland Retail Hardware Dealers' Association, remarked to the *Hardware* correspondent that Secretary H. C. Bennett, of Bennett Bros., not yet in office quite two months, ought to receive creditable mention for the good work he has already achieved. Within this short time he has personally rallied to membership in the association a new squad of dealers, numbering fifteen.

The trade is beginning to appreciate the fact, continued Mr. Osborn, that our new association is a good thing, not only as a promoter of family-like fellowship, but a promoter of stability of prices. It is a great cultivator of friendly feeling. Before our organization was, dealers passed each other by without recognition, but now it is different; members of the association now stop in passing and shake hands, consult about prices, and every other matter of common trade interest.

The story which has gained considerable circulation to the effect that William Ingram, a member of the Sacramento wholesale Hardware firm of Schaw, Ingram & Batcher, had mysteriously disappeared is emphatically denied by his business associates. When asked about the matter, William Schaw, the senior member, said:

"Mr. Ingram has not disappeared. He has gone away from the city for a rest and our firm is in regular communication with him. As long ago as February last I advised Mr. Ingram to take a vacation for six months, telling him that his



**FACTORIES:**  
 PROVIDENCE, R. I.  
 PAWTUCKET, R. I.  
 BEAVER FALLS, PA.  
 PATERSON, N. J.  
 ANDERSON, IND.  
 KENT, OHIO.

**FILES.**

**RASPS.**

**OWNED  
AND  
OPERATED BY THE**

**NICHOLSON  
FILE CO.**

**BRANDS:**  
 NICHOLSON.  
 AMERICAN.  
 GREAT WESTERN.  
 KEARNEY & FOOT.  
 ARCADE.  
 J. BARTON SMITH.  
 McCLELLAN.  
 EAGLE.  
 "X. F."  
 GOLD MEDAL.

PROVIDENCE, R. I., U. S. A.

income during that time would not be affected, but he declined the offer. He has now gone away for a vacation, but will return shortly, and his position in the firm will remain inviolate. Mr. Ingram's dealings with the firm are perfectly satisfactory in all respects, and the best of feeling exists between us all. As to what personal troubles Mr. Ingram may have to cause him worry, I have not concerned myself, since I consider that it is not within my province, and I know absolutely nothing about that. Mr. Ingram is now off on a vacation such as I advised him to take months ago."—INDUSTRIAL PRESS ASSOCIATION.

### The Malcontent in Office Organization.

The employees of the auditor's department of the Republic Iron & Steel Co., at the Chicago offices, have a dinner every three months that has proved helpful in furthering co-operation and in maintaining interest and spirit in the work of that department. At the last of these dinners, says the *Age of Steel*, the paper given below was read by R. R. Shuman on "The Fate of the 'Knocker'." While the subject of this paper is not to be found in technical lexicons, the species is not an unfamiliar one, as described by Mr. Shuman. In the revolution that has gone on in the iron trade in the past two and a half years, the changes as they have affected operating and sales departments have had most attention in current trade literature. But in the accounting department the upheaval has been just as great. Some men have gone to the front. Others, prominent in the individual companies with which they have been long identified, have work of larger scope, perhaps, under the systems evolved by consolidation, but yet are subordinate to department heads. There may not in every case have been a graceful acceptance of these changes of the "fortune of war," and friction has resulted, perhaps to the detriment of the service, until the offending individuals have disappeared from the scene. Mr. Shuman's paper is evidently prompted by some of the experiences that have been a matter of record in all the large industrial companies. It takes so sensible a view of the situation and is so full of good philosophy, that we believe it is entitled to a wide reading.—(Ed.)

This plan of meeting at stated intervals for a feast of good fellowship is of greater value to your company and to yourselves individually than at first might seem evident. There is an old saying that "Familiarity breeds contempt." It is only half true, and like all half truths, contains a most dangerous falsehood. Familiarity one with another such as you gain at these dinners, breeds not contempt, but mutual confidence and general comradery.

Half of our enemies are creatures of our imaginations. Man has always feared or hated the things and the people that he did not understand. Sinister motives, for instance, have always been ascribed to people of foreign races or nations. The German hates the Frenchman because he does not understand him. The Frenchman hates the German because he does not know what a fine fellow he is. Both have warm hearts and right motives. Both love justice and hate meanness. Either would risk his life to save the life of the other in time of peril.

And this brings me to a topic which seems more and more important the more I study it. I refer to the "knocker." Now the "knocker" is not half as bad a fellow as you think he is, nor half as smart a fellow as *he* thinks he is. He is simply a weak, selfish man lacking in the sense of humor, who closes his eyes to the bright warm sunlight about him, and sees, or fancies he sees, evil motives in his associates. He will tell you that A has it in for him and is taking every opportunity to hurt him with the management, that B is telling scandalous lies about him, that C is a black-hearted villain who dares not be trusted, and that a whole list of others ought to be "fired" for one cause or another. He will complain to his trusting wife that his immediate superior is so jealous of his ability that he is "holding him down." He discourses solemnly on the blunderings of those high in authority. In short, he surrounds himself with a fitting host of imaginary enemies and he is kept so busy watching and check-mating their murderous moves that he neglects his work. His digestion soon becomes impaired and his sleep is troubled, and he moves about like a bird of ill omen, brooding and miserable.

My friends, the "knocker" is just as surely committing business suicide as the drunkard is committing moral and physical suicide. In the advanced stage of the knocking disease he, too, has a form of delirium tremens. His hand trembles, and he "sees things"—not pleasant things, either. And one day the climax is reached in the shape of a little note in his pay envelope to the effect that he has outlived his usefulness.

The "Knocker" takes himself too seriously. When he should be planning and scheming to advance the interests of the firm, he is planning and scheming to get more salary for himself. For him there is but one world and that world walks around under his own little hat.

Young men, you would all like to get higher salaries, wouldn't you? So would I; but I am not worth it yet. When I am worth it, I will get it, and so will you.

I will tell you how you can get a "raise" within six months; go down to the office to-morrow morning imagining that you

## THIS IS THE TORRENT RUBBER BUCKET.



*The best for practical use.  
Built on scientific principles.  
Ten Thousand sold the first season.*

None but words of highest praise from all who use it.  
Send for descriptive circular and prices.

*Sample mailed on receipt of six cents in stamps.*

**THE TORRENT PUMP & FENCE CO., Cleveland, O., U.S.A.**

BUY OF YOUR JOBBER

**PELOUZE SCALES ARE WARRANTED**

FAMILY COUNTER MARKET CANDY POSTAL ICE and COMPUTING SCALES

PELOUZE HEM GAUGE 10 cts.  
"Get your Hem Straight!"

PELOUZE COFFEE PERCOLATOR 25 cts.

Send for CIRCULARS & CATALOG  
**PELOUZE SCALE & MFG. CO.**  
132 W. JACKSON BLVD., CHICAGO.

are a large stockholder in your company. Your first thought will be: "I wonder if we can't manage to make the next dividend a good deal larger than the last?" With this thought uppermost in your mind, you will forget that you are working *for* the officers of the company, and will feel instead that you are working *with* them. Your view point will be changed and you will begin to see things as they are. You will do your own work so that every stroke counts. You will think out plans for saving unnecessary labor in the office and at the mills. You will discover methods of saving money that now goes to waste; in short, you will try to solve the problem of increasing the efficiency of every branch of the work; and the new strength and zeal and confidence that you will gain will double your usefulness, and advance your position. Nothing could stop the progress of a company that had a solid phalanx of such men on its pay rolls, and every man who contributed to this success would profit by its growth.

"It is not in our stars but in ourselves that we are under-

lings." Nobody is trying to keep us down. Nobody can keep us down if we are worthy of rising. Why, gentlemen, the gravest problem that confronts the management of any large enterprise to-day is the difficulty in securing good men to fill responsible positions, regardless of the amount of money it may be necessary to offer. Every wise manager of every successful business would rather pay good wages to good men than poor wages to poor men.

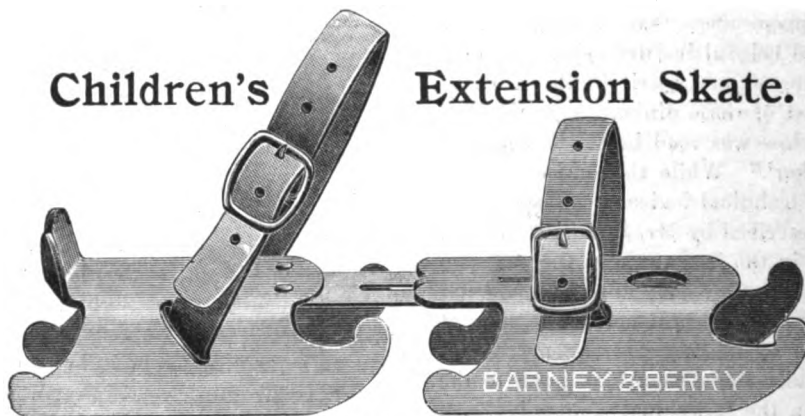
A bookkeeper said to me the other day: "I made the mistake of my life when I learned to keep books. I was a good bookkeeper at 25 and was proud of it. I am a good bookkeeper now at 50 and am ashamed to tell anybody that I am a bookkeeper." Draftsmen talk the same way, and stenographers; and yet the railroad presidents and corporation presidents and the great captains of industry to-day were almost without exceptions bookkeepers or draftsmen or stenographers at some time in their careers. They rose because they were not satisfied with one talent when they had ac-

## BARNEY & BERRY'S

The Best Is What You Want

Children's

Extension Skate.

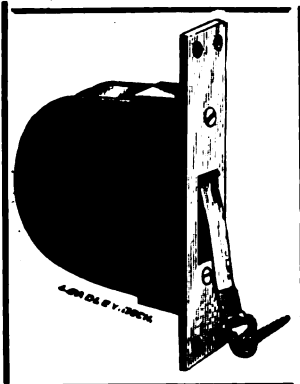


Place Your Order Early With Any Jobber

CATALOG FREE

**BARNEY & BERRY, Springfield, Mass.**

## JUST A LITTLE HIGHER



In price, but so much

### HIGHER IN QUALITY

that the great majority of dealers prefer to sell

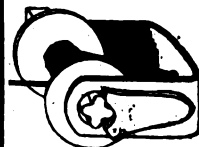
### CALDWELL .. .. SASH BALANCES

They can recommend them with clear conscience. Write for catalog. .. ..

**Caldwell Mfg. Co.,**

4 JONES ST., ROCHESTER, N. Y.

### SUPERIOR FENCE



184 Grand River Ave.

There is no kind of advertising so cheap as newspaper advertising and there is no kind that produces such immediate and satisfactory returns. The posting of bills, the use of street car signs and the mailing of circulars costs infinitely more per thousand for the same amount of advertising and it is seldom so effective.

## The Model Stove Truck is out of sight when under a stove.



*Is all steel, has only one adjustment, is practically indestructible.*

We offer to take back and refund money if, after a month's trial, the Model is not satisfactory.

**SEND FOR CIRCULAR AND PRICE.**

**The S. M. HOWES COMPANY,  
Boston, Mass.**

quired it, but struck out boldly and labored early and late in the acquisition of others.

You can not hold a good man down unless he permits himself to be held down. I once heard the managers of a great mercantile institution discussing a list of employees with the view of choosing one who was competent to be given charge of an important department. There were six names. One was dismissed from the account as intemperate, a second was lazy, a third was lacking in judgment and the other three—all of them able men—were reluctantly passed because they were malcontents who did not seem to have the interest of the concern at heart.

A "knocker" is a malcontent, and he digs his own grave with his hammer. He is a traitor to his employer and not worthy of confidence, no matter what his ability. Don't "knock." Look on the bright side of people and of things. There is a lot of good in your "worst enemy"—if you think

you have one. Find the good in him and he will no longer be your enemy. On the other hand if there is a wrong to be righted, don't go at it with a gloomy little hammer, but do as Carrie Nation did; get a bright new ax and smash the day-lights out of it!

Kicking is a good thing sometimes, but when you kick, kick the evil itself; kick it squarely with all your might; don't waste time and energy by kicking about it. Andrew Carnegie, and after him Charles M. Schwab, rose from obscurity to greatness because they worked bravely and cheerily while others "knocked." They rose because they looked for the good in those about them and learned how to develop that good. They rose because their habit of looking for the good in men endeared them to their associates—superiors, equals and subordinates—so that every step up the ladder was made easier by the willing hands of all who knew them.

The "knocker" is purely selfish. Men like Carnegie and

# DIETZ



## MONARCH LANTERN

COX, ENG. N.Y.

## Dietz Monarch Lantern

In its general "make-up" and constructive features the "Monarch" closely resembles the widely known and as widely appreciated "Victor" Lantern. Like it, this Lantern has tinned-steel oil pot; the strong, simple, positive acting device for raising the globe—to light or trim—and to hold its burner immovably in position. The principal difference lies in the substitution of a two-piece round tube for the square tube used in the "Victor" frame—a detail of construction that adds much to its attractive appearance.

All Dietz Lanterns are absolutely safe from taking fire or exploding.

The "Monarch" Lantern gives a strong, steady, copious light, and has 5/8-in. burner and No. 0 globe.

For sale by

**ALL LIVE JOBBERS.**

If you handle Lanterns send to us for a catalogue and to your jobber for prices.

**R. E. Dietz Company,  
NEW YORK CITY.**

Established 1840.



# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

Schwab and a thousand of others, not omitting your kindly auditor, advance their own interests by first advancing the interests of others. Once in a great while a man rises to an exalted station by trampling down other men; but his final downfall and day of reckoning are as sure as his rise, and infinitely swifter.

As I said at the outset, these dinners, and the good fellowship, and better acquaintance that result are of incalculable benefit to all concerned.

### Invention of Paper.

As told in an article published in *Harper's Monthly*, paper was first manufactured by the Chinese in the first century A. D. Up to that time they wrote on thin slips of bamboo, the instrument employed being not a pen or brush, but a pointed tool. The books of those ancient days were made by cutting the bamboo, after removing the bark, into thin sheets, which were strung together so as to compose a fairly compact, though clumsy, volume.

Later on it was found better to pound the bamboo to a paste in a mortar together with water, and the resulting substance was spread upon a flat surface to dry. This, in fact, was the first paper, in the modern acceptance of the term, though the Egyptian papyrus, made from a kind of reed that grew along the banks of the Nile, antedated it by several centuries. After a while the manufacture of this paper was improved by adding to it silk and other materials. The Tartars borrowed the art, substituting cotton, which was plentiful in their country, and from them the Arabs acquired it, using linen instead of cotton. It was in this way that paper-making was first brought into Europe, being introduced by the Arabs.

Hardwareman—"What was old Krankey kicking about?" Clerk—"He wanted ten pounds of nails. Said he'd pay for them and take them home himself. Wouldn't trust us to deliver them, he said." Hardwareman—"Surly old codger. I hope he'll sweat for it." Clerk—"Oh, I took care of that. I threw in an extra ten pounds and he never knew it."

### Relics of the Druids.

Discoveries of a highly interesting character have recently been made (says the *Sheffield Daily Telegraph*) by Mr. Abner Froggart, who is the owner of "Ringstones," a farm on the moors between Hayfield and Glossop. While cutting a trench for the purpose of draining his land Mr. Froggart came across a large stone chair, which is believed to have been used by the Druids, who had a temple here. A still more valuable find was made close by in the shape of a very fine stone Celtic ax, in an excellent state of preservation. Indeed, it is considered the finest specimen ever found in the Peak. Many visitors are being attracted to the spot, which is only a stone's throw from the famous "Robin Hood's Picking Rods."

### A Bald Statement.

"You said," asserted the irate customer, "that this tonic would make hair grow."

"I did," admitted the clerk.

The customer removed his hat and showed a head as smooth as a billiard ball.

"I've been using that tonic for three months," he said.

"Oh, that's all right," answered the clerk promptly. "You have no hair to grow. If you had the tonic would be all right. What more can you expect?"—*Chicago Post*.

### His One Success.

Miss Kulcher—Did you ever go in for literature, Mr. Gray? Mr. Gray—Well—er—not exactly, but once when I was at college I wrote a short story and got \$100 for it.

Miss Kulcher—Really? What was it?

Mr. Gray—"Dear Father: I'm broke. Please send me a hundred."

All barriers fall before work. Industry is invincible. There is no obstacle confronting life that hard work can not remove. This is the genius that conquers—the spirit of labor. Let a person be possessed by a passion for work, and circumstances will inevitably be too weak to keep him down. Nothing is denied to industry.

## THE NICKEL PLATE ROAD

offers excellent service, fast trains  
and reduced rates to the . . . .

### Annual Convention

OF THE

## National Hardware Association

AT CLEVELAND, IN OCTOBER.

Liberal stop over privileges at Buffalo in favor of passengers from points east. These reduced rates may be obtained at *any ticket office* at which through tickets are sold.

## IMPROVED BANNER OIL HEATERS

### Smokeless

BANNER HEATERS have an

**AUTOMATIC SAFETY STOP,**

which prevents the flame from burning too high.



### Odorless

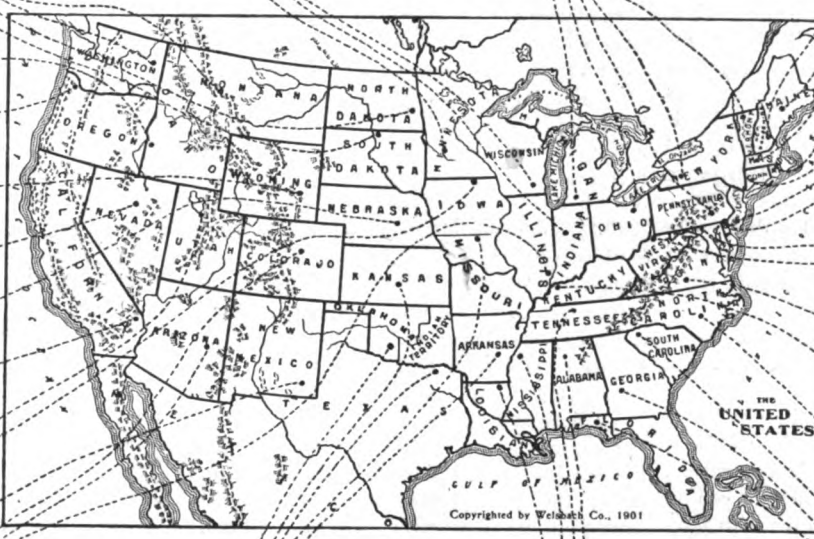
For Bed Room,  
Smoking Room,  
Bath Room,  
Library, Nursery,  
Office,  
Conservatory,  
Camp or Cottage.

THE PLUME & ATWOOD MFG. CO., New York, Chicago.

# IT SHINES IN EVERY STATE!

THE IMPROVED

# Welsbach HYDRO-CARBON Lamp



**Helena, Montana, Jan. 29, 1901.**  
Give good satisfaction.  
ADAMS HEATING-PLUMBING CO.

**Spokane, Wash., Nov. 22, 1900.**  
Found it an excellent light in every respect.  
DOERR, MITCHELL & CO.

**Buffalo, N. Dakota, Dec. 8, 1900.**  
I am much pleased with them.  
WILLIAM STORY.

**Mound City, S. Dakota, Dec. 8, 1900.**  
Like them very much.  
C. E. ECKERT.

**Caldwell, Idaho, Nov. 8, 1900.**  
I am so well pleased with them, and they give such a fine, even light, that I have traded that wish to buy them.  
J. H. CALLENDER.

**Portland, Ore., Jan. 21, 1901.**  
We believe this present year will show quite an increase in business.  
M. SELLER & CO.

**Douglas, Wyoming, May 17, 1901.**  
They have all given excellent satisfaction. Parties here have tried other kinds of lamps, but they soon played out.  
H. S. DATESMAN.

**Lowell, Nevada, June 1, 1901.**  
They work perfect, and, although 40 miles from railroad, we have as much or more light to the square inch as a first class city.  
NEVADA COPPER CO.

**Central City, Neb., Oct. 18, 1900.**  
All of your lamps in this place are doing splendid work.  
A. H. EATON.

**Needles, Cal., May 20, 1901.**  
In every case the purchasers claim they give better satisfaction than any lamp they have ever used.  
MONAGHAN & MURPHY.

**Salt Lake City, Utah, Feb. 25, 1901.**  
The lamps which we have sent out have given universal satisfaction.  
THE SALT LAKE HARDWARE CO.

**Osage, Ia., Feb. 13, 1901.**  
During the last three months I have sold forty-three of your lamps. They really sell themselves.  
W. A. SWAIN.

**Elgin, New Mexico, Jan. 10, 1901.**  
I have never used a lamp that gives such perfect satisfaction.  
J. F. MEERS.

**Denver, Col., Feb. 8, 1901.**  
The majority of our sales now are to parties who are throwing out the inferior lamps.  
FORD GAS REGULATOR CO.

**Show Low, Arizona, Nov. 15, 1900.**  
The lamp is giving good satisfaction, and I am exhibiting it to the public here.  
H. HUNING.

**Albion, Ill., Jan. 16, 1901.**  
I have the best light in town. Every one who comes in my store praises them.  
FRANK DALBY.

**Wetworth, Wis., July 23, 1900.**  
I am using your lamps and want the agency.  
P. J. PERRING.

**Flora, Ind., Dec. 12, 1900.**  
We find them equal to the gasolene plant that cost five times more.  
HANNA, BYERLY & CO.

**Harrison, Minn., Jan. 14, 1901.**  
Every one who sees the lamp thinks it is the proper thing, and don't want anything else.  
CHARLES MASTERS.

**York, Pa., Feb. 26, 1901.**  
All you claim for them. They certainly are a great saving institution and ready sellers.  
JOSEPH HOCHBERGER.

**Sarasburg, O., Feb. 28, 1901.**  
We consider your lamp the best on the market, and we have tried a good many of them.  
THE GARVER BROS. CO.

**Three Rivers, Mich., Feb. 26, 1901.**  
The more I use the lamps the better I like them. Wouldn't take double the price paid and go without.  
C. A. WOOD.

**Rushford, N. Y., Dec. 18, 1900.**  
They give the best light with the least trouble of any now on the market.  
G. H. DAMON.

**Jericho Center, Vt., Jan. 18, 1901.**  
We like the lamps first rate.  
JORDAN BROTHERS.

**Rochester, N. H., March 26, 1901.**  
It attracts the attention of everyone, and we can sell a large number of them.  
EMERSON & CO.

**Showegan, Me., Feb. 18, 1901.**  
Have the best lighted store in town.  
FRED. H. WING.

**Chicopee, Mass., March 26, 1901.**  
The lamp sent us has been well tested by us and has been found quite satisfactory.  
JOHN D. WHITE, City Treasurer.

**Arctic Center, R. I., Nov. 21, 1900.**  
We have just received some of your lamps, which we know we can sell a big number of.  
PUGH BROTHERS.

**Greenwich, Conn., Nov. 1, 1900.**  
We are pleased to state that our business is improving very rapidly.  
GREENWICH SAFETY LIGHTING CO.

**Port Norris, N. J., Feb. 15, 1901.**  
All the lamps here have given splendid satisfaction.  
BERT. BLANCHARD.

**Delaware City, Del., Jan. 28, 1901.**  
Would like to have the agency for your lamps.  
E. M. HUGHES.

**Brunswick, Md., Feb. 4, 1901.**  
They are all O. K.  
THE LOUDOUN DRUG CO.

**New Cumberland, W. Va., Oct. 19, 1900.**  
A beautiful, clear and steady light. I am certainly pleased.  
GEORGE LOCKYER, Mgr.

**South Boston, Va., Dec. 7, 1900.**  
They give the best light of any light we have ever tried.  
FAULKNER & LAWSON DRUG CO.

**Henderson, Ky., Nov. 9, 1900.**  
They are great things from an economical standpoint.  
NORCUTT & MALLORY.

**Snow Hill, N. C., Jan. 17, 1901.**  
The lamps are just fine.  
G. A. JONES.

**Greenville, S. C., March 5, 1901.**  
They have given splendid service and parties are well pleased with them.  
W. T. ASBURY.

**Fort Valley, Ga., Dec. 13, 1900.**  
Very satisfactory. We would like you to send us at once by freight two more of these same lamps.  
FORT VALLEY HARDWARE CO.

**St. Andrews Bay, Fla., Feb. 15, 1901.**  
Am in a position to give them unqualified endorsement.  
L. M. WARE.

**Fort Sill, Oklahoma, Oct. 17, 1900.**  
I am well pleased with the light.  
SAMUEL STRAUSS.

**Hutchinson, Kan., March 11, 1901.**  
The Welsbach Lamp is a lamp that is O. K. and does not get out of repair.  
RUDESILL & POLLOCK.

**Davenport, Tex., Oct. 28, 1900.**  
Your lamps have given me more satisfaction than any other lamp I ever had.  
R. J. MOTSCH & CO.

**Holly Grove, Ark., Oct. 31, 1900.**  
We are pleased with your lamp, and will put in several more of them.  
ATKINS & RENFRO.

**Unionville, Mo., Feb. 21, 1901.**  
I think they are the finest thing I ever saw.  
C. A. HAYS.

**Collinston, La., Dec. 12, 1900.**  
We have been using your lamps and are well pleased with them.  
VALLEY MERC. CO., Ltd.

**Jasper, Ala., Oct. 20, 1900.**  
Am doing a nice big trade on your lamps, which are the only successful ones I ever handled.  
W. H. STRIBLING.

**Ridgetop, Tenn., Dec. 11, 1900.**  
The lamps are grand. They are eminently satisfactory, as they are steady and bright.  
RIDGETOP SUPPLY CO.

**Dublin, Miss., Nov. 12, 1900.**  
The lamp is all I could expect.  
T. W. RENFRO.

## "Cheaper than a Candle"

Gives a light equal to

## 100 candles for 5 hours for one cent

EVERY LAMP FULLY GUARANTEED

WRITE FOR ILLUSTRATED CATALOGUE AND TRADE DISCOUNTS

# Welsbach Company

Home Office and Factory  
GLOUCESTER, N. J.

Branch Offices

Chicago Office  
68-70 WABASH AVE.

BALTIMORE  
BOSTON  
BUFFALO

CINCINNATI  
CLEVELAND  
COLUMBUS

DETROIT  
NEW YORK  
PHILADELPHIA

PITTSBURGH  
ROCHESTER  
ST. PAUL

SAN FRANCISCO  
WASHINGTON

## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### Incorporations, New Stores, etc.

Anadarko, Kan.—Frank J. Callahan.

Aplington, Ia.—J. P. Arends.

Augusta, Ga.—Builders' Supply Co. has been incorporated, with a capital stock of \$5,000 and the privilege of increasing it to \$20,000 at any time. Messrs. W. M. Nixon, T. C. Bligh, C. E. Clarke and H. P. Shewmake are the incorporators, and the company is authorized to do a wholesale or retail business in builders' supplies, Hardware, etc.

Bentonville, Ark.—The J. G. McAndrew Hardware Co. has been formed into a stock company with the following gentlemen as stockholders: J. G. McAndrew, F. G. Lindsey, Don Hagler and Marion Douglas, and will be known as the McAndrew Hardware Co.

Black Hawk, Colo.—Clark Hardware Co. has been incorporated with a capital of \$25,000; Eugene E. Clark, Charles T. Hale, Stephen T. Hale, incorporators.

Farming, Minn.—Willenbring & Bock have opened a Hardware store and the stock has already been received.

Fayetteville, N. C.—The Huske Hardware Co., with Messrs. R. R. Huske, Roy M. McDuffie and Leighton Huske as incorporators, has been chartered. The maximum capital is \$50,000 and the company begins with \$10,000. The company will conduct a general merchandise and Hardware business, manufacturing and repairing goods in its line, and in general carrying on a mercantile business in its largest sense.

Hyde Park, Mass.—J. E. Farrell, Kennedy Block.

Presque Isle, Me.—The Washburn Hardware Co. has been organized for the purpose of buying and selling all kinds of merchandise, with \$5,000 capital stock. The officers are: President, James L. Wellington, of Presque Isle, Me.; treasurer, Harry E. Wellington, of Presque Isle, Me.

St. John, Kan.—The Gray Hardware and Implement Co. has been incorporated. Capital, \$1,000.

Springfield, O.—Hugel & Heiserman, 19 East Main Street.

### Changes and Improvements.

Bloomington, Ill.—J. V. Milner Hardware Co.; capital stock increased from \$10,000 to \$15,000.

Boothbay Harbor, Me.—Newbert Pierce has leased the basement of Lewis & Duntton's rear store and fitted it up for his builders' Hardware, doors, sash and blind business and has moved into the same.

Bowling Green, Ky.—There has been a change made in the Hardware firm of Miller & Claypool. Mr. Miller has sold out his interest in the business to his partner, W. S. Claypool, who will continue the business at the present stand.

Boydton, Va.—Mrs. Belle Park, widow of C. D. Park, has sold an interest in the Hardware business, owned and managed by her late husband, to her sister, Miss Humrickhouse. The business will be known as the Park Hardware Co., and will be managed by J. J. Humrickhouse.

Burnt Hills, N. Y.—F. J. Hall & Co. have purchased the Hardware, stock, fixtures, etc., of F. C. Hall.

Cincinnati, O.—The Pickering Hardware Co., of Fifth and Main Streets, have purchased the four-story brick building adjoining on the south, and have established the sporting goods department there.

Danbury, Ia.—W. C. Cameron, the Hardware and implement dealer, has had a large force of men and teams at work excavating the cellar for his new store building, which he is about to erect. The building is to be 25 by 100 feet and two stories high. The first seventy feet is to be of brick and the other thirty of corrugated iron. The store will be equipped with all the modern conveniences.

Des Moines, Ia.—Manager E. A. Faeth, of the Des Moines Iron Co., has purchased the heavy Hardware stock of the Seeberger Hardware Co. and will remove it to the house, 117 Court Avenue. The wagon stock department was also purchased from the same firm and will be used by Mr. Faeth who is expanding his business. Recently the Des Moines Iron Co. secured control of large warerooms at 219 Second Street, and it is the intention to fill these rooms with the stock purchased from the Seeberger stock and from other sources. The present location of the iron company at 117 Court Avenue, may be enlarged to care for the increasing stock.

Franklin, N. H.—C. H. Smith has sold his interest in Sawyer Block Hardware store to his partner, J. Edward Beck, who will conduct the business.

Gorham, N. Y.—M. D. Crosier, formerly of this place, has purchased his partner's interest in the Hardware business of Dixon & Crosier at Phelps and continues to conduct the same.

Greene, N. Y.—The Hardware firm heretofore known as N. D. Martin, has been purchased by L. G. and F. S. Martin and will henceforth be known as Martin Bros.

Holcomb, Ill.—D. H. Lamont is building an addition to the Dentler store building and will move his stock of Hardware as soon as it is completed.

Houston, Tex.—The J. S. Dunlay Hardware Co., 410 and 412 Travis Street, J. S. Dunlay, proprietor, has sold out its entire business to Bernard Repsdorph, proprietor of the Repsdorph Tent and Awning Co., of this city, Mr. Repsdorph taking immediate possession.

Little Rock, Ark.—Pfeifer & Simpson, Hardware merchants, dissolve partnership, Phil Pfeifer selling his interest to E. C. Newton.

Lanark, Ill.—W. A. McKibben, of Freeport, has purchased the Lanark Hardware store.

Malone, N. Y.—George S. Howard has disposed of his interest in the Hardware business of Howard & Short to Charles W. Wilding and his partner, Wallace C. Short, and the new firm has organized under the firm name of Short & Wilding.

McMinnville, Tenn.—The firm of Morford & Rogers, Hardware dealers at this place, has been dissolved by mutual consent, James H. Morford retiring and Charles W. Rogers succeeding to the business.

Maryville, Mo.—The Hardware firm of J. E. & W. H. Hudson has sold out to George Shoptaugh and John Thornhill.

Morrisville, Vt.—D. L. Sanders has purchased the C. A. Gile interest in the Hardware firm of Gile & Churchill.

Monroe, N. Y.—The Smith Brothers, of Middletown, have taken possession of the Hardware store recently purchased of John D. Bouton.

New Britain, Conn.—The Landers, Frary & Clark Co. will erect a new factory building for the purpose of increasing their facilities in the wood handle department. The new building will be 30 x 35 feet and will be 15 feet high. The building will be of brick.

Sanbornton, N. H.—C. P. Brown has bought out J. T. Bugbee, the grocer and Hardware dealer in Lakeport.

Seguin, Tex.—George Suchart has purchased an interest in the Seguin Hardware Co., and has taken the position of manager in that company.

Sheboygan, Wis.—W. H. Sprangers, a Hardware dealer on South Twelfth Street, has disposed of his real estate and stock of goods to E. H. Williams, of Ripon, for \$20,500.

Superior, Wis.—G. A. Stensrud has purchased the interest of his brother, C. O. Stensrud, in the Hardware business at 305 West 5th Street, which has been known as the Stensrud Hardware Co., and will hereafter conduct the business in his own name.

### Embarrassments.

Frankfort, Ind.—Elmer E. Lewis, a Hardware and implement merchant, has filed a petition in bankruptcy. Liabilities, \$5,989.96; assets, \$3,654.97.

Lime Springs, Ia.—J. F. Lindeman & Co., implement dealers of this place, have failed and their liabilities will exceed \$40,000 with assets not over \$6,000 at the outside.

Mechanicsburg, O.—Creditors of Elizabeth Stuart and F. Pearl Legge, doing business as Stuart & Legge, Hardware and implement dealers in this city, have filed a plea to force them into involuntary bankruptcy in the United States Court. The firm became insolvent June last and a receiver was appointed. The plea asks that they be adjudged bankrupts and that a receiver be appointed to take charge of the property.





# WHEN YOU SEE VARNISHES

BEARING THIS LABEL

**You may be sure**

**they are the best made.**

**CARRIAGE VARNISHES,  
RAILWAY VARNISHES,  
PIANO VARNISHES,  
WOOD FINISHES**

VARNISHES AND JAPANS OF ALL GRADES, AND FOR EVERY USE KNOWN.

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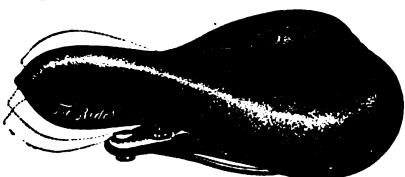
NEW YORK, 252 PEARL ST., BOSTON, 520 ATLANTIC AVE., BALTIMORE, 22 E. LOMBARD ST.,  
PHILADELPHIA, 26 & 28 N. FOURTH ST., CHICAGO, 15 & 17 LAKE ST., CINCINNATI, 304 MAIN ST.,  
ST. LOUIS, 112 FOURTH ST., SAN FRANCISCO, 12 FRONT ST.

**FACTORY & MAIN OFFICE, DETROIT.**

**IF YOU HANDLE VARNISH IT WILL PAY YOU TO DROP US A LINE.**

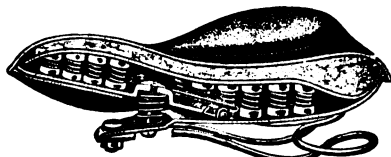


## "THE RIDER"



The Only Bicycle Seat made that is Absolutely Comfortable and Durable.

In the "Rider" Saddle we have all the objectionable features eliminated. Its unique features are its *upholstered seat* and *adjustable nose*.



"Its Nose is Adjustable, Soft and Flexible," Hence impossible to hurt or injure.

THE PRICE WILL SURPRISE YOU.

Ask about it.

—MADE BY—

**RIDER SADDLE CO.**

194 Grand River Ave.,  
Detroit, Mich., U. S. A.

Don't  
**MUTILATE**  
your papers  
with pins  
or fasten-  
ers but use  
the . . .



**"GEM"  
PAPER CLIP.**

Only satisfactory device for the temporary attachment of all kinds of papers. Quickly applied and removed. Adopted by leading corporations as being without an equal. Samples free.

Price, 15 cents per box of 100.

CUSHMAN & DENISON. Mfrs. 240-2 W. 234 St., N.Y.

## THE NULITE

750 Candle Power

### ARC ILLUMINATORS

Produce the Finest Artificial Light in the World.

Superior to Electricity or Gas. Cheaper than Kerosene Oil.

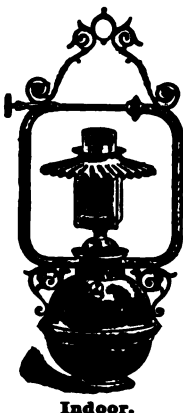
NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.

They are Portable. Place them anywhere.

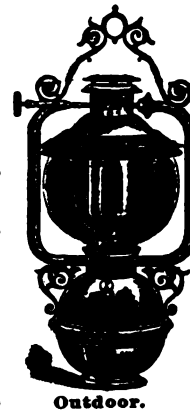
Table Lamps, Pendants, Wall Lamps, Chandeliers, Street Lamps, etc.

They sell at eight. Big discounts to Hardware men. Write for Catalog and Prices.

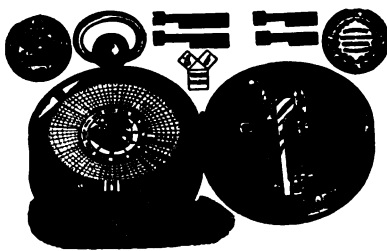
**CHICAGO SOLAR LIGHT CO.** 81 Fifth Ave., CHICAGO.



Indoor.



Outdoor.



**STANDARD OF THE WORLD.**—Awarded 13 Medals for PORTABILITY, SECURITY and GENERAL ADAPTATION for purposes intended.

Endorsed by fire underwriters everywhere. Reduces rate of insurance.

Used exclusively U. S. Life Saving Service, Railroads, Mines, Hospitals, Institutions, Banks, Breweries, Express Companies, Refineries, Hotels, Residences, Factories, Stores, etc. Compels the watchman to make systematic visits to every part of your property, and records his exact whereabouts during the entire night.

Write for Catalogue and Special Prices to Dept. C.

**E. IMHAUSER & CO.,** 206 Broadway, New York.

## "WILLOUGHBY" COKE AND COTTON SEED FORKS.

Are made exclusively from highest grade crucible steel manufactured expressly for our requirements.



Using only *High Grades* of Steel manipulated by the most approved methods and machinery, and by skillful workmen, we stand pledged to a high standard of excellence in all our various products.

Ask for catalogue and prices—they are interesting.

**THE WILLOUGHBY FORK & MFG. CO.**

**Willoughby, Ohio.**

## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Incorporations, Etc.

Decatur, Ill.—Decatur Refrigerator and Mfg. Co. has been incorporated. Capital, \$30,000. Incorporators, Robert Farles, P. R. Osborne and John Schweibold.

Dover, Del.—Articles of incorporation have been filed at Dover, Del., for the National Steel Refining Co., of Philadelphia, capital, \$1,500,000. The company is organized for the purpose of manufacturing a high grade of tool steel for punches, drills, milling cutters, reamers, taps, lathe tools, chisels, etc. Works have been secured at Carnegie, near Pittsburgh.

Doylestown, O.—The Seiberling & Miller Co., capital stock, \$100,000, has been incorporated by J. H. Seiberling, S. H. Miller, W. A. Huffman, A. E. Stepfield and L. K. Franks. They will make agricultural implements.

Gasport, N. Y.—A concern known as the Friend Mfg. Co. has just been incorporated. Its capital is given as \$150,000, and it is proposed to engage in the manufacture of pumps. The directors of the new company are George V. Hull, W. N. Hull and A. B. Hull, of Gasport.

Syracuse, N. Y.—The Brennan Mfg. Co., of this city, is planning to build a factory for the manufacture of gasoline motors in Fulton. Larger quarters than the present ones are needed. The company is incorporated with a capital of \$10,000 and employs from ten to twenty-five skilled hands, according to the season.

Winooski, Vt.—The new Porter screen shops, replacing those burned a short time ago, are fast nearing completion.

Kalamazoo, Mich.—The Bremer Machine and Tool Co. is the name of a new incorporation in this city. The concern was formerly the Godfrey J. Bremer Machine Co. Detroit capital is largely interested, and the plant will either be enlarged here or removed to Detroit, where the main offices will be in any event. The officers of the new company are: President, C. J. O'Hara, Detroit; vice-president, Frederick K. Wormer, Detroit; treasurer, C. C. Wormer, Detroit; secretary, F. G. Bremer; superintendent, G. J. Bremer. The company will manufacture a standard line of punches, presses and shears, milling machines, horizontal forging presses, hand and power presses, foot and power hammers, brass goods and the Bremer check valve. Inside of six months they expect to be employing at least 40 hands.

New York, N. Y.—New York Agricultural Co. has been incorporated to manufacture agricultural implements; capital, \$24,000. Directors, S. A. Trench, Yonkers;

C. S. Trench, Orange, N. J.; D. G. Trench, Chicago.

Toledo, O.—Allen Mfg. Co. has been incorporated to manufacture tools and specialties. Capital stock, \$10,000.

### Changes and Improvements.

Albany, N. Y.—Thomas D. Adams, as attorney for the New York Knife and Razor Co., has filed a certificate granted by Justice Warren Hooker, of the Supreme Court, permitting the company to change its name to the New York Knife Co.

Buffalo, N. Y.—The Ontario Knife Co. have begun the erection of a large building and engine house on the former site of the casket factory burned last Spring. The new factory expects to employ a large number of hands and greatly increase its business.

Cleveland, O.—Not long ago the Grant Ball & Machine Tool Co. removed from Cleveland to Franklin, Pa., where it has established itself on a still larger basis. Its large building on Clarkwood Avenue did not long remain empty. The Cleveland Cap Screw Co., recently organized with a capital stock of \$250,000, has purchased the old plant and is giving it a complete overhauling preparatory to moving in. This new company, which intends to manufacture a special line of cap screws, is backed by well known Cleveland business men, who have ample experience in this line of work. The president, D. J. Kurtz, was for a quarter of a century connected with the William Bingham Co. Samuel M. Mathews, the secretary, was also with the Bingham company for a dozen years.

Cleveland, O.—The National Screw & Tack Co. is erecting a large brick addition to its Stanton Street plant. The addition is four stories high and 150 by 80 feet in size. An electric power plant will be installed in one end of the building.

Chicago, Ill.—The McCormick Harvester Machine Co. have taken out a permit to erect a five-story brick factory building at Leavitt Street and the river. It will be 120x60 feet and will cost \$36,000.

Indianapolis, Ind.—The new building of the McCormick Harvesting Machine Co., being constructed at Capitol Avenue and Mobile Street, will be one of the handsomest and most complete business structures in Indianapolis. It will have a frontage of seventy feet on Capitol Avenue, one hundred and twenty feet on Mobile Street, and be four stories high. The first story will be of cut stone and the balance of gold mottled Roman pressed brick. The offices, which will occupy nearly the whole of the first floor, will be finished in quarter-sawn oak, with plate and chipped glass. There will be large safety vaults in the basement and on the office floor. The second floor of the building will be devoted to the repair and extra department and the remaining floors to stock storage. The building will

be lighted by electricity, heated by steam and supplied with perfect plumbing, hot and cold water throughout. The company now occupy their new quarters.

Mansfield, O.—The Ditch Adjustable Sieve Works on North Diamond Street, damaged recently by fire, has resumed operations, the damage done by the fire having been adjusted and the necessary repairs made.

Westfield, Mass.—Westfield is to have another new industry in the Planet Mfg. Co., of Springfield, which is to move into new quarters on North Elm Street at once.

West Superior, Wis.—The Duplex Mfg. Co., manufacturers of wind mills, will double their capacity and the size of the plant in this city. The company is figuring on doubling the number of men that are at present given employment in the plant, and in order to handle the increased business the South Superior Stove Works has been purchased by the company.

Worcester, Mass.—The Parker Wire Goods Co. has hired about 5,000 feet of room in the building at the corner of Plymouth and Assonet Streets and will start work with about 20 hands. Arthur H. Parker is the manager.

### Recent Fires.

Brooklyn, N. Y.—The five-story brick factory building, 123 to 129 Middleton Street, Williamsburg, has been partially destroyed by fire and the contents seriously damaged. In the first and second floors, occupied by the Robert Braun Mfg. Co., makers of dies and tools, the loss amounts to about \$4,000.

Dayton, O.—The mounting department of the Gem City Stove Works, situated along the Panhandle Railroad tracks in East Dayton, together with another part of the building, both covering a large tract of ground, caught fire recently and burned to the ground. The loss is estimated at \$50,000, partially covered by insurance.

Frankfort, Ind.—Fire broke out recently in the big handle factory of Wines & Kramer. A high wind blowing at the time fanned the fire into a great conflagration, and in less than five minutes after it was discovered, the loss to stock and machinery was complete. The total loss is estimated at \$12,000.

## PATENTS

procured promptly and with care in all countries. Also trade marks and copyrights.

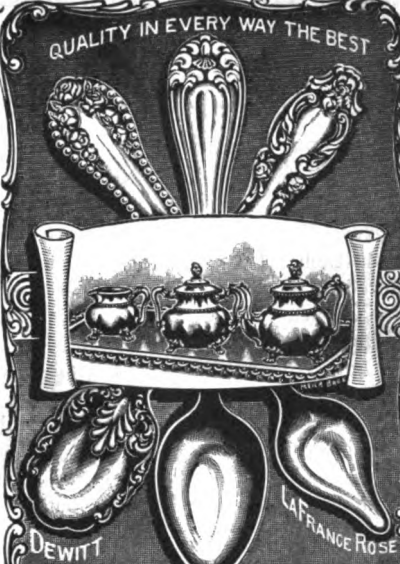
**DAVIS & DAVIS**

ATTORNEYS-AT-LAW.

WASHINGTON, D. C.

St. Paul Building, NEW YORK.

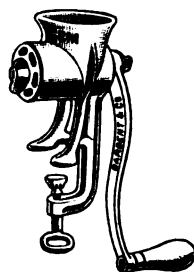
QUALITY IN EVERY WAY THE BEST



DEWITT SOLVAY LAFRANCE ROSE

**M.S. BENEDICT MFG CO.**  
 FACTORY EAST SYRACUSE, N.Y.  
 109 WABASH AVE. CHICAGO ILL. 409 BROADWAY N.Y.  
**SILVER PLATED WARE.**

# Mince=pie time coming



**Are you ready?**

You should put in a full stock of Sargent's Gem Food Choppers because the housekeepers will want them as soon as there is a demand for mince pies. Every season has its calls for the Gem, but within the next few months they will sell fast.

**We will help you sell the Gem.**

By furnishing booklets and other printed matter for you to distribute among the housekeepers of your neighborhood so that they will know you sell the Gem. By supplying you with carefully prepared advertisements, electrotyped, with your name and address, and ready for use in your local papers. These advertisements will constantly remind the women who have received the booklets that they need the Gem.

By including with the choppers attractive show cards to hang about the store—a further reminder that will be seen by all who visit your store.

**SARGENT & COMPANY, Manufacturers,**

New Haven, Conn. New York. Philadelphia. Boston.

## TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . .



Send \$1 for Sample.

Liberal Discount to the trade. Ask your dealer for it.

**The Tabor Revolution Counter,**  
 Elizabeth, N. J.

## SOMETHING NEW "STANDARD" BALL-BEARING PHILADELPHIA CASTERS.

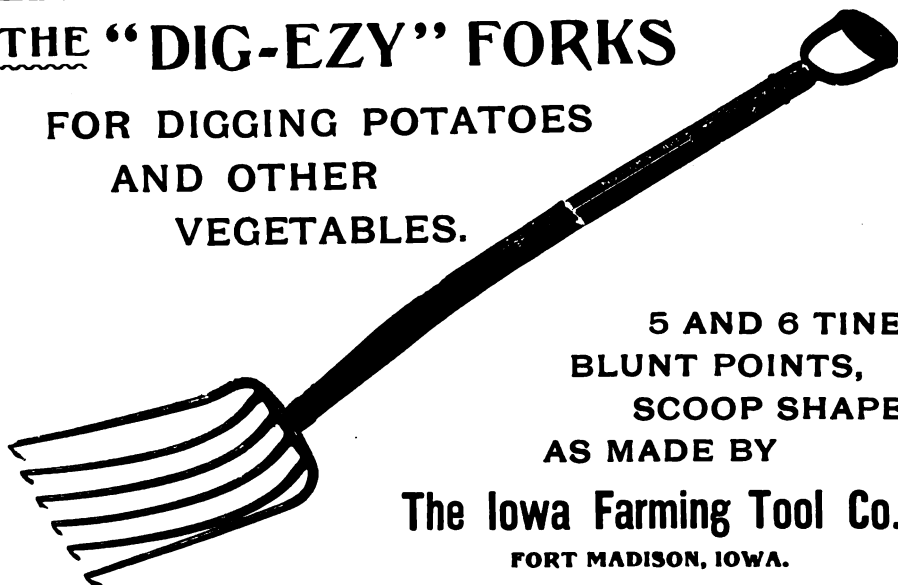
Samples and Catalogue free.

**Standard Caster & Wheel Co.,**  
 312-326 East 23d St., New York.



## THE "DIG-EZY" FORKS

FOR DIGGING POTATOES AND OTHER VEGETABLES.



5 AND 6 TINE, BLUNT POINTS, SCOOP SHAPE, AS MADE BY

**The Iowa Farming Tool Co.,**  
 FORT MADISON, IOWA.

## CASH Register Paper

Of all kinds. Quality Best, Prices Guaranteed

Send for Price List.

If in need of a Cash Register, address

**STANDARD CASH REGISTER CO., WABASH IND.**

There is no kind of advertising so cheap as newspaper advertising and there is no kind that produces such immediate and satisfactory returns. The posting of bills, the use of street car signs and the mailing of circulars costs infinitely more per thousand for the same amount of advertising and it is seldom so effective.

**F. E. MYERS & BRO., Ashland, O.**

## STORE LADDERS

NOISELESS. CUSHION TIRE.

Best and Most Complete in the Market. Write for Descriptive Circular and Prices.

MFRS. Pumps, Hay Tools, Barn Door Hangers, &c. Largest and Best Line in the World





## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Alexandria, La.—Rollins & Canoe.

Cleveland, O.—The Athleta Cycle Co. has been incorporated with a capital stock of \$125,000.

Coffeyville, Kan.—J. C. Pinger, re-opening.

Elmira, N. Y.—John N. Willys, Wesley O. Crew, George T. Wolcott, Ralph D. Webster and Charles S. Lattin are the directors of a new Elmira corporation to be known as the Elmira Arms Co. The incorporation papers read that the concern is capitalized at \$20,000 and is for a term of twenty-five years.

Greenville, Ala.—F. M. West, repairing.

Indianapolis, Ind.—The American Bicycle Co., conforming with the foreign corporation law, have filed articles of incorporation. Capital stock, \$80,000,000, of which \$500,000 is invested in this State and city, with Charles J. Pepper as agent.

Jersey City, N. J.—The Barwest Coaster Brake Co. has been incorporated, with principal office, Montgomery and Washington Streets, Jersey City. Objects, manufacture automatic coaster brakes, etc.; capital, \$100,000. Incorporators, Franklin F. Weston, Perley M. Berry, Francis G. Coates, F. P. McManus and J. M. Enright.

Lyme, Conn.—H. P. Hilliar, Cone Block.

Miami, Fla.—Clark & Carroll.

Newark, N. J.—The American Rubber Co., with an authorized capital of \$1,000,000, have filed articles of incorporation here. The object of the company is to purchase and own patents for improvements in rubber tires, rims, wheels and hubs for vehicles, and to manufacture them. The incorporators are G. H. Huntington, L. S. McGiehan and John W. Cox.

New York, N. Y.—Consumers' New York Rubber Tire Co. has been incorporated; capital, \$60,000. Directors, William H. Seach, John W. Horner, Alfred D. Moulton, Hooper C. Barrett and Andrew C. Farnsworth.

Paw Paw, Mich.—Alvin Norwood.

Portsmouth, N. H.—W. F. and C. E. Woods.

San Jacinto, Cal.—Pierre Baker, re-opening.

Swanton, Vt.—What may become an important industry here is the manufacture of bicycles. Mayher & Wild, bicycle dealers, have begun manufacturing on a small scale and have gotten out a very good wheel which they call the "Peerless."

Wilmington, Del.—Washington (D. C.) Auto-Vehicle Co. has been incorporated to manufacture automobiles, motorcycles and parts. Officers: J. Sprigg Poole, president; T. Janney Brown, secretary-treasurer. Cap-

J. B. Chamberlain, vice-president; T. Janney Brown, secretary-treasurer. Capital stock, \$1,000,000.

### Changes and Improvements.

Bayonne, N. J.—David Horsey, formerly of 560 Boulevard, has removed to Avenue C, between East Twenty-second and Twenty-third Streets.

Black River Falls, Wis.—W. F. Crombie succeeds Benson & Gunderson.

Buffalo, N. Y.—Annie Krumholz succeeds Finn & Chretien, 625 Main Street.

Cleveland, O.—W. E. Jones has discontinued.

Dunkirk, N. Y.—Lake City Cycle Works have removed to 414 Central Avenue.

Elmwood, Conn.—Walter Ziegler has disposed of his interest in the bicycle business in which he has been engaged recently, to his partner.

Fair Haven, Conn.—The Norton Hardware Co. has sold out its joint bicycle emporium to Walter I. Smith, who will have the distinction of being the sole man to whom Fair Haven people will have to go in the future for wheels.

Glens Falls, N. Y.—Miller Bros. succeed Empire Cycle and Auto Co.

Greenville, Pa.—Bert Wheeler has sold out to Ernest Taylor and Clifford Jinks.

Hartford, Conn.—The American Bicycle Co. has announced that its Monarch sales department has been combined with the Columbia sales department of this city and that hereafter the Monarch business, which includes the sales of the Monarch and Barnes bicycles, will be from the Hartford office. The transfer of so large a section of the company's business to this city will add much to the work of the Columbia sales department.

Keene, N. H.—Wilkins Toy Co. succeeds A. J. Sweeney.

Lawrence, Kan.—A. Boncourt succeeds Simpson & Boncourt, D. B. Simpson retiring.

Leavenworth, Kan.—T. T. Reyburn has added a line of sporting goods to his extensive Hardware business.

Lynn, Mass.—Walter Porter has removed to 29 Munroe Street.

Pulaski, Va.—J. W. Nowlin has removed to Washington Avenue.

Malden, Mass.—William Stevens has purchased business of C. W. Coomes, Commercial Street.

Massena, N. Y.—Ira J. Raymond is succeeded by Ira J. Raymond & Co., E. H. Hitchcock having purchased a half interest.

Mattapan, Mass.—Walter Thompson has sold out to Barden Cycle Co.

Natick, Mass.—The business of W. D. Parlin has been converted into a stock company, with a capital stock of \$40,000, and will hereafter be known as the W. D. Parlin Hardware Co.; W. D. Parlin is president and Lloyd Brown treasurer.

New Haven, Conn.—The Veru Bicycle and Rubber Co., of New Haven, has reduced its stock from \$15,000 to \$8,000.

Newport, Vt.—Martin White succeeds Will Hight.

Osakis, Minn.—Fred Klatt succeeds Claude Curtis.

Pasadena, Cal.—E. R. Braley, building addition to store.

Peoria, Ill.—Dillo Schupp has removed from 428 Fulton Street to 506 South Adams Street.

Pittsburg, Kan.—The Pennsylvania & Kansas Powder Co. has purchased a tract of land at Kirkwood, three miles south of this city, on which it will immediately commence the erection of an extensive powder manufacturing plant. It will consist of three large stone buildings and will be equipped with the best and most modern machinery. The works will employ about 300 men.

Toledo, O.—A. E. Schaff, of New York, general manager of the automobile department of the American Bicycle Co., was in this city recently and completed arrangements for the removal of the general headquarters of the automobile department to this city. The change will be made in a short time, and thirty clerks will accompany Mr. Schaff. The present force here of 700 men, turning out thirty automobiles a week, will be increased to turn out twelve a day.

West Chicago, Ill.—Clarence Ferry succeeds O. S. Decker.

Westfield, N. J.—C. G. Embleton has purchased business of J. Scriven.

Windsor Locks, Conn.—W. J. Miller succeeds F. L. Harvery.

Winona, Minn.—The Wood Rim Co. has removed to La Crosse, Wis., where better shipping facilities are had.

### Embarrassments.

Pittsburgh, Pa.—In the United States district court petitions in bankruptcy have been filed by Frank T. Hoover, an East End automobile and bicycle dealer, giving liabilities as \$5,620.49 and assets of \$1,000.

### Recent Fires.

Ansonia, Conn.—Lombardi's bicycle store, loss, \$3,000; insured for \$2,000.

Danville, Ind.—Newsome Bros., loss slight.

New Britain, Conn.—The repair bicycle shop of Owen Barnard, at the corner of East Main Street and Hartford Avenue, was completely gutted by fire recently. The damages will amount to about \$200.

Superior, Wis.—A. Hunter, 294 Fifth Street, total loss; insured for \$500.

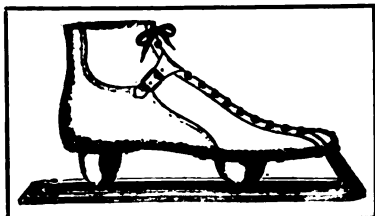
### Miscellaneous.

Hagerstown, Md.—The Crawford Mfg. Co., a branch of the American Bicycle Co., have elected Edward M. Mealey, president; Harry S. Wise, secretary; L. B. Whympier, C. W. Dickerson, E. E. Hinsman, Robert S. Crawford and George Pope, directors.

## FISHER TUBE SKATE

*The Latest and Best for  
Racing and Hockey. . .*

As great an improvement in skates as the  
pneumatic tire in bicycles.



HOCKEY MODEL.

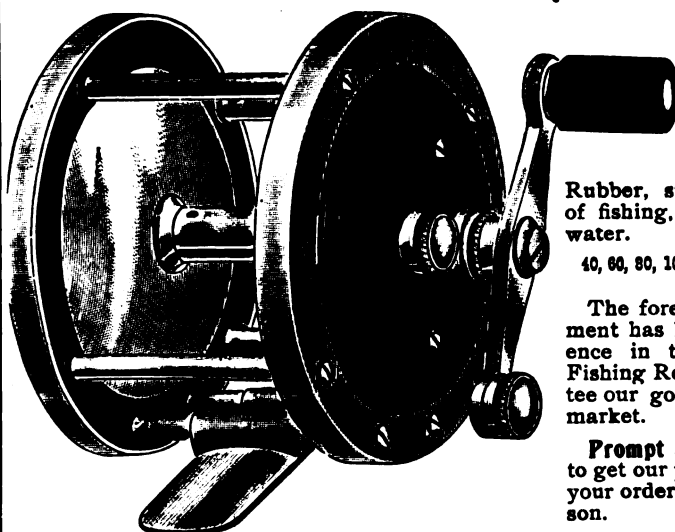
**VERY LIGHT, STRONG & FAST.**

Patented in U. S. and Canada.

MADE BY

**THE CROSBY CO.,**  
BUFFALO, N. Y.

## FISHING REELS.



We are now manu-  
facturing a com-  
pleteline including  
all the popular  
styles and sizes:  
Brass, Nickel, Ger-  
man Silver and  
Rubber, suitable for all kinds  
of fishing, either salt or fresh  
water.

40, 60, 80, 100, 150, 200, 250, 300, 350  
Yards.

The foreman of this depart-  
ment has had 25 years experi-  
ence in the manufacture of  
Fishing Reels, and we guaran-  
tee our goods the finest in the  
market.

**Prompt Shipments.** Be sure  
to get our prices before placing  
your orders for the coming sea-  
son.

**THE ENTERPRISE MANUFACTURING CO.,**  
Largest Manufacturers of Fishing Tackle in the United States,  
AKRON, OHIO.

## D. DORENDORF

Successor to C. H. LILLY.

Manufacturer of Copper Weather Vanes, Ladders,  
Scaffolding and Clothes Poles, Flags and  
Flag Poles Erected, Gilding in all  
its Branches, Lightning Rods,  
General Rigger.

44 CENTRE STREET, - NEW YORK

## GREAT UTILITY--LITTLE COST

DESCRIBES

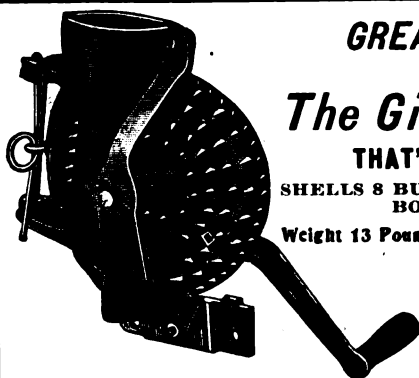
### The Giant Hand Corn Sheller

THAT'S WHY IT'S SO EASY TO SELL IT.

SHELLS 8 BUSHELS PER HOUR, PUTTING THE CORN IN  
BOX OR BAG WITH COBS OUTSIDE.

Weight 13 Pounds.

Liberal Discount to Dealers.



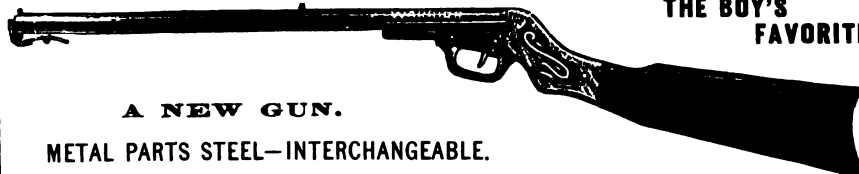
**J. W. DUNHAM & SON,**  
BEREA, O.

## "Bright & Newsy."

Biddle Hardware Co., Philadelphia,  
Pa. [*General Hardware and Bicy-  
cles*]: In season and out, we have  
claimed that the Hardware trade was  
the proper medium for the disposal  
of bicycles and bicycle sundries  
throughout the country, and our opin-  
ion on this point is so well known,  
that it does not seem as if we could  
strengthen it materially by saying it  
again. Of course large cities may be  
able to support a few exclusive bicy-  
cle men, but in the majority of towns  
and cities throughout the country  
the man must have other business  
in order to make it pay. We ap-  
preciate the fact that from the first  
HARDWARE has held the same views,  
and we think they have been fully  
justified by the trend of events.  
HARDWARE is always welcome in our  
office, and its bright and newsy col-  
umns are often a relief amid the cares  
of business.

## The Repeating **WARRIOR** **AIR** **RIFLE.**

THE BOY'S  
FAVORITE.



A NEW GUN.

METAL PARTS STEEL—INTERCHANGEABLE.

WALNUT STOCK, FINELY FINISHED. IT'S A PERFECT GUN AND AN EASY SELLER.

MADE BY

**J. A. DUBUAR MFG. CO.,** Northville, Mich.

## Columbian 1000-Shot Air Rifle.

Patented  
Oct.  
24, 1893.

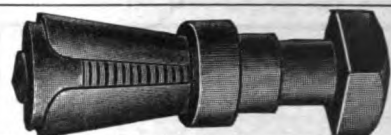
CHAMPION  
MODEL.

This Air Rifle possesses advantages over all the Air Rifles now  
on the market. The materials used in its construction are  
the best. The appearance and workmanship is far ahead of  
any other Air Rifle made. It has an adjustable sight it shoots stronger  
and more accurate, less liable than any other to get out of order, all  
parts are interchangeable. We think we have the right to claim this as  
the "Champion" of all Air Rifles. List, per doz., Enameled, \$30.00; Full Nickel, \$42.00.

—Write for Discounts to Trade.

**WM. C. SMITH & CO., Mfrs.,** 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

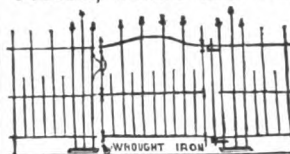
GOOD AGENTS WANTED TO SELL

**ROBERT MURRAY.**24 Duane St.,  
New York City.**General Hardware**Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.**The POSITIVE EXPANSION BOLT.**

D. C. SEAMAN &amp; CO.,

1688 Hutchinson Street, Philadelphia, Pa.

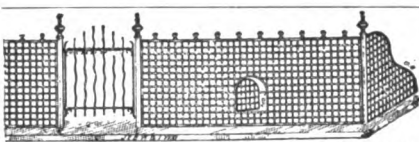
For Sale by

NEAL & BRINKER, 18 Warren St., N. Y.  
JOHN SIMMONS CO., 110 Centre St., N. Y.  
SONERS, FITLER & CLARKE, 323 Water St., Pittsburgh, Pa.  
— SEND FOR PRICE LIST. —**Prison, House and Stable Work;**JOIST  
HANGERS;  
LAWN  
FURNITURE;  
FENCING, ETC.**VAN DORN IRON WORKS CO.,**  
CLEVELAND, OHIO.**RIVETS and WIRE NAILS.****C. C. & E. P. TOWNSEND,**  
New Brighton, Penn.**HAYES FILE CO.** Established 1870.  
DETROIT, MICH.Now in our new plant with greatly in-  
creased capacity.  
We manufacture everything in Files.**ADAM'S STEEL & WIRE WORKS,**Wire Fencing,  
Ornamental Steel  
Fencing,  
Window Guards,  
Wire Signs,  
Jail Work, etc.

Send for Catalogue.

**W. J. ADAM, JOLIET, ILLINOIS.****S**HEARS, Steel Laid and Hard Cast, in great variety. Nail  
Pullers, Screw Drivers, Pliers, Wire Cutters, etc. Metals  
Goods of any kind to order on large contracts.**The Bridgeport Mfg. Co.,**

Admiral Street, Bridgeport, Conn.

**J. E. BOLLES IRON AND WIRE WORKS**  
DETROIT, MICH.Bank Railings, Elevator Enclosures and Cars,  
Grills, Electro Bronze Work, Architectural  
and Builders' Iron Work, etc.

Send for Catalogue and mention this paper.

**TRIMO PIPE CUTTER**Decided improvement. Less friction. Can be  
changed from a roller to a three-wheel cutter.  
Extra wheels in the handle. Send for catalog.**TRIMONT MFG. CO., Roxbury, Mass., U.S.A.****J. A. COCHRANE, CLEVELAND, O.**

Write us for prices on \_\_\_\_\_

**Roofing Cement,  
Roofing Paint, &c.****J. L. PERKINS & CO.,**  
239 Lake Street,  
CHICAGO.When you write to firms  
advertised in our columns,  
please mention the fact that  
you found their address in our  
paper. This will prove of  
mutual benefit.**Hardwaremen's Exchange.***Notices of **HELP WANTED** or **SITUATIONS WANTED** will  
be inserted in this column free of charge. Should not exceed  
Four Lines.****ALL OTHER NOTICES**, twenty-five cents per line.***Help Wanted.****BOOKKEEPER.**—Expert bookkeeper; must be strictly up to date,  
and able to do invoicing on typewriter. Permanent position; good  
wages. STUBBS & JAKWAY, Durango, Colo. 253**ENTRY CLERK.**—Good man for billing, who has had experience in  
this line. and knows the pump and pipe business. Address THE  
GOULDS MFG. CO., Seneca Falls, N. Y. 254**Situations Wanted.****A FIRST-CLASS ACCOUNTANT.** book-keeper and cashier, under-  
standing office work in every particular, desires to connect himself  
with some house, where integrity and strict attention to business would  
meet with fair compensation. Address P. P. P., care **HARDWARE**,  
275 Broadway, New York. 260**BLACKSMITHING.**—Young man, 19, would like to learn black-  
smithing. Address James White, 159 Chrystie Street, New York. 217**BUYER, MANAGER OR SALESMAN.**—A gentleman of 38 with  
a creditable business career of 20 years in Hardware, House Fur-  
nishing, Paints, etc., seeks position. Address S. F., care **HARDWARE**,  
275 Broadway, New York. 165**Situations Wanted.****BOOKKEEPING AND GENERAL OFFICE WORK.**—Young  
man, with a thorough knowledge of French and German,  
and English as well, thoroughly acquainted with foreign trade,  
bookkeeping and general office work, six years' experience in  
machinery and Hardware business in France and Germany,  
desires position. Address M. E. S., care **HARDWARE**, 275 Broad-  
way, New York. 218**BOOKKEEPER AND SIGN WRITER**—Man, 32 years of age,  
with nine years' practical experience in retail Hardware as clerk  
and buyer, A1 double entry bookkeeper and sign writer, wants like  
position. First class reference. Address S., care **HARDWARE**, 275  
Broadway, New York. 197**ENGINEERING SALESMAN** wants to make connection with A1  
house, and travel in New York City and State; has good circle of  
acquaintances and will work for reasonable terms while developing busi-  
ness; good references. Address E. L. I., care **HARDWARE**, 275 Broad-  
way, New York. 168**EXPERIENCED BOOKKEEPER** is open for engagement. Has  
knowledge of general office work; also Hardware and Gas business.  
Address **BOOKKEEPER**, 55 Dupont Place, Johnstown, Pa. 190**EXPERIENCED ENGINEER** and estimator in machinery, steam  
heating and general iron work, and having acquaintance with archi-  
tects and builders of Greater New York, would like to take position with  
concern doing structural steel building work, doing outside work, solicit-  
ing, superintending, etc., to get more perfect knowledge of estimating,  
etc. Good references. Small salary only expected at start. Address  
D. EDWARDS, 441 W. 51st Street, New York. 189**EXPERIENCED HARDWARE CLERK.**—Young man 27 years  
of age desires position with Hardware firm. Twelve years ex-  
perience as clerk and salesman, both retail and wholesale. Salary mod-  
erate. Address H. T. B., care **HARDWARE**, 275 Broadway, New  
York. 250



## Situations Wanted.

**FACTORY SUPERINTENDENT.**—A position as superintendent by a young man with a long experience and up-to-date methods for manufacturing Hardware, wire and sheet metal novelties; can also design tools and dies. Address "H," care HARDWARE, 275 Broadway, New York. 245

**FACTORY TRAVELER.**—Experienced factory traveler, with wide acquaintance among all classes of buyers, desires position. Highest trade references; also former employers. Address H. C., care HARDWARE, 275 Broadway, New York. 258

**FOREMAN.**—Experienced in stock, packing and shipping departments of manufacturing concern. Can give good references. Address F. P. R., care HARDWARE, 275 Broadway, N. Y. 235

**FOREMAN OR TIMEKEEPER.**—Situation wanted by a man (32) as foreman or timekeeper. A hustler; can handle any kind of help; thoroughly posted on piece work system; 12 years' reference from last place. Address J. H. L., care HARDWARE, 275 Broadway, New York. 200

**HARDWARE ASSISTANT.**—Young man, now as assistant buyer by well-known Hardware concern, desires position in same or similar capacity where there is room for advancement. Address S. R. S., care HARDWARE, 275 Broadway, New York. 239

**HARDWARE CLERK OR SALESMAN.**—Situation wanted in retail Hardware store. An all-around man; ten years' experience. Address C. E. F., care HARDWARE, 275 Broadway, New York. 191

**HARDWARE SALESMAN OR BUYER.**—Young man desires position as salesman or buyer. Seven years' experience in importing and jobbing Hardware house. First-class reference furnished. Address Y, care HARDWARE, 275 Broadway, New York. 211

**HARDWARE SALESMAN** of 14 years' successful experience, as direct representative for leading manufacturer to jobbers throughout the country, will be open for engagement after January 1. Highest references. Address SALARY, care HARDWARE, 275 Broadway, New York. 199

**HARDWARE SALESMAN.**—German, to visit the retail trade in city and nearby towns. Commission or salary and commission. Address George Burckner, 227 E. 87th Street, New York. 216

**HARDWARE CLERK.**—A man who has been in both wholesale and retail business wants position where he can make himself useful. Address J. W. R., care HARDWARE, 275 Broadway, New York. 243

**HARDWARE CLERK.**—Wanted by a young man with experience, position as clerk in Hardware store. Has also had three years' experience at plumbing. Willing to work at it part of the time. Address Robert Craig, 77 E. Columbia St., Detroit, Mich. 246

**LACQUERER.**—Thoroughly experienced in lacquering and the manufacturing of lacquers of all kinds, desires a position and can furnish the best of references. Address G. A. W., care HARDWARE, 275 Broadway, New York. 248

**MACHINERY SALESMAN.**—Experienced man wants to represent special or general machinery and supplies, to establish New York office, or travel and install. Address EDWARDS, care H. Mfg. Co., 121 Front Street, New York. 193

**MANAGER OR SALESMAN.**—Position as manager or salesman of Hardware store by man of 31 years, having had thorough experience. Address EXPERIENCE, care HARDWARE, 275 Broadway, New York. 202

**OFFICE MANAGER AND CASHIER.**—A position desired as office manager and cashier by a young man with twelve years' experience. First-class references—security given, if desired. Address S. J. N., care HARDWARE, 275 Broadway, New York. 259

**PAINT AND WALL PAPER SALESMAN.**—Situation wanted by a young married man, perfectly familiar with the details of the paint and wall paper trade. Address or call. CHARLES P. LUNDQUIST, 83 Third Street, Brooklyn, N. Y. 208

**PLUMBER, STEAM AND GAS FITTER.**—Plumber, steam and gas fitter desires work in city or country; first class in all its branches, estimating, etc. Neat mechanic; sober, honest; references. Twenty years' experience. Address JAMES E. USHER, 475 E. 115th Street, New York. 184

**SHIPPING CLERK.**—Assistant shipping and stock clerk desires position. Salary \$7 per week. Two years' experience with New York Hardware manufacturer. Honest and reliable. Age 20. Address TOWNIE, care HARDWARE, 275 Broadway, New York. 185

**SHIPPING CLERK.**—Young man desires position as shipping and receiving clerk. Four years' experience in shipping general Hardware and machinery. Can furnish A1 references. Address W. E. B., care HARDWARE, 275 Broadway, New York. 192

**STORE MANAGER.**—Position as manager or assistant manager in a retail Hardware store by a young man 24. Has had seven years' experience in Hardware, is thoroughly familiar with jobbers' prices. Would prefer position in a good, lively town in New York or Pennsylvania. A1 references. For further particulars address MANAGER, Box 106, Little Falls, N. J. 241

## Situations Wanted.

**STORE OR TRAVELING SALESMAN.**—Middle age, strictly temperate, experienced in retail Hardware, stoves and mill supplies. Competent to manage a business. Road experience in oils, mill supplies and other lines. Address H. K. F., care HARDWARE, 275 Broadway, New York. 255

**TRAVELING SALESMAN.**—Experienced traveling salesman, 30 years old, and not afraid to work, desires situation with some first class house with an opportunity for advancement. Salary not so much an object as a chance to show right party what he can do. Address F. A. S., care HARDWARE, 275 Broadway, New York. 226

## Side Line Offered.

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address ARGAND VAPOR LAMP Co., Detroit, Mich. 152

**HARDWARE SALESMEN.**—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE—Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. Co., Cleveland, Ohio. a

**TRAVELING SALESMEN.**—Visiting jobbing houses and retail Hardware trade, to handle on commission a patented article selling by the thousands. State what territory you cover, and line of goods you are handling. Address A. R. B., care HARDWARE, 275 Broadway, New York. 252

**TRAVELING SALESMAN.**—A young man, hustler, sober and reliable, would like to represent some manufacturer or well known jobber of cutlery in the States of North and South Carolina and Georgia. Salary no object. Very best of references. Address ROBERT, P. O. Box 262, Raleigh, N. C. 206

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER MFG. Co., Davenport, Iowa. 145

## Agency Offered.

**LIVE HARDWAREMEN**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE sold to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

## Agency Wanted.

**FOR NEW YORK AND VICINITY.**—A gentleman now representing a first-class line of Hardware sold by the largest jobbers, would like to add one or more lines of importance for New York and vicinity. Best of references as to experience and ability. Address J. B., care HARDWARE, 275 Broadway, New York. 257

## Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT Co., Garden City Block, Chicago, Ill. 116

## Business Opportunity.

**HARDWARE BUSINESS WANTED.**—A young man with capital wishes to purchase a Hardware Business in some enterprising town of not less than 3000 inhabitants. Address W. W. WILKINS, care HARDWARE, 275 Broadway, New York. 256

## Mail Order Specialties.

**LIGHT HARDWARE SPECIALTIES WANTED** for a mail order business. Address The Mills Co., Cleveland, Ohio. 247



WRITE FOR QUOTATIONS



Mention "Hardware."

GET OUR PRICES BEFORE ORDERING

## UNDERHILL, CLINCH & CO., GENERAL HARDWARE,

94 and 96 Chambers Street, - NEW YORK.

— AGENTS FOR —

**O. Ames & Sons Shovels, Spades and Scoops.  
Geneva Tool Co. Hand Agricultural Tools.**

We have the largest stock and assortment of this class of goods in New York City.  
**SEND FOR CATALOGUES.**

### Polygon Conductor Pipes Won't Burst.

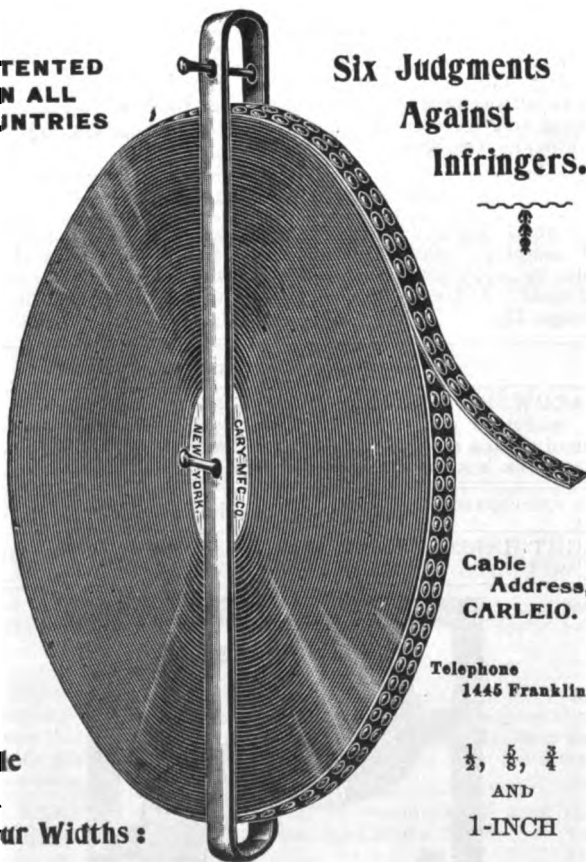
The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.  
Catalogue and information free.

Address Dept. H,  
THE  
**AMERICAN STEEL ROOFING CO.**  
Middletown, O.

## CARY'S UNIVERSAL BOX STRAP.

PATENTED  
IN ALL  
COUNTRIES

Six Judgments  
Against  
Infringers.



Cable  
Address,  
CARLEIO.

Telephone  
1445 Franklin.

Made  
in  
Four Widths :

$\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
AND  
1-INCH

**CARY MANUFACTURING CO.,**

19 and 21 Roosevelt St., New York.



### DEALERS SAVE TIME

And trouble by handling

### Perfected Granite Roofing.

It is uniform in quality, easily applied and guaranteed in every respect by its makers. The most sightly and most durable roofing in America.

WRITE FOR CATALOG AND SAMPLES.

**The Eastern Granite Roofing Co.,**  
GERKEN BUILDING, NEW YORK.

TRADE PAPER ADV. AGENCY, N. Y.





Cleveland Rubber Co.:	Price Each
Buckeye.....	60&10%
Shield High Grade.....	50&10%
War. 2 XL.....	40%
Common Standard.....	75&10%
Extra.....	60&10&5%
N. J. Car Spring & Rubber Co.:	
Extra Para.....	40&10%
Reliable.....	50&10%
Staple.....	60&10%
Standard.....	70&10%

**Belting, Stitched Cotton—**

Sphinx Brand.....	60%
Competition Brand.....	70%

**Belts—****ENDLESS THRESHER—**

Four Ply, 6-in. net.....	foot 12c
Four Ply, 7 in. net.....	foot 14c
Four Ply, 8 in. net.....	foot 16c

**Bench Stops—**

Cincinnati.....	25&10%
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....	40&10%
Seymour Smith & Sons.....	25&10%
Terrell's Nos. 1 and 2, \$3.00; No. 3, \$3.00 per doz.....	25%
Miller's Falls.....	15&10%
Weston's.....	40%

**Binder Twine—**

White Sisal, 500 ft. to lb.....	8c
Standard, 500 ft. to lb.....	8c
Manila, 600 ft. to lb.....	10c
Pure Manila, 650 ft. to lb.....	11c

**Bit Holders—**

Angular.....	45%
Extension:	
Barber's, per doz. \$15.00.....	45&50%
Ives' per doz. \$20.00.....	60&10%

**Bit Stock Drills—**

See Augers and Bits.

**Blind Adjusters—**

Domestic, per doz. \$3.00.....	33½%
Excelsior per doz. \$10.00.....	50&10&2%
North's.....	10%
Zimmerman's.....	50%

**Blind Fastenings and Tenons—**

Austin & Eddy per gro. sets.....	\$5.50
Forban's Improved Star Tenon per gro. \$1.00.....	25%
Holt's Tenons.....	70%
Merriman's Brass Lever per gr.....	\$15.00
Merriman's Iron Lever per gr.....	9.00
Miller's Falls per set \$1.00.....	15&10%
Security Gravity per gr.....	\$9.00
Washburne's Plate per gr.....	9.00
Zimmerman's.....	50%

**Blind Hinges—**

See Hinges.

**Blocks—**

Chisholm & Moore Crane Load Blocks 15% Cleveland Block Co. Steel.....	60&10&7%
Eddy's.....	60&10&7%
Hartz' Steel.....	50&50&10%
Iron Strapped, Japanned Sheaves.....	70%
Iron Strapped, Lig Vitae Sheaves.....	60%
Rope Strapped, Japan'd Sheaves.....	60&10%
L. V. Sheaves.....	40%
Lane's:	
Junior, Self Sustaining.....	30%
Pat. Automatic.....	30%
Perfect Safety.....	30%
Stowell, Novelty Block.....	50&10%
Regular Iron Strapped Blocks.....	60&10&10&70%

**Bolts—****DOOR AND SHUTTER—**

Cast Iron Barrel, Square, &c.....	50&10%
Cast Iron Chain.....	50&10%
Cast Iron Shutter Bolts.....	45&10%
Ives' Patent Door Bolts.....	60%
Wrought Barrel.....	70&10&7%
Wrought Square.....	50&50&10%
Wrought Shutter, Standard list.....	40&10&10&50&10%
Wrt Sunk Flush, Sargent's list.....	50&50&10%
Wrt Sunk Flush, Stanley's list.....	45&45&10%
Wrt B. K. Flush, Com'n, Stanley's list.....	50&10&60%
Wrought Spring, Sargent's.....	75%

**CARRIAGE, MACHINE, &c.—**

Bolt Ends.....	70&70&7½%
Machine.....	70&70&7½%
Carriage, Common.....	65&5%
Norway Iron, list Oct. '94.....	80%
Phila., Eagle, list June 1, '99.....	80%
Sleigh Shoe.....	85%

**TIRE—**

American Screw Co.:	
Bay State, Plain, list Dec. 28, '99.....	77½%
Bay State, Finted.....	85%
Eagle Phila., list Feb. 26, '98.....	82½%
Norway, Phila., list Feb. 26, '96.....	77½%
Common, list Dec. 28, '99.....	77½%
Norway, Phila.....	82½%
Portchester, Norway.....	77½%

**STOVE AND FLOW—**

Plow Ends.....	60&10%
Stove, list Dec. 28, '99.....	77½%

**MISCELLANEOUS—**

Sink.....	75%
-----------	-----

**Bone Mills.**

Enterprise.....	25&30%
Stearns.....	40%

**Borers, Bung.**

Enterprise.....	25&30%
Each.....	\$1.25, \$1.65, \$2.50
Nos.....	1 2 3

**C. E. Jennings & Co.:**

No. 6.....	40%
No. 10.....	25%

**Borers, Tap—**

Common Ring.....	20&10%
Enterprise.....	25&30%
Ives.....	25&10%

**Boring Machines—****WITHOUT AUGERS—**

	Upright.	Angular.
Douglass.....	\$2.75	\$3.38
Jennings.....	8.00	8.75
Miller's Falls.....		7.50 15%
Snell's, Rice's Pat.....	2.75	3.00

**Bow Pins—**

Hotchkiss.....	60&10%
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**Boxes, Mail.**

Heller's.....	40&5%
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**Box Strapping—**

Cary's "Universal," in case lots, 20&10&20&10&10%	
---	--

**Braces—**

Barbers'.....	50&10&60&10%
Barbers' Ratchet.....	60&80&10%
Common Ball American.....	60&60&10%
Ives'.....	
Barbers'.....	60&5%
Barbers' Ratchet.....	60&60&10%
New Haven Novelty.....	70%
New Haven Ratchet.....	60&10%
Spofford.....	60&3%

C. E. Jennings & Co.:	
No. 10&114½.....	50&10%
No. 20&214½.....	50&10%
Lancaster Mach. & Knife Works.....	40%
Gen. Spofford's.....	50&10&60%

**Brackets—**

Door Screen.....	60&10%
Shelf, Bradley's Patent.....	75%
Shelf, Plain, Regular list.....	66½%
Shelf, Fancy, Sargent's list.....	40&10%

Window Screen Corner.....	60&10%
Reading, Plain.....	60%
Reading, Roette.....	60%

**Bracket Saw Frames—**

Miller's Falls Co.....	25%
------------------------	-----

**Bracket Sets—**

Miller's Falls Co.....	33½%
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**Box Hooks, Openers and Scrapers—**

Humason & Beckley's.....	60&60&10%
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**Bright Wire Goods—**

Standard. New list.....	80%
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**Bull Rings—**

Humason, Beckley & Co.'s.....	40%
Peck, Stow & Wilcox Co.'s.....	60%
Sargent's.....	80%
Seymour Smith & Sons.....	60%

**Bull Punches—**

Humason & Beckley's.....	25%
--------------------------	-----

**Bush Hooks—**

See Hooks.....	
----------------	--

**Butchers' Cleavers—**

Bradley's.....	25&30%
Beatty's.....	40&10%
Foster Bros. Flat Hds.....	30%
Foster Bros. Round Hds.....	30%
Lancaster Mach. & Knife Wks.....	33½&40%
& I. J. White.....	25%
New Haven Edge Tool Co.'s.....	40%
P. S. & W.....	33½&5%

**Butcher Knives—**

See Knives.....	
-----------------	--

**Butchers' Saw Blades—**

Miller's Falls Co. Star.....	15&15&10%
C. E. Jennings & Co.....	25&10%

**Butter and Cheese Trilers—**

Ordinary Black Handle.....	25%
Humason & Beckley's.....	25&10%

**Butt and Rabbit Gauges—**

Stanley's.....	25&10%
----------------	--------

**Butts—****BRASS—**

Cast Brass, Fast Joint.....	40&10&50%
Cast Brass, Ice House.....	40%
Cast Brass, Loose Joint.....	40&10&50%
Wrought Brass, list Sept. '96.....	40&40&5%

**CAST IRON—**

Loose Joint.....	60&10&5&70%
Loose Joint, Japanned.....	60&10&5&70%
Loose Joint, Jap. with Acorns.....	60&10&5&70%
Loose Pin.....	60&10&5&70%
Mayer's Hinges.....	60&10&5&70%
Parliament Butts.....	60&10&5&70%
Fast Joint, Broad.....	50&50&10%
Fast Joint, Narrow.....	50&50&10%

**WROUGHT STEEL—**

List April 1, 1895.

Bronzed Inside Blind Butts.....	50&50&10%
Bronzed, Narrow.....	50&50&10%
Fast Joint, Narrow.....	50&50&10%
Fast Joint, Light Narrow.....	50&50&10%
Fast Joint, Broad.....	50&50&10%
Loose Joint.....	50&50&10%
Loose Pin.....	50&50&10%
Table Butts, Back Flaps, etc.....	50&50&10%

**Calipers—**

Bemis & Call:	
Wing.....	65%
Double.....	65&10%
Inside and Outside.....	65&10%
Straight Leg.....	65&10%
Call's Pattern, Inside.....	55%

**Can Openers—**

American.....	per gross, \$1.75 @ \$2.00
Goodell's Acme.....	per gross, 6.00
No. 5, Iron Handle.....	per gross, \$2.00 @ \$2.25
Sardine Scissors.....	75&10%
Sardine Scissors, Forged Steel.....	per doz., \$4.50
Sprague, No. 1, \$2.00; No. 2, \$2.25; No. 3, \$2.50.....	75&10%
Universal.....	per doz., \$3.00..... 50%

**Cards—**

Cotton.....	25%
Horse and Curry.....	25%
Wool.....	25%

**Carpet Stretchers—**

Montrose "Excelsior,".....	per doz., \$6.00..... 30%
Bullard's.....	33½%
Cast Iron Steel Points.....	per doz., 80c
Socket.....	per doz., \$1.75 @ \$2.00

**Carriage Bolts—**

See Bolts.

**Carriage Makers' Clamps—**

See Clamps.

**Cartridges—**

See Ammunition.

**Casters—**

Bed.....	70%
Bracket Bed.....	60&60&5%
French or Phila. Iron Wheel.....	70&10&75%
Brass Wheel.....	60&10%
Martin's Patent (Phoenix).....	40&10%
Plate.....	70&10&75%
Payson's Furniture.....	70%
Payson's Truck.....	70%
Standard, Ball Bearing.....	45%
Tucker's Patent, low list.....	30%

**Cattle Leaders—**

Humason, Beckley & Co.'s.....	70&10%
Peck, Stow & W. Co.....	66½%
Sargent's.....	70&10%
Wellons.....	70&10%

**Chain—**

American Halter Chain.....	50&50&10%
American Proof Coil, Cask lots, F. O. B. Pittsburgh.....	
Inch.....	Per lb.
3-16.....	\$7.75
¼.....	5.80
5-16.....	4.85
¾.....	4.00
7-16.....	3.85
1.....	3.75
9-16.....	3.55
5/8.....	3.35
¾.....	3.50
1.....	3.50
1 1/8.....	3.50

An advance of 25c. per 100 lb. is added on orders of less than cask lots.

Bridgeport Chain Co.:	
Brown, Coil.....	60%
Brown, Halter.....	60%
Competition Sash.....	50&10%
Monarch, Sash.....	40&10%
Triumph, Coil.....	55%
Triumph, Halter.....	55%

Covert Mfg. Co., Breast Chain.....	35%
Covert Mfg. Co., Halter Chain.....	
Covert Mfg. Co., Heel Chain.....	
Covert Mfg. Co., Rein Chain.....	
Covert Mfg. Co., Stallion Chain.....	

Galvanized Pump Chain.....	4½&5c
German Coil, list July 94, '97.....	60&10%
German Halter Chain, list July 94, '97.....	60&10%

Jack Chain, Iron.....	60&10&10%
Jack Chain, Brass.....	60&60&10%
Onida:	
Niagara.....	60%
Eureka.....	60%

Trace, Wagon and Fancy Chains, New List.....	50&10&50&10&5%
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**COW TIES—**

American.....	50&50&10%
Niagara.....	45&50%
Covert Mfg. Co.:	
Cotton.....	45%
Hemp.....	45%
Jute.....	35%
Sisal.....	30%

**Chain Guards—**

Aluminum S. & N. Co.....	50
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**Chain Hoists—**

Moore's "Anti-Friction".....	30%
Moore's "Direct".....	50%

**Cherry Stoners—**

Enterprise.....	25&30%
Family.....	net per doz. \$4.00

**Chisel and File Handles—**

See Handles.

**Chisels—****SOCKET FRAMING AND FIRMER—**

Buck Bros.....	30%
Charles Buck.....	30%
Douglass.....	
Mix.....	
Ohio Tool Co.....	70%
P. S. & W.....	
Swan.....	
Witherby.....	
C. E. Jennings & Co., No. 70.....	2%
Jennings & Griffin Mfg. Co.....	70%

**TANGED AND MISCELLANEOUS—**

Box.....	60&10%
Buck Bros.....	30&10%
Butchers'.....	\$4.75@ \$5.00 to £
C. E. Jennings & Co.....	30%
Jennings & Griffin Mfg. Co. Tanged.....	
Chisels and Gouges.....	40%
Spear & Jackson's.....	\$5.00 to £
Tanged Firmers'.....	40@40&10%

<b>Corn Hooks—</b>	per doz
Kretzinger Cut-Easy.....	\$3.00 net
<b>Corn Knives and Cutters—</b>	
Bradley's.....	net
Wadsworth's.....	net
<b>Countersinks—</b>	
Mayhew's Diamond.....	40%
Smith's.....	25%
Snell's.....	50%
Wheeler's Patent.....	50&10%
<b>Crayons—</b>	
Sargent's List.....	20%
Dixons.....	per doz
Eclipse.....	\$3.75
Emerald.....	5.00
Orion.....	5.00
Rainbow.....	2.81
Solid.....	7.50
<b>Curry Combs—</b>	
Fitch's List.....	net prices
Kohler's.....	30&35%
New York Stamping Co. List, Sept. 17, '97.....	40%
Perfect.....	40%
Rubber, per doz. \$7.50.....	25&10%
Southland Cutlery Co.'s.....	20&10%
<b>Cycle Hangers—</b>	
Lane's.....	33&45%
<b>Diggers—</b>	
See Post Hole, etc.	
<b>Dividers—</b>	
See Compasses, Dividers, etc.	
<b>Dog Collars—</b>	
Chapman Mfg. Co.'s New List:	
Chain (full assortment).....	40%
Leather (full assortment).....	40&10%
Pope & Stevens:	
Brass.....	40%
Embossed.....	30&10%
Leather.....	40%
Union Hardware Co. New List	
50&50&10%	
<b>Door Bolts—</b>	
See Bolts, Door.	
<b>Door Checks—</b>	
Bardsley's.....	33&40%
Columbia.....	50&10%
Eclipse.....	50&10%
Home.....	45&10&45&10&10%
Norton's.....	50&50&10%
Ogden's.....	33&4&40%
<b>Door Holders—</b>	
Empire.....	50%
<b>Door Springs—</b>	
Champion (Coil).....	50%
Gem (Coil), list Oct. '95.....	30%
Rubber, complete, per doz. \$5.50.....	45&50%
Star (Coil), list Oct. '95.....	30%
Torrey's Rod, 39 in., per gro.....	\$15.00
Torrey's Rod, 43 in., per gro.....	42.00
Victor, Coil.....	50&10&10%
<b>Drain Cleaners—</b>	
Iwan's Adjustable.....	55%
Iwan's Stationary.....	45%
<b>Drawer Pulls—</b>	
Sargent's List.....	60%
<b>Drawing Knives—</b>	
Adjustable Handle.....	25&25&10%
Bradley's.....	35%
Douglass.....	70&10%
Jennings & Griffin.....	65%
Mix.....	70&10%
Ohio Tool Co.....	70&10%
P. S. & W.....	70&10%
Witherby.....	70&10%
Watrous.....	80&10%
L. & I. J. White.....	30&5&25%
<b>Drills and Drill Stocks—</b>	
Automatic Boring Tools.....	50%
Bench, Manners.....	65%
Blacksmith's.....	60%
Breast, Bartholomew's.....	25&10%
Breast, Goodell's.....	25&30%
Breast, Millers Falls, each \$3.00.....	15&10%
Clamp.....	20%
Ratchet, Billings' Double Acting.....	33&45%
Ratchet, Ingersoll's.....	25%
Ratchet, Merrill's.....	30&20&5%
Ratchet, Moore's Triple Act.....	25&30%
Ratchet, Fletcher's.....	40%
Ratchet, Whitney's.....	50%
Ratchet, Weston's.....	20&25%
Stearns' Bench.....	30%
Upright, B. & P.....	50%
Hand, Goodell's.....	80&10%
Whitney's Hand Drill, No. 1, \$10.00.....	Adjustable No. 10, \$12.00.....
Wilson's Drill Stocks.....	10%
<b>Twist Drills—</b>	
See Augers and Bits.	
<b>BLACKSMITHS'</b>	
Coe's.....	60%
Prentice.....	60%
<b>Drug Mills—</b>	
National Specialty Mfg. Co.....	30%
Enterprise Mfg. Co.....	25&30%
<b>Easy Lawn Swings—</b>	per doz
Ulrich Mfg. Co.....	\$85.00

<b>Egg Beaters—</b>	
Dover Stamping Co.:	
New Dover, per doz. 75 cts., per gro.....	\$7.50
Extra Family Size.....	per doz. 2.00
Keystone.....	33&45%
Spiral.....	per gro. \$4.25&\$4.50
Standard Co.:	
Dover, No. 5.....	\$5.50
Dover, No. 10.....	7.00
Dover, Steel Handle, No. 10.....	7.00
Dover, Extra Heavy, No. 15.....	12.00
Rival.....	9.00
<b>Emery—</b>	
Genuine Turkish Walpole Mills,	
No. 6 to 46, per lb.....	10c
No. 54 to 150, per lb.....	10c
Flour, per lb.....	8c
<b>Enameline—</b>	per gro.
No. 4.....	\$4.50
No. 6.....	7.2c
<b>Escutcheons—</b>	
Wood.....	25%
<b>Expansive Bits—</b>	
See Augers and Bits.	
<b>Farriers' Knives—</b>	per doz.
"Challenge".....	\$3.00
Popes.....	8.00
Wilkinson's.....	\$3.00 net
Wootenholm's.....	\$3.25 10%
<b>Faucets—</b>	
Brass Globe Cocks.....	65&65&5%
Brass Racking.....	65&65&5%
Compression Bibbs.....	65&65&10%
Compression Bibbs with flange.....	65&10&70%
Lever Handle Bibbs, Gr. Ky.	
Rgh.....	65&65&10%
Fin.....	60&5&60&10%
Red Cedar.....	40&40&10%
Red Cedar, bbl. lots.....	50%
Pray's Iron Petroleum.....	65&35&5%
John Sommer's "Peerless," Tin	
Key.....	40%
John Sommer's "Boss," Tin Key.....	50%
John Sommer's "Victor," Metal	
Key.....	50&10%
John Sommer's "Duplex," Metal	
Key.....	60%
John Sommer's "Buckeye," Metal	
Key.....	40%
John Sommer's "Rochester," Metal	
Key.....	50%
John Sommer's "Rival," Metal Key.....	50%
John Sommer's "Crescent," Metal	
Key.....	50&10%
John Sommer's "Diamond," Lock.....	40%
John Sommer's "Eclipse," Lock.....	40&10%
John Sommer's "Union," Lock.....	50%
John Sommer's "I. X. L.," Cork	
Lined.....	30%
John Sommer's "Reliable," Cork	
Lined.....	50&10%
John Sommer's "Common," Cork	
Lined.....	70%
John Sommer's "O. K.," Cork	
Lined.....	50%
John Sommer's "Chicago," Cork	
Lined.....	60%
John Sommer's "Perfection," Cedar.....	40%
John Sommer's "No Brand," Cedar.....	50&10%
Star.....	60&60&5%
<b>SELF MEASURING—</b>	
Enterprise per doz. \$36.00.....	40%
Lane's per doz. \$36.00.....	40&5&40&10%
National Specialty Mfg. Co.....	33&45%
<b>Files—</b>	
<b>DOMESTIC—</b>	
New List, Nov. 1, 1899.	
American.....	75&5%
Arcade.....	75&5%
J. Barton Smith.....	75&5%
Disston's.....	75&5%
Disston's Superfine.....	25&30%
Eagle.....	70&10&5%
Great Western.....	75&5%
Kearney & Foot.....	75&5%
Keystone.....	80&80&10%
Nicholson.....	70&10%
Nicholson's X. F. Files.....	80&25&10%
Royal.....	80&80&10%
Second Quality Files.....	80&10%
<b>IMPORTED—</b>	
Stubs.....	Stubs' list, 30&33&45%
<b>Filters—</b>	
Acorn.....	5%
Fulper's Natural Stone.....	\$3.50&\$18.50
Subject to trade discount.	
<b>Fish Hooks—</b>	
Amer. Fish Hook Co. list.....	60&60&10%
Kirby & Limerick, low list (50c base).....	10%
<b>Fish Scales—</b>	
Covert's Saddlery Works:	
Great American.....	60&30%
Fitch's.....	net prices
<b>Fluting Scissors—</b>	
List.....	45%
<b>Forges—</b>	
Boynton & Plummers.....	60%

<b>Forks—</b>	
Steel Goods Association List, Aug. 1, 1899.	
Barn or Ice Forks.....	40&5%
Ballast or Stone Forks.....	40&5%
Beet Forks.....	40&5%
Coal Forks.....	40&5%
Coke and Cotton Seed Forks.....	40&5%
Hay Forks, Four Tine, Standard	
Size.....	65%
Hay Header and Baler Forks, Four	
Tine.....	60&30%
Manure Forks, Four Tine.....	75%
Manure Forks, Five and Six Tine.....	70%
Grain or Barley Forks.....	70&10&25%
Heavy Mill, Manure or Street Forks.....	75%
Oyster Forks.....	40&5%
Potato Dugging Forks.....	65%
Shaving Forks.....	40&5%
Shovel Forks.....	40&5%
Socket Hay Forks, Four Tine.....	65&5%
Socket Manure Forks, Four Tine.....	70%
Socket Spading Forks, Four Tine.....	70&5&5&25%
Spading Forks.....	70&5%
Stone Picking Forks.....	65%
Tanner's Forks.....	40&5%
Hay Forks, Three Tine, Standard	
Size.....	65%
Hay Header and Baler Forks, Three	
Tine.....	67&2&25%
Hay Forks, Two Tine, Standard	
Size.....	65%
<b>Fruit, Wine and Jelly Presses.</b>	
Enterprise.....	20&25%
<b>Fry Pans—</b>	
Acme Fry Pans.....	70&70&5%
Burnished, regular goods.....	75&75&10%
Standard List.....	70&10&75%
No.....	0 1 2 3 4
per doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25	
No.....	5 6 7 8
per doz.....	\$6.00 \$7.00 \$8.00 \$9.00
<b>Fuse—</b>	
per 1000 ft.	
Hemp Fuse.....	\$2.60
Cotton Fuse.....	2.90
Single Taped Fuse.....	3.25
Double Taped Fuse.....	4.25
Triple Taped Fuse.....	5.00
<b>Gate Hinges—</b>	
See Hinges.	
<b>Gauges—</b>	
Bemis & Call's Steel.....	50%
Boss, Screw Pitch.....	33&45%
Clapboard.....	25&10%
Marking, Mortise, etc.....	55&10&55&10&10%
Stanley's.....	60&10%
Stanley's Chisel.....	30&10%
Starrett's Surface, Center and	
Scratch.....	25&10%
Copeland Champion Bit, per doz.	
Stub's Wire and Drill.....	30%
Wire, Morse's.....	25%
Wire, P. S. & W., low list.....	10&10%
Wire, Wheeler, Madden & Co.....	10%
<b>Gimlets—</b>	
"Diamond" Gimlets, per gr. \$4.00&\$4.25	
Double Cut.....	40&10&50%
Metal Head.....	50&10%
Wood Head.....	50%
Swan's, German Pattern.....	40&10%
<b>Gimlet Bits—</b>	
See Augers and Bits.	
<b>Glass Cutters—</b>	
"Woodward".....	net prices
"Red Devil".....	net prices
<b>Globe and Racking Cocks—</b>	
See Faucets.	
<b>Glue—</b>	
Dodd's Liquid Glue.....	25&25&10%
Lo Pages Liquid.....	25&25&10%
Mystic.....	40%
Martins.....	40%
<b>Glue Pots—</b>	
Enameled.....	40&10&50%
Tinned.....	40&40&5%
<b>Graters—</b>	
Enterprise.....	25&30%
<b>Griddles—</b>	
Cronk's.....	70%
<b>Grindstone Fixtures—</b>	
P. S. & W. Co.....	50&50&10%
Sargent's Patent.....	60&10&10%
Stowell.....	50%
<b>Gunpowder—</b>	
See Ammunition.	
<b>Gun Wads—</b>	
See Ammunition.	
<b>Hafts—</b>	
Britton's.....	per doz. \$6.50
<b>Halters—</b>	
Covert Mfg. Co.:	
Jute Rope Halters.....	35%
Sisal Rope.....	20%
Web Halters.....	45%

<b>Halter Chain—</b>	
See Chain.	
<b>Hammers—</b>	
<b>HANDLED HAMMERS—</b>	
Humason & Beckley.....	40&10%
Magnetic Tack, Nos. 1, 2, 3.....	\$1.25
\$1.50&\$1.75.....	40&10%
H. & B. Tack.....	50&10%
Maydole's.....	33&45&5&10&10%
Peck, Stow & Wilcox.....	40&10&10%
A. E. Nail.....	40&10%
Engineers and B. S. Hand.....	60&10%
Sargent's New List.....	45&45&10%
Verree.....	55&10%
Warner & Noble's New List.....	25%
<b>HEAVY HAMMERS AND SLEDGES—</b>	
Under 3 lb.....	per lb 40c
3 to 5 lb.....	per lb 35c
Over 5 lb.....	per lb 30c
Wilkinson's Smiths.....	95&10c per lb
<b>Hammock Ropes—</b>	
Covert Mfg. Co.:	
Jute.....	35%
Sisal.....	20%
<b>Hand Cultivators—</b>	
Ulrich Mfg. Co.:	
Osborne's.....	per doz., \$15.00
<b>Handles—</b>	
<b>IRON, WROUGHT OR CAST—</b>	
Chest Handles, Sargent's.....	50&10%
Chest Handles, Stearns' No. 1, Door	
or Thumb.....	80c 70%
Nos.....	0 1 2 3 4
per doz.....	\$0 \$1.00 \$1.08 \$1.35 \$1.50
50&10%	
Drawer Handles.....	60%
Ring Handles.....	70%
Roggin's Latches.....	35&35&10%
Shelf Box Handles.....	65%
Trunk Handles.....	60%
Tub Handles.....	60&10%
<b>STORE DOOR HANDLES—</b>	
Bronzed, with Cylinder Lock.....	50%
Bronzed.....	50&50&10%
Japanned, with Nuts.....	45&10%
Japanned, with Plate.....	45&10%
Japanned, without Plate.....	45&10%
<b>DOOR PULL—</b>	
Bar.....	60&60&10%
Barn Door.....	50&10%
Chest and Lifting.....	60&60&10%
Drawer Pulls.....	50&10&60%
Plain B. M.....	60&60&10%
Push Plates, Sargent's List.....	60&60&10%
Sash Pull Plates.....	70&10%
Sash Pulls.....	60&10&10%
Window Pulls.....	60%
<b>WOOD—</b>	
Auger, assorted.....	per gr. \$2.25&2.50
Auger, large.....	per gr. 3.00&3.25
Auger, Douglass' Pat., set, No. 1,	
\$1.00; No. 2, \$1.40.....	60&10%
Auger, Ives' Pat., No. 1.....	60&10%
No. 2 to 325.....	40%
Auger, Swan's Pat., set, No. 3,	
\$1.00; No. 4, \$1.25.....	25&10%
Brad Aul.....	per gr. \$1.75&\$2.00
Chisel, Worcester, Leather Cap'd.....	1.50
Disston's Crosscut.....	50%
File, assorted.....	per gr. \$1.25&1.40
Firmer Chisel, Apple, assorted, per gr.	
\$2.25&2.50	
Hammer, Hatchet, Axe, Sledge, etc.,	
50&25%	
Hoe, Rake and Fork.....	60&10&60&10&5%
"Simplicity" File Handles, per gr.	
\$ .90&1.50	
Saw and Plane.....	40&10&50%
Shovel and Spade, Wood D. Handle,	
50&50&10%	
<b>CROSS-CUT SAW HANDLES—</b>	
Atkins.....	40%
Champion.....	45&45&10%
<b>Hangers—</b>	
American Trackless.....	33&4&20%
Barn Door, old pattern.....	60&10%
Barn Door, New England.....	65&70%
Barry, \$4.00.....	50&10%
Best Anti-Friction.....	60&10%
Challenge Barn Door.....	50%
Cronk's Roller Bearing.	
No. 0.....	\$4.50 net per dozen.
No. 4.....	5.50
No. 5.....	6.50
60&10&5%	
Cronk's Steel, cov'd, Loose Axle.....	60&5%
Coburn.....	40%
Davis Parlor Door.....	50&50&5%
Duplex (Wood Track).....	60&10&5%
Kidder's.....	50&50&10%
Lane's Barn Door:	
Barn Door, Standard.....	60&10%
Covered.....	50&10&10&5%
Special.....	60&10%
No. 50.....	60&10%
Parlor:	
Standard.....	per set, net, \$3.25@
Ball Bearing.....	4.00@
New Model.....	2.75@
New Champion.....	2.40@
Manhattan.....	60%
McKinney's "None Better" No. 2,	
\$18.00; No. 1 Special, \$15.00,	
dozen pairs.....	60&10%
Richards' Single Track, Steel.....	40&10%
Richards' Anti-Friction.....	50%
Victor, No. 1, \$15.00; No. 2, \$20.00;	
No. 3, \$25.00; No. 4, \$35.00.....	60&10&25%
Warner's Patent.....	20&10&10%
Wilcox's New Century.....	50&10&10%

Nos.....	1	2	3	4
	\$14	\$17	\$19	\$20



Enterprise	25@25&71/4
Nos. 5 10 12 30 22 33	
Each	\$2 \$3 \$2.50 \$5 \$4 \$6
Hales Pattern, $\frac{1}{2}$ doz.	70@70&5
Nos. 11 12 13	
	\$27 \$33 \$45
Home No. 1, $\frac{1}{2}$ doz.	\$26 .60
Little Giant	50&10
Nos. 805 810 812 830 822	
	\$35 \$48 \$44 \$72 \$68
Miles' Challenge, $\frac{1}{2}$ doz.	45@45&10
Nos. 1 2 3	
	\$22 \$30 \$40
Woodruff's, $\frac{1}{2}$ doz.	33 1/2
Nos. 100 150	
	\$15 \$18
Beef Shavers (Enterprise)	25@30
Chadborn's Smoked Beef Cutter	
$\frac{1}{2}$ doz.	\$60.00

**Meat Juice Extractors—**

Enterprise	25@30
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**Metals, Anti-Friction—**

Magnolia Metal Co.	$\frac{1}{2}$ lb
Magnolia, Anti-Friction	25c
No Name	15c
Mystic	10c
f. o. b. New York or Chicago.	

**Melting Ladles—**

Monroe's Patent	$\frac{1}{2}$ doz. \$4.00, 40%
P. S. & W.	35&10&40
Reading	50&10
Sargent's	60@60&10
Warner's	30

**Mitre Boxes—**

C. E. Jennings & Co.	40%
Seavey's, $\frac{1}{2}$ doz.	\$30 .40%

**Mop Wringers—**

Matchless (Canton, O.), $\frac{1}{2}$ doz.	\$12.00
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**Motors—**

COFFEE MILL—	
Specialty Novelty Co.	each \$5.00

**Nails—**

WIRE AND CUT NAILS—	
See Review of the Markets for quotations.	
Wire Nails and Brads, Papered, Ass'n list, July, 1899	85@85&10%

**PICTURE—**

Brass Head, Combination list	70%
Brass Head, Sargent's list	70@70&5
Niles' Patent	40%
Porcelain Head, Comb'n list	40%
Porcelain Head, Sargent's list	50%

**FURNITURE—**

Antique Bronze	10%
China	25%
Fire Gilt	10%
Plain	40%

**Nail Pullers—**

Ajax, 5 lbs	$\frac{1}{2}$ doz. net \$7.50
Black Hawk, $\frac{1}{2}$ doz.	\$9.00
Cyclops	35%
Eclipse, $\frac{1}{2}$ doz. 18.00, 25&10&10	
Eureka, No. 74	$\frac{1}{2}$ doz. net \$8.50
Eureka, No. 75	$\frac{1}{2}$ doz. net 8.00
Giant, No. 1, $\frac{1}{2}$ doz. \$18.00; No. 1 1/2	
\$16.50; No. 2, \$15.00	20&5
Lightning, $\frac{1}{2}$ doz. \$18.00, 20%	
National, $\frac{1}{2}$ doz. 24.00, 10%	
Pellcan, $\frac{1}{2}$ doz. \$9.00, 40@40&10	
Scranton Improved, in Case Lots:	
Small, No. 3	$\frac{1}{2}$ doz. \$5.00
" No. 3 B	$\frac{1}{2}$ doz. 5.00
" No. 3 D	$\frac{1}{2}$ doz. 4.00
Large, No. 1	$\frac{1}{2}$ doz. 6.70
" No. 2	$\frac{1}{2}$ doz. 5.75
" No. 2 B	$\frac{1}{2}$ doz. 5.50
" No. 2 D	$\frac{1}{2}$ doz. 4.50

**Nail Sets**

Buck Bros	27 1/2
Cannon's Diam'd Point, $\frac{1}{2}$ gro.	\$12.25
Hamason's	50&10
	$\frac{1}{2}$ gro.
Hunter's Cup Point, Knurled	\$10.00
Hunter's Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon	\$4.75
Corrugated	6.50
Knurled	9.00

**Nippers—**

Acme	50%
Smith's Cutting	50%
Todd's Cutting	50%

**Nut Crackers—**

Acme, Japanned	$\frac{1}{2}$ gro.
Acme, Nickel Plated	\$30.00 .30%
Turner & Seymour Mfg. Co.	50%

**Nuts—**

Hot pressed, square, blank	\$5.30
Hot pressed, hexagon, blank	6.00
Hot pressed, square, tapped	5.30
Hot pressed, hexagon, tapped	5.90
Cold punched, plain, square, blank	5.10
Cold punched, hexagon, square, blank	5.50
Cold punched, plain, square, tapped	4.90
Cold punched, plain, hexagon, tapped	5.30

**Oilers—**

Brass and Copper	40&10@60%
Cushman & Denison's	$\frac{1}{2}$ doz.
Gem	.50
Leader	.60
Perfect Oilers	1.50
Star Pocket Oilers	.75
Draper's:	
Brass	70&10
Steel	70&10
Malleable, Hammers, New Style	10&5@20%
Malleable, Hammers, Old Pattern, same list	50&10
"Paragon," Brass	5&10@60%
"Paragon," Zinc	70@70&10
Tower & Lyon Bicycle	25%
Wilmot & Hobbs Mfg. Co.'s Steel	
Anti Rust	70&10@75%
Zinc and Tin	60&10@65%

**Oil Stones, etc.—**

**OIL STONES—**

Pike's Washita:	
Lily White, $\frac{1}{2}$ lb	\$ .60
Pike's Washita Mounted No. 1: $\frac{1}{2}$ doz.	\$12.00
8x2	11.00
7x2	10.00
6x2	9.00
5x2	7.00
4x1 1/2	5.50
3 1/2 x 1	
Discount, 33 1/2 & 10%.	
Pike's Washita Axe Stones:	
About 2x2x 1/4 to 1 1/2, $\frac{1}{2}$ lb	\$ .24
About 2x2x 1/4, extra selected	.40
Discount, 33 1/2 %.	
India Oil Stones	25@33 1/2 %

**Packing, Steam—**

**RUBBER—**

Boston Belting Co.:	
"Boston"	.60%
"Excelsior" Plumbago, Pure, $\frac{1}{2}$ lb	\$1.00 .50&10
Extra	.60%
Standard, Fair Quality	70&10@75%

**MISCELLANEOUS—**

American Packing	9c@10c
Cotton Packing	13c@14c
Italian Packing	10 1/2 c@12c
Jute	5c@6 1/2 c
Russian Packing	12c@13 1/2 c

**Padlocks—**

See Locks.

**Papers—**

APPLE—	
Advance	$\frac{1}{2}$ doz. \$4.50
Baldwin	5.00
Bonanza	each 5.00
Dandy	7.50
Eureka, 1898	each 16.00
Family Bay State	12.00
Improved Bay State	\$27@30.00
Little Star	4.00
New Lightning	5.50
Penn	3.75
Perfection	4.00
Reading, 72	4.00
Reading, 78	7.00
Scott's Pat. Rotary	\$15.00, 30%
Turntable, Old Style	4.50
Turntable, 1898	5.50
White Mountain	4.00
POTATO—	
Saratoga	$\frac{1}{2}$ doz. \$5.50
White Mountain	4.50

**Pencils—**

Dixon's:	
Carpenter's	$\frac{1}{2}$ gro. \$2.67@8.75
Carpenter's, Blue or Red	
Lead	4.00@7.50
Lead	2.18@4.88
Lumber	6.87
Mascot, Hexagon	8.75
Mascot, Round	3.10

**Percussion Caps—**

See Ammunition

**Picks—**

Railroad or Adze Eye, 5 to 6, \$12.00.	
6 to 7, \$13.00	60&10@60&10&10

**Planes and Plane Irons—**

WOOD PLANES—	
Bailey's (Stanley R. & L. Co.)	
Bench, First Quality	45@45&10
Bench, Second Quality	50@50&10
C. E. Jennings & Co.	50&10
Molding	40&5
IRON PLANES—	
Chaplin's Iron Planes	50&10@60%
C. E. Jennings & Co., Iron	50&10
Sargent's	60%
Standard Tool Co.	50@50&5
Stanley Rule & Level Co.:	
Bailey's	50&100
Miscellaneous	25&10
Steer's Iron Planes	50&15

**PLANE IRONS—**

Aburn "Thistle"	80&10@40%
Ohio	
Sandusky	
Buck Bros	30%
Butcher's	\$5.00@5.25 to 5
C. E. Jennings & Co.	25&10
Stanley Rule & Level Co.	50&10
L. & I. J. White	20&5@25%

**Pliers and Nippers—**

Button's	70%
Carew's Pat. Wire Cutters	35%
Cronk's:	
Button Pattern	70%
Fencing Pliers, $\frac{1}{2}$ doz.	\$12.00 .25%
Flat and Round Nose	40%
Gas Pliers, No. 100	40%
Stubb's Pat. Pliers	50%
Wire Cutter and Bender	60%
Hall's Nippers, $\frac{1}{2}$ doz. No. 2, 5 in.	
\$18.50; No. 4, 7 in., \$21.00	40&10
Hall's Pliers	70%
Humason & Beckley Mfg. Co. 50@50&10	
Wm. Johnson's Gas Pliers	60%
Morrill's Parallel, $\frac{1}{2}$ doz.	\$12.00 .80&5
Smith's Slide Cutting	35%
P. S. & W. Cast Steel	50@50&5
P. S. & W. Timmers' Cutting Nippers	add 6% dis. 10%

**Flow Bolts—**

See Bolts.

**Plumbs and Levels—**

Cook's	40&10&10
Davis:	
Inclinometers	90%
Iron Levels	25&10
Diston's	70%
Machinists'	25%
Pocket Levels	70&10@75%
Stanley's	70&10@70&10&10
Stanley's Diplox	25&10&10
Stratton's Pat.	25%
Wood's Extension Sight	35%

**Poachers—**

See Egg Poachers.

**Police Goods—**

Tower & Lyon's	25%
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**Polish Metal—**

Prestoline Liquid, New List	40%
Prestoline Paste	33 1/2 @40%
U. S. Metal Polish Paste, 8-oz. boxes, $\frac{1}{2}$ doz	\$ .50
$\frac{1}{2}$ gross	4.50
1 1/2-lb. boxes, $\frac{1}{2}$ doz	1.35
1 lb. boxes, $\frac{1}{2}$ doz	2.25
U. S. Liquid, 8-oz. cans, $\frac{1}{2}$ doz	1.25
$\frac{1}{2}$ gross	12.00
Barkeeper's Friend Metal Polish, $\frac{1}{2}$ doz	1.75
$\frac{1}{2}$ gross	18.00

**Polish, Stove—**

Dixon's Plumbago	$\frac{1}{2}$ lb
Joseph Dixon's	$\frac{1}{2}$ gro. \$5.75, 10%
Gem	$\frac{1}{2}$ gro. 4.50, 10%

**Poppers, Corn—**

Round or square, $\frac{1}{2}$ doz. $\frac{1}{2}$ gro.	
1 qt.	\$ .75 \$ 7.00
1 1/2 qt.	.85 9.50
2 qt.	1.15 10.50
Quincy Corn Popper, 1 qt., $\frac{1}{2}$ doz.	
\$3.00; 2 qt., \$4.00	33 1/2 %

**Post Hole Diggers—**

Diston's Samson Digger	\$34.00, 25%
Iwan's Split Handle, $\frac{1}{2}$ doz. net	\$8.50
Iwan's Perfection, $\frac{1}{2}$ doz. net	\$9.00
Ryan's	$\frac{1}{2}$ doz. \$20.00, 25%

**Post Hole Augers—**

Iwan's Patent Improved	40%
Vaughan's, 6 to 9 in., $\frac{1}{2}$ doz. net	\$6.00

**Potato Hooks, etc.—**

Hoe Down Hooks	75&10&25
Hop Hooks	60&10&25
Potato Hooks	.70%

**Powder—**

See Ammunition.

**Presses—**

See Fruit and Jelly Presses.

**Primers—**

See Ammunition.

**Pruning Hooks and Shears—**

Cronk's Pruning Shears	33 1/2 %
Cronk's Heavy Pattern, $\frac{1}{2}$ doz.	\$2.50 net
Diston's Combined Pruning Hook and Saw	$\frac{1}{2}$ doz. \$18.00, 25@25&10
Diston's Pruning Hook, $\frac{1}{2}$ doz.	\$19.00, 25@25&10
Henry's:	
Pruning Shears	40&5
Orange	50&30
Grape	50&10
Trees	75%
E. S. Lee & Co.'s Pruning Tools	40%
P. S. & W. Co.'s Shears	60%
Waters' Tree Pruners	75&10
Wheeler, M. & C. Co.'s Combination	$\frac{1}{2}$ doz., \$12.00, 25&10%

**Pulleys—**

Awning	60@60&10
Axle	50&10@60%
Brass Screw	45&10
Ceiling	50@10&20
Clothes Line, Japanned	60%
Common Sense	60%
Dumb Water	60@60&10
Empire Sash Pulley	60%
For all steel:	
Nos. 3 & 7, 2 1/2-inch wheel, $\frac{1}{2}$ doz.	3%
No. 9, 1 1/2-inch wheel, $\frac{1}{2}$ doz.	30c
No. 10, 2-inch wheel, $\frac{1}{2}$ doz.	30c
Extra for plated finish, $\frac{1}{2}$ doz.	20c
Extra for antique bronze finishing, $\frac{1}{2}$ doz.	10c

Hay Fork, Swivel Eye, $\frac{1}{2}$ doz.	
4-inch, \$3.75; 6-inch, \$5.00	55%
Hay Fork, Harris, 4 1/4-inch, $\frac{1}{2}$ doz.	\$6.00
	50&10
Hay Fork, 5-inch, Solid, \$5.70	50%
Hot House	50&10@50&10&10
Stowell's Anti-Friction, 6-in. Wheel, $\frac{1}{2}$ doz., \$13.00	40%
Side, Anti Friction	50%
Shade Rack	45%
Upright	50&10@50&10&10

**Pumps—**

Cistern, Best Grades	50&10@60%
Pitcher Spout, Best Grades	70&10%
F. E. Myers & Bro.:	
No. 1, Fig. 828, 8 in. Shallow Well Pump	\$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump	15.00
No. 5, Fig. 307, 3 in. Deep Well Pump	15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump	17.00
No. 14, Fig. 521, 3 inch Deep or Shallow Well Pump	15.00
No. 32, Fig. 522, 3 in. Deep Well Pump	17.00
No. 50, Fig. 521, 3 in. Shallow Well Pump	14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump	17.00
No. 70, Fig. 533, 2½ in. Deep Well Pump	15.00
No. 72, Fig. 533, 3 in. Deep Well Pump	15.00
No. 75, Fig. 333, 3½ in. Deep Well Pump	16.00
No. 102, Fig. 443, 3 inch Lift Pump	9.00
No. 108, Fig. 443, 3½ in. Lift Pump	11.00
No. 128, Fig. 510, 3 in. Lift Pump	7.00
No. 131, Fig. 510, 3½ in. Lift Pump	8.50
No. 225, Fig. 389, Windmill Pump	12.50
No. 235, Fig. 403, Windmill Pump	16.00
No. 240, Fig. 406, Regulator Pump	23.00
No. 255, Fig. 573, Cyclone Tank Force Pump	16.00
No. 277, Fig. 483, Geyser Tank Force Pump	16.00
No. 283, Fig. 513, Low Down Tank Force Pump, complete	11.50
No. 320, Fig. 492, Bucket Spray Pump	5.00
No. 330, Fig. 547, Knapsack Spray Pump	10.00
Discount, 50% f. o. b. Ashland	

**Razors—**

Electric.....List net  
"John Engstrom".....net prices  
J. R. Torrey Razor Co. ....20%  
Westenholm and Butcher, \$10.00 to  
£.....10%

**Registers and Ventilators—****HOT AIR—**

New List, Sept. 2, 1901:  
Black Japanned.....70%  
White Japanned.....70%  
Bronzed Finishes.....70%  
Electro-Plated.....70%  
Nickel Plated.....70%  
White Porcelain.....60%  
Solid Brass and Bronze Metal.....50%

**Rings—**

See Bull and Hog Rings.

**Rivets and Burrs—**

Belt with Burrs.....40&5@40&10%  
Hose with Burrs.....40&5@40&10%

**IRON—**

List, Nov. 1, 1894.

Ordinary, in bulk.....70%  
Thousand, in bulk.....70%  
Thousand in papers.....70%  
Coopers', in bulk.....70%  
Block and Carriage, in papers.....70%  
Hame.....70%  
Belt with Burrs, Tinned or Cop-  
pered.....70%

**Rivet Sets—**

Regular List.....70%

**Rollers—**

Lane's, Stay.....83½%

**Rope—**

Cotton Rope, Best,.....  
1/4 inch and larger.....14c  
Medium, 1/4 in. and larger.....12c  
Common, 1/4 in. and larger.....10c  
Jute Rope:  
A grade.....6c  
C grade.....5c  
Manila:  
7-16 in. and larger.....10 c  
3/4 in.....10½c  
1/2 and 5-16 in.....11 c  
Hay Rope, Medium.....10½c  
Sisal:  
7-16 in. and larger.....8 c  
3/4 in.....8½c  
1/2 and 5-16 in.....9 c

**Rules—**

Athol, Steel.....83½%  
Boxwood.....75&10&10&10%  
Ivory.....85&10&35&10&10%  
Lufkin's:  
Steel.....55%  
Lumber.....50&10%  
Miscellaneous, Stanley's.....55&10%  
Starrett's Rules and Straight Edges,  
Steel.....25&10

**Sad Irons—**

Chinese Laundry.....  
Chinese Sad.....  
Crown, Polished.....  
Crown, Nickel.....  
Common 4 to 10.....

**COLD HANDLED—**

Enterprise Mfg. Co. of Pa. ....30&5%  
Self-heating.....  
Self-heating, Tailors'.....  
Sensible Nickel.....  
Sensible Polished.....  
Sensible, Tailors'.....

**Safety Fuse—**

See Fuse.

**Safety Lifts—**

Burr Mfg. Co., Steel.....50@60%

**Sand and Emery Paper and Cloth—**

Baeder, Adamson & Co.'s:  
Emery Cloth.....50&10%  
Garnet Paper.....30@80&5%  
Sand and Emery Paper.....50&10%

**Sash Balances—**

Caldwell Mfg. Co.....50%

**Sash Chain—**

Competition.....50&10%  
Giant.....40%  
Monarch.....40&10%  
Red Metal.....40&10%  
Steel.....40&10%

**Sash Cord—**

Cable Laid Italian.....  
Cable Laid Russia.....  
Common India.....  
Patent Russia.....  
Patent India.....

**Samson:**

"Mass." White, Cotton.....22½@24c  
"Samson" Braided White, Cotton.....  
"Samson" Braided Drab, Cotton.....  
"Samson" Braided Italian Hemp.....  
"Samson" Braided Linen.....  
Silver Lake:  
A Quality, Drab.....  
A Quality, White.....  
B Quality, Drab.....  
B Quality, White.....  
United States:  
B Quality.....  
C Quality.....  
White Cotton, Hard Braided.....

**Sash Fasteners, Holders, &c.**

Sash Lifts.....60&10&10%  
Sash Lifts Flush.....60%  
Sash Lifts With Lock.....60&10&10%  
Sash Rollers.....70%  
Shutter Bars.....60&10&10%  
Shutter Sheaves.....60%  
Window Screen Sash Lifts.....66½%

**Sash Locks—**

Champion Meeting Rail.....70%  
Champion Side.....60%  
Davis, Bronze, Barnes Mfg. Co.....60%  
Elting's Ventilating.....40%  
Fitch's:  
Iron.....70%  
Bronze and Brass.....66½%  
Gale's Automatic, List Nov., 1897.....65%  
Ives' Patent:  
Wrought Steel.....60%  
Bronze M. Knob.....60%  
Wrought Bronze and Brass.....55&5%  
Cast Iron.....65%  
Cast Bronze and Brass.....62½%  
Payson's Perfect.....70%  
Reading.....60&10%

**Sash Weights—**

Small lots.....  
Ton lots at factory.....

**Sausage Stuffers or Fillers—**

Draw Cut, No. 4.....each \$30.00, 20%  
Enterprise Mfg. Co.....25@25&7½%  
National Specialty Mfg. Co.....25%

**Saws—**

Atkins:  
Band 7 to 14 in. Wide.....60&10%  
Band 2 to 6 in. Wide.....60%  
Band 1/4 to 2 in. Wide.....60%  
Butcher, Pruning and Compass.....40&5%  
Circular.....50&10%  
Cross Cut.....35&5%  
Gang.....50%  
Hand, Panel and Rip.....40%  
Wood.....40%  
Dixon's:  
Circular, Solid and Inserted Tooth.....50%  
Band 8 in. to 14 in. Wide.....60%  
Band 1/4 in. to 2 1/2 in.....70%  
Cross Cuts.....45%  
Narrow Cross Cuts.....55%  
Mulay, Mill and Drag.....50%  
Framed Wood Saws.....25%  
Wood Saw Rods.....40%  
Hand Saws, Nos. 12, 99, 9, 16, D100,  
D8, 190, 76, 77, 8.....25%  
Hand Saws, Nos. 7, 107, 107½, 3, 1,  
0, 00, Combination.....80%  
Compass, Keyhole, Pruning, Dove-  
tail, &c.....25%  
Butcher Saws and Blades.....25%  
Haines' Needle Point.....40%  
C. E. Jennings & Co.'s:  
Butcher.....25&10%  
Hand Panel, Rip and other Saws.....25@30%  
Peace:  
Cross Cuts.....45&10%  
Hand Panel and Rip.....25&10%  
Richardson:  
Circular and Mill.....50@60&10%  
X Cuts.....45&10%  
Hand Saws.....25&10%  
Star, Butcher.....25%  
Woodrough & McParlin Cross Cuts.....45&10%

**HACK SAWS AND FRAMES—**

Chatillon.....80%  
Dixon's:  
Concave Blades.....25%  
Keystone, Flexible Back and Ma-  
chine Blades.....80%  
Hack Saw Frames.....80%  
Griffin's:  
Complete.....40@45%  
Saw Blades.....4%  
Star, Saws and Blades.....25%

**Saw Filer—**

Dixon's D8 Clamp and Guide, \$30.00  
doz.....25%

**Saw Frames—**

C. E. Jennings & Co.....20%  
Richardson's Wood.....25%

**Saw Sets—**

Atkins:  
Criterion Saw Sets.....  
Excelsior Saw Tools.....  
Bemis & Call Co.'s:  
Cross Cut.....  
Hammer, New Pat.....  
Plate.....  
Spring Hammer.....  
Dixon's Monarch, Nos. 1 & 10 and  
Star.....  
Hart's Pat. Lever.....  
Kohler's:  
"Giant Royal".....  
"Royal".....  
Leach's.....  
Morrill's:  
No. 1, \$15.00; No. 10, \$15.50; No. 11,  
\$16.00.....  
Cross Cuts Nos. 3 and 4, \$23.00; No.  
5, \$31.00.....  
Richardson's.....  
Seymour Smith & Son, Hammer  
doz.....  
Stillmans.....  
Taintors Positive.....

**Scales—**

Chatillon's:  
Eureka.....  
Favorite.....  
Grocers' Trip Scales.....  
Family, Turnbull's.....  
Hatch:  
Counter, No. 171.....  
Tea, No. 181.....  
Union Platform Plain.....  
Striped.....

**Scale Beams—**

Chatillon's No. 1.....  
Chatillon's No. 2.....

**Scrapers, &c.—**

Adjustable Box Scraper (S. R. & L.  
Co.) \$6.00.....  
Box, 1 Handle.....  
Box, 2 Handle.....  
Foot.....  
Ship, Common.....  
Ship, R. I. Tool Co.....

**SIDEWALK—**

Kohler's, Steel No. 7.....

**Screens—****DOOR—**

Phillips:  
1/4 in., Style E, Fancy Screen  
Doors.....  
1/4 in., Style G, Common Screen  
Doors.....  
1/4 in., Style K, Fancy Screen  
Doors.....  
1/4 in., Style K4, Fancy Screen  
Doors.....

**WINDOW—**

Porter Screen Mfg. Co.....  
Phillips:  
Bonanza Screens.....  
Express.....  
Flyer.....  
Perfection Screens.....  
Northwest.....  
Window Screen Frames.....

**Screw Drivers—**

Brace Screw Drivers.....  
Buck Bros.....  
Screw-Driver Bits.....  
Champion.....  
Dixon's Flat Blade, Electric, Tele-  
graph and Cabinet Makers'.....  
Electric Spiral No. 01.....  
Electric Spiral No. 02.....  
Ellrich's Socket and Ratchet.....  
Fray's Hol. Hdle. Sets, No. 3.....  
Howard-Allard.....  
C. E. Jennings & Co.....  
Jennings & Griffin.....  
Jones Reversible Spiral No. 1.....  
Sargent & Co.'s:  
No. 1 For. Blade.....  
Nos. 30 and 40.....  
Screw-Driver Bits (Snell's).....  
Stanley R. & L. Co.'s:  
No. 64, Varnished Handles.....  
No. 86.....  
Snell's Nos. 5 and 10.....  
Tower & Lyon:  
Champion.....  
Magazine.....  
Machinists'.....  
Balsley's Patent.....  
Williamson's:  
Beauty.....  
Gem.....  
C. T. Williamson Wire Novelty Co.....

**Screws—****WOOD SCREWS—**

List, January 1, 1900.  
Brass, Flat Head.....  
Brass, Round Head.....  
Bronze, Flat Head.....  
Bronze, Round Head.....

Drive Screws, Diamond Point.....  
Iron, Bright Flat Head.....  
Iron, Bright Round and Oval Head.....  
Nickel Plated, Iron Flat Head.....  
Nickel Plated, Iron Round Head.....

**MACHINE—**

List, January 1, 1898.  
Brass, Flat Head.....  
Brass, Round Head.....  
Iron, Flat Head.....  
Iron, Round Head.....

**COACH, LAG AND HAND RAIL—**

G. P. Coach. List, Feb. 14, 1895.  
Hand Rail.....  
Lag Screws. List, January 30, 1895.  
Cone Point.....

**BENCH, HAND, ETC.—**

Bench, Iron, doz., 1 in., \$3.25;  
1 1/2, \$3.50; 1 3/4, \$4.25  
Bench, Wood, Beech.....  
Chair.....  
Hand, Wood.....  
Jack Screws, Millers Falls, Roller  
Bearing.....  
Jack Screws, Millers Falls, without  
Roller Bearing.....  
Jack Screws, P. S. & W.....  
Jack Screws, Sargent's.....  
Plane Stool.....

**Scroll Saws—**

Barnes' No. 1, \$8; No. 6, \$10; No. 7,  
\$15.....  
Barnes' Scroll Saw Blades.....  
Cricket.....  
C. E. Jennings & Co.....  
Lester, complete, \$10.00.....  
Rogers, complete, \$4.00.....

**Scythes, Grass—**

Natural Finish.....  
Polished Blade.....  
Painted or Bronzed.....  
Weed and Bush.....

**Seeders—**

Raisin, Enterprise.....

**Shears—**

Acme (Cast).....  
Aetna, Steel Japanned.....  
Aetna, Steel Nickleled.....  
Barnard Lamp Trimmers.....  
Carrier Cutlery Co.:  
N. P. Straight Trimmers.....  
N. P. Bent Trimmers.....  
Japanned Straight.....  
Japanned Bent.....  
Heinisch's:  
St. Trimmers, etc.....  
Tailors' Shears.....  
Tinners' Snips.....  
Pruning. See Pruning Hooks & Shears.  
Seymour's Standard List:  
Japanned.....  
Nickleled.....  
Standard Cutlery Co.:  
Japanned.....  
Nickleled.....  
Star Brand:  
Nickel Scissors.....  
Nickel Shears.....  
Japan Shears.....  
Tailors' Shears.....  
Pruners.....  
Tinners' Snips.....

**Shears, Hedge—**

Wm. Wilkinson & Sons.....

**Sheaves—****SLIDING DOOR—**

Corbin's list.....  
Hatfield's Pattern.....  
M. W. Co., list July, 1898.....  
Stowell's Anti-Friction.....  
Patent Roller.....  
R. & E., list August 15, 1895.....  
Russell's Anti-Friction, list Decem-  
ber 18, 1895.....

**SLIDING SHUTTER—**

Reading list.....  
R. & E. Mfg. Co.'s.....  
Sargent's list.....

**Shells—**

See Ammunition.

**Shot—**

See Ammunition.

Shovels and Spades—

Association prices to small trade.  
No. 2, Polished, Square or Round  
Point, D or L Handle:

A1,	B2,
1st Grade.	2d Grade
Plain Back.....\$10.50	\$9.60
Strap Back.....9.90	9.00
Cleveland Pattern. 10.90	9.90
C3,	D4,
3d Grade.	4th Grade
Plain Back.....\$8.70	\$8.10
Strap Back.....8.10	7.50
Cleveland Pattern. 8.40	7.80

All other sizes, add 30c. doz.  
Black, deduct 30c. doz.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&10%

Shutter Bars—

Ives.....45%
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Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Munter's Genuine. 7 gross, \$10@11.50
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Skate Sharpeners—

Bareks.....7 doz. \$1.75; 7 gro. \$18.00
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Slaw and Kraut Cutters—

Diaston's:

Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9.....55%
Kraut Cutters, 38x12, 40x14.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....7 gro. \$16.50@20.00
2 Knives.....7 gro. 22.50@30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%
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Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Anchor (T. & S. Mfg. Co.).....55%
Cockeyes.....66%
Fitch's:
Bolt.....45%
Bristol.....40&10
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66%
Covered Spring.....50@55%
Covert Mfg. Co.:
Breast Strap Buckle Snaps.....45%
Breast Strap Protector.....45%
Double for Bits or Trace Carrier.....45%
Trojan Snaps.....40%
High Grade Snaps.....35%
Jockey Snaps.....40%
Derby Snaps.....35%
Rope Snaps.....40%

Snaths—

Scythe.....40@45%
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Soldering Irons—

Covert Mfg. Co.....20%
------------------------

Spoke Shaves—

Bailey's (Stanley R. & L. Co.).....50&10%
Iron.....7 doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 3d quality.....33%

Spoons and Forks—

Boardman's:

Britannia Spoons, Catalogue "C" net, List
Nickel Silver, Catalogue "C" net, List

SILVER PLATED PLAT WARE—

L. Boardman & Son.. Catalogue "C" net List

"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....50%

KNIVES AND FORKS NO. 12—

"1847".....7 doz. net. \$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Diaston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares, 25%
Try Square and T Bevel.....60&10
Winterbottom's Try and Mitre.....40&10%
Nickel-Plated. New List Jan. 5, 1900.....65&10@70%
Steel and Iron.....65&10@70%

Staples—

Barbed Blind—1/4, 5/8, and 3/4 inch, 7 doz. 84c. @9c.
---

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50.....66%
" Nos. 55 and 56.....70&10%
" No. 60.....60%
" No. 65.....60&10%

Steels—

Chatillon's.....30%
---------------------

Stocks and Dies.

BICYCLE—

Holroyd & Co.....35%
----------------------

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33%&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%
----------------------------

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.

American Cut Tacks.....90&25%
S. S. Cut Tacks.....90&30%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%

Swedes Iron Tacks:

S. S.....90&10&10%
Bill Posters' and Railroad Tacks:
S. S.....90&40%
Common and Patent Brads.....70&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&40%
Hungarian Nails, Steel.....80&15%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers' Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens, 90&10&10&10&10&10%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers—

Columbia, No. 1, 7 doz., net.....\$1.00
Columbia, No. 2, 7 doz., net.....1.50
Little Jack.....7 doz.....1.00

Tapes, Measuring—

American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Steel.....33%&40%
Chestermans.....25@25&5%
Kenfel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic.....30@33%&4%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@45&5%
Machine Screw.....70&10@75%
Machinists' Hand.....60@60&10&10%
Pipe, 1/4 to 1 1/2.....80&80&10%
Pipe, 2 to 4.....70@70&10%

Thumb Latches—

See Handles.

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".....35%
Cook's.....25%
Sargent's.....40&10%
Stanley's.....30&10%
Tower & Lyon.....35%&4%
Prentiss.....30@25%

Tracks, &c.—

F. E. Myers & Bro.:

Comb. Car, Double Steel T.....\$3.50
Comb. Car, Wood Track.....3.25
Common 6 in. Wood Sheave Pulley, Fig. 433.....7 doz. 1.75
D. H. Fork, Steel Regular.....each, .85
Double Grapple Fork.....each, 8.50
Double Rail Steel Track, complete with clamps.....7 ft. .10
Faultless Steel Frame K. P. Pulley, Fig. 435.....7 doz. 2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485.....7 doz. 1.90
Floor Hooks 3/4 in.....7 doz. .70
Floor Pulley, Wood Sheave, Fig. 486.....7 doz. 2.25
Hanging Hooks for Double Steel Track.....7 doz. .65
Hanging Hooks for Single Steel Track.....7 doz. .65
Hanging Hooks for Wood Track, 10 in.....7 doz. .55
Hanging Hooks for Wood Track, 14 in.....7 doz. .65
Malleable Frame K. P. Pulleys, Fig. 676.....7 doz. 2.40
Malleable Rafter Brackets, 7 doz. .40

Nellis Fork.....each, 1.60
New Myers Iron Rod Car.....3.25
Reed Wood Frame Pulley with Hook, Fig. 434.....7 doz. 2.00
Rev. Car., Double Steel Track.....3.50
Rev. Car., Wood Track.....3.25
Rope Hitch.....7 doz. 1.75
Single Rail Car, Single Steel T.....3.50
Single Rail Steel Track with clamps.....7 ft. .09
Sprout's Shear Fork, each.....\$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, 7 doz.....1.85
Sure Grip Sling Car, Steel or Wood Track.....6.00
Walker Fork, each.....1.25
Wrought Rafter Brackets, 7 doz......40

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spring.....50@50&10%
Crescent.....70@70&10%
Dickson's......60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 308 and 304, 7 100.....\$12.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

FLY—

Balloon.....7 doz. \$1.25, 7 gro. \$12.00
Globe.....7 doz. 1.25, 7 gro. 12.00
Harper.....7 doz. 1.40, 7 gro. 15.00

GAME—

Star, Blake's Pattern.....60&10&10%
Enterprise Mole......15%
H. & N......65%
Newhouse.....45@50%
Victor......75%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Bonanza, 7 doz.....90c@1.00
Mouse, Catch-em-alive, 7 doz. \$2.50, 15%
Mouse, Delusion.....40%
Mouse, Ideal, 7 gro.....\$9.00
Mouse, Round Wire, 7 doz.....\$1.00, 10%
Mouse, Wood, Choker, 7 doz. holes, 9@10c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each \$1.13, 7 doz.....\$12.00
No. 3, Rat, 7 doz., \$6.00; case of 50.....5.25
No. 3 1/2, Rat, 7 doz., \$4.75; case of 72.....4.25
No. 4, Mouse, 7 doz., \$3.50; case of 72.....2.75
No. 5, Mouse, 7 doz., \$2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, 7 gro., \$15.00; No. 2, 7 gro.....\$15.00
Mouse, No. 3.....9.00
Smith & Egge Mfg. Co.:
Superior Rat Trap.....\$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels—

Brade's Brick.....30%
-----------------------

Diaston's:

Brick and Pointing.....80%
Plastering.....25%
"Standard Brand" and Garden.....40%
C. E. Jennings & Co.:
Brick.....80%
Plastering.....25%
Pointing.....30%
W. & MCP, Plastering.....25%
Peace's Plastering.....25@25&5%
"Rose" Brick, Plastering and Moulders.....25&5%

Vegetable Slicers—

Enterprise Mfg. Co.....25%
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Vises—

Solid Box.....40&10@50%
V. W. & W.....40%
Fisher-Norris.....15&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60%
Adams, Diamond.....40%
Bonney's Champion.....40%
Fisher & Norris Double Screw.....15%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33%&4%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%



Millers Falls:	
Mechanics'.....	net@10%
Oval Slide.....	50&10%
Ball Clamp.....	4%
Gravity.....	net
Hand.....	15%
Moore's.....	20%
Phenix.....	53 1/2%
Prentiss.....	20@25%
Sargent's.....	40%
Simpson's Adjustable.....	40%
Stephens.....	25@33 1/2%
Trenton.....	40@10&5%
Wright's Pipe.....	40%

## SAW FILERS—

Bonney's No. 2, \$15.00.....	40&10@50%
Cincinnati.....	40%
Stearns Com. No. 0, 1, 2 and 3.....	50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33.....	83 1/2@40%
Wentworth's.....	40%

## Wads—

See Ammunition.

## Wagon Jacks—

Covert Mfg. Co.'s, Steel.....	45%
Lane's Steel.....	33 1/2&5%

## Washer Cutters—

Otis A. Smith's.....	30&10&10%
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## Well Wheels—

Japaned, 8 to 14 inches.....	70%
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## Weed Extractors—

"Pastime".....	doz. \$1.75 net
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## Window Cleaners—

Barnes Mfg. Co.....	40%
Clayton's.....	25&10%

## Window Stop Adjusters—

Ives' New List.....	25&5%
Taplin's "Perfection".....	50%

## Wire Gauges—

See Gauges.

## Wire and Wire Goods—

Brass Wire.....	20%
Bright Wire Goods, New List.....	85&10%
Cast Steel Wire.....	50%
Copper Wire.....	15%
Annealed and Tinned on Spools.....	70%
Brass and Copper on Spools.....	60%
Spooled Wire, ass'd for Retailing.....	70%
Market Wire, Bright and Annealed:	
Nos. 6 to 9.....	70&10%
Nos. 10 to 18.....	72 1/2&5%
Nos. 19 to 26.....	75&7 1/2%
Nos. 27 to 36.....	75&10&2 1/2%
Coppered and Galvanized:	
Nos. 6 to 9.....	66 1/2&5%
Nos. 10 to 18.....	70%
Nos. 19 to 26.....	70&10%
Nos. 27 to 36.....	70&10&10%
Tinned:	
Nos. 6 to 14.....	70&10&5%
Nos. 15 to 18.....	70&5&5%
Nos. 19 to 26.....	70%
Nos. 27 to 36.....	60&10&10%
Picture Wire, List of Oct. 2, 1900.....	85&85&10%
Steel Music Wire, Nos. 12 to 30, imported.....	80@70c
Stub's Steel Wire.....	\$6.00 to \$ 83 1/2%

## Wire Clothes Lines—

See Lines.

## Wire Cloth, Netting, &amp;c.—

Galvanized Wire Netting 30&10@80&20%	
Painted Screen Cloth, good quality,	
100 sq. ft. \$1.00@1.10	

## Wire Rope—

New List July 1, 1899.....	
Cast Steel.....	80%
Iron.....	30@30&10%
Iron, Galvanized.....	25&10%

## Wire Rope Clips—

Crosby.....	25%
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## Wire Stretchers—

W. C. Heller's Grip.....	doz. \$1.50
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## Wrenches—

Agricultural.....	70&10@75%
Allen's Pocket (Bright).....	\$2.00@35.30
Alligator.....	70%
Baxter's.....	60&10%
Bemis & Call's:	
Briggs Pattern.....	30&10%
No. 2 Cylinder.....	55%
No. 3 Pipe, Bright.....	50%
Patent Combination Black.....	40&5%
Patent Combination Bright.....	40%
Bicycle:	
Club.....	40%
Superior.....	40%
Featherweight.....	40%
Protection.....	40%

## PAINTS, OILS AND COLORS.

## Oils—

Linseed, City, Raw, in barrels, 7 gal. 51c	
Linseed, City, Boiled, in barrels,	
7 gal. 58c	
Out of Town on Spot.....	7 gal. 51c
Calcutta, Raw, in barrels.....	7 gal. 85c
Lard, Prime City.....	7 gal. 70@72c
Extra, No. 1.....	50@52c
No. 1.....	43@44c

## Paints and Colors—

Barytes, Foreign Floated, 7 ton,	
\$30.00@31.00	
Barytes, American Floated, 7 ton,	
\$19.00@20.00	
Barytes, Crude.....	7 ton 9.00@ 10.00
White Lead, American, Dry, in bbls.	
7 b. 6@6 1/4c	
White Lead, American, in Oil, in lots	
of less than 500 lbs.....	7 b. net 7c
In lots of 500 lbs. and over.....	7 b. 6 1/2c
White Lead, Foreign, in Oil.....	7 b. 8@9 1/4c
Litharge, Kegs.....	7 b. 6 1/4@7c
Zinc, American, Dry.....	7 b. 4 1/2@5 1/4c

## Putty—

In bulk.....	\$1.90
In bladders.....	2.40
In cans, 50 lb.....	2.00
In cans, 25 lb.....	2.25
In cans, 12 1/2 lb.....	2.50

## Boardman's..... 30@33 1/2%

## Coes':

Genuine.....	40&10&5&5%
"Mechanics".....	40&10&10&5&5%
Coes' Pattern, Wrought Bar.....	60&5%
Donohue's Engineer.....	40%
Eagle Pipe.....	50&10%
Gem.....	33 1/2%
Stillson Pipe.....	50%
Taylor Pipe and Nut.....	40%
Acme.....	60@60&5%
Bull Dog.....	60&10%
Hercules.....	70%
J. H. Williams & Co.....	35%

## Spirits Turpentine—

In regular bbls.....	40 c
In machine bbls.....	41 c

## Dry Colors—

Blue, Chinese.....	35 @ 40 c
Blue, Prussian.....	33 @ 35 c
Blue, Ultramarine.....	6 @ 30 c
Sienna, Italian, burnt &	
powdered.....	4 1/2 @ 10 c
Sienna, Italian, raw &	
powdered.....	3 @ 7 c
Umber, Turkey, burnt.....	2 1/2 @ 3 1/2 c
Umber, Turkey, raw.....	2 1/2 @ 3 1/2 c
Green, Chrome, Ordinary.....	5 @ 7 c
Green, Paris, in bulk.....	15 @ 16 c
Indian Red, American.....	2 1/2 @ 3 c
Indian Red, English.....	4 1/2 @ 3 1/2 c

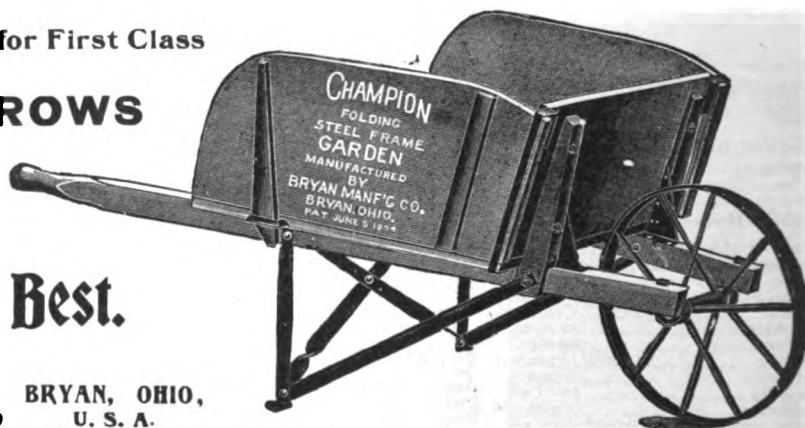
## Colors in Oil—

Black Lampblack, best.....	13 @ 15 c
Black Lampblack, common.....	8 @ 10 c
Blue, Chinese.....	35 @ 40 c
Blue, Prussian.....	33 @ 35 c
Blue, Ultramarine.....	14 @ 18 c
Sienna, burnt.....	11 @ 13 c
Sienna, raw.....	11 @ 13 c
Umber, burnt.....	11 @ 13 c
Umber, raw.....	11 @ 13 c
Brown, Vandyke.....	11 @ 13 c

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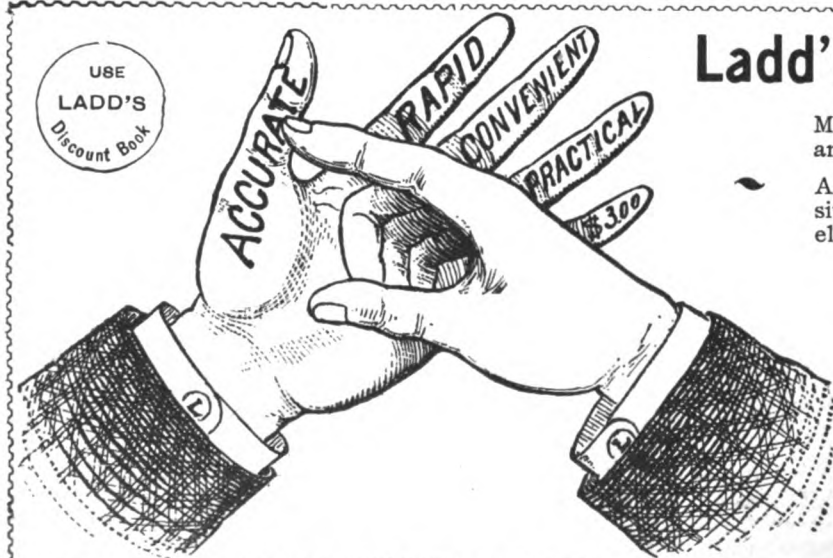
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Ind.

**Cash Register Paper.**

Standard Cash Register Co., Wabash,  
Ind.

**Castors, Bed and Plate.**

Sargent & Co., New York.  
Standard Castor & Wheel Co., New  
York, N. Y.

**Catalogue Case.**

Roy Miller, Alma Center, Wis.  
J. D. Warren Mfg. Co., Chicago, Ill.

**Caulking Mallets.**

N. Y. Mallet & Handle Works, New  
York, N. Y.

**Cement, Rubber and Leather.**

Tower & Lyon, New York.

**Chains.**

Covert Mfg. Co., West Troy, N. Y.  
Fuller Bros., New York.

**Chains, Cow.**

Covert Mfg. Co., West Troy, N. Y.

**Chains, Sash.**

Smith & Egge Mfg. Co., Bridgeport,  
Conn.

**Chain Blocks.**

Burr Mfg. Co., Cleveland, O.

**Chain Stay Ratchet.**

Chain Stay Fence Co., Sterling, Ill.

**Chalk Lines.**

Samson Cordage Works, Boston,  
Mass.

**Checks, Brass.**

Schwerdtle Stamp Co., Bridgeport,  
Conn.

**Chemicals.**

Harrison Bros. & Co., Inc., New York,  
Philadelphia, Chicago.

**Cherry Stoners.**

Enterprise Mfg. Co. of Pa., Phila-  
delphia.  
Goodell & Co., Antrim, N. H.

**Chisels, Firmer.**

Alfred Field & Co., New York.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.

**Chucks.**

North Bros. Mfg. Co., Phila., Pa.  
Smith & Egge Mfg. Co., Bridgeport,  
Conn.

**Cleavers.**

G. W. Bradley's Sons, New York.  
John Chatillon & Sons, New York.  
Goodell Company, Antrim, N. H.  
Underhill, Clinch & Co., New York.

**Clippers, Horse and Barbers'.**

American Shearer Mfg. Co., Nashua,  
N. H.  
Coates Clipper Mfg. Co., Worcester,  
Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.

**Closet Pulls.**

Smith & Egge Mfg. Co., Bridgeport,  
Conn.

**Clothes Lines.**

Samson Cordage Works, Boston  
Mass.

**Clothes Poles.**

D. Dorendorf, New York.

**Coal Screens.**

Gilbert & Bennett Mfg. Co., New  
York, Chicago.

**Coat, Hat and Ceiling Hooks.**

Atlas Mfg. Co., New Haven, Conn.  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Sargent & Co., New York.

**Coke Forks.**

Geneva Tool Co., Geneva, O.

**Colors.**

Harrison Bros. & Co., Inc., New  
York, Philadelphia, Chicago.

**Conductor Pipe.**

American Steel Roofing Co., Middle-  
town, Ohio.  
Bruce & Cook, New York.

**Coopers' Tools.**

G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.

**Copper, Sheet.**

Bruce & Cook, New York.

**Cordage and Twines.**

Samson Cordage Works, Boston.

**Cork Pullers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
Erie Specialty Co., Erie, Pa.

**Corkscrews.**

Alfred Field & Co., New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Williamson W. N. Co., Newark, N. J.

**Corn Hooks.**

Geneva Tool Co., Geneva, O.

**Corn Shellers.**

J. W. Dunham & Son, Berea, O.

**Cotton Belting.**

Roseendale-Reddaway Belting and Hose Co., Newark, N. J.

**Counterfeit Detectors.**

Pelouze Scale & Mfg. Co., Chicago.

**Counters, Hardware.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Counters, Nail Bin.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Countersinks.**

C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.

**Cover Lifters, Stove.**

Troy Nickel Works, Albany, N. Y.

**Crayons.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Curled Hair.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Curry Combs.**

W. & E. T. Fitch Co., New Haven, Conn.  
John H. Graham & Co., New York.

**Cutlery, Pocket.**

John Chatillon & Sons, New York.  
Jackson Knife & Shear Co., Fremont, O.  
Jos. Rodgers & Sons, Sheffield, Eng.  
Voigt, Starr & Co., New York.

**Cutlery, Table.**

Alfred Field & Co., New York.  
Goodell Co., Antrim, N. H.  
Jos. Rodgers & Sons, Sheffield, England.  
E. H. H. Smith, New York, N. Y.

**Cutlery Specialties.**

Smith & Hemenway Co., New York.

**Cutters, Fodder.**

Silver Mfg. Co., Salem, Ohio.

**Cutters, Pipe.**

H. F. Livermore, Boston, Mass.

**Cutters, Rod.**

Chandler & Farquhar, Boston.

**Cutters, Wire.**

Bridgeport Mfg. Co., Bridgeport, Conn.

**Cutting Pliers.**

Bridgeport Mfg. Co., Bridgeport, Conn.  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Charles Morrill, New York.

**Dairy Scales.**

Osgood Scale Co., Binghamton, N. Y.

**Dies, Steel.**

Schwerdtle Stamp Co., Bridgeport, Conn.

**Discount Books.**

Hardware Publishing Co., New York.

**Dog Collars and Muzzles.**

Alfred Field & Co., New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Door Checks and Springs.**

Jos. Bardsley, New York.  
Henry Pearl & Sons, New York.  
Sargent & Co., New York.

**Door Holders.**

Caldwell Mfg. Co., Rochester, N. Y.  
Henry Pearl & Sons, New York.

**Door Springs.**

Sargent & Co., New York.

**Dormant Scales.**

Osgood Scale Co., Binghamton, N. Y.

**Drawers, Hardware.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Drawing Instruments.**

C. E. Jennings & Co., New York.  
Kenuff & Esser Co., New York.  
Sargent & Co., New York.

**Drawing Knives.**

Tower & Lyon, New York.

**Drills, Bench.**

Chandler & Farquhar, Boston, Mass.  
Silver Mfg. Co., Salem, Ohio.  
(See Twist Drills.)

**Drills, Hand.**

Duff Machine Co., Lowell, Mass.

**Drilling Attachments.**

Silver Mfg. Co., Salem, Ohio.

**Drills, Blacksmiths', Etc.**

Sargent & Co., New York.  
Silver Mfg. Co., Salem, Ohio.

**Drill Presses.**

Silver Mfg. Co., Salem, Ohio.

**Dumb Waiters.**

Kimball Bros. Co., Council Bluffs, Iowa.

**Duplicators.**

Felix F. Daus Duplicator Co., New York.

**Electric Bells and Supplies.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Elevator Enclosures and Cars.**

J. E. Bolles Iron and Wire Works, Detroit, Mich.

**Elevators.**

Kimball Bros. Co., Council Bluffs, Iowa.

**Emery and Garnet Paper.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Engravers.**

Standard Engraving Co., New York.

**Ensilage Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Envelope and Stamp Lubricators.**

Pelouze Scale & Mfg. Co., Chicago.

**Escutcheons and Push Plates.**

Brass Goods Mfg. Co., Brooklyn, N. Y.  
Sargent & Co., New York.

**Expansion Bolts.**

D. C. Seaman & Co., Philadelphia.

**Export Agents.**

John H. Graham & Co., New York.

**Eyelets and Eyelet Sets.**

Eyelet Tool Co., Boston, Mass.

**Farming Tools.**

Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Faucets, Metal.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Faucets, Wood.**

John Sommer's Son, Newark, N. J.

**Fence Machines.**

Torrent Pump & Fence Co., Cleveland, O.

**Fences, Wire and Iron.**

W. J. Adam, Joliet, Ill.  
J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Field Hoes.**

Geneva Tool Co., Geneva, O.

**Files.**

G. & H. Barnett Co., Philadelphia.  
Alfred Field & Co., New York.  
Hayes File Co., Detroit, Mich.  
Nicholson File Co., Providence, R. I.

**Filters.**

Champion Safety Lock Co., Cleveland, O.  
Fulper Pottery Co., Flemington, N. J.

**Fire Arms.**

Alfred Field & Co., New York.  
Harrington & Richardson Arms Co., Worcester, Mass.  
Remington Arms Co., New York.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Fishing Tackle.**

Enterprise Mfg. Co., Akron, O.

**Flat Ware.**

See Plated Ware.

**Floor Plates.**

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Flower Pot Stands.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Fodder Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Food Choppers.**

Chas. D. Brown, New York.  
Enterprise Mfg. Co. of Pa., Phila., Pa.  
Sargent & Co., New York, and New Haven, Conn.

**Forgings, Carriage.**

Columbus Bolt Works, Columbus, O.

**Foundry Riddles.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Frame Pulleys.**

Fox Machine Co., Grand Rapids, Mich.  
Sargent & Co., New York.

**Fruit Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Furnace Shovels.**

Geneva Tool Co., Geneva, O.

**Galvanizing, Electro.**

U. S. Electro-Galvanizing Co., New York.

**Garden Hoes.**

Geneva Tool Co., Geneva, O.

**Garden Tools.**

Alfred Field & Co., New York.  
Geneva Tool Co., Geneva, O.  
Underhill, Clinch & Co., New York.

**Gasoline Lamps.**

Argand Vapor Lamp Co., Detroit, Mich.  
Chicago Solar Light Co., Chicago, Ill.  
Imperial Gas Lamp Co., Chicago, Ill.

**Gas Pliers.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Gas Stoves.**

Favorite Novelty Co., Detroit, Mich.

**Gauges, Butt.**

Stanley Rule and Level Co., New York.

**Glass Cutters.**

John Byrnes, New York.  
Smith & Hemenway Co., New York.

**Glue.**

Allerton-Clarke Co., New York.  
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.  
N. Y. Cabinet Glue Works, New York.  
Tower & Lyon, New York.

**Graphite.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Grass Hooks.**

Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.

**Grindstones.**

Cleveland Stone Co., Cleveland.

**Gummers, Saw.**

E. C. Atkins & Co., Indianapolis, Ind.

**Gunpowder.**

Tower & Lyon, New York.

**Gun Implements.**

Remington Arms Co., New York.  
Union Hardware Co., Torrington, Conn.

**Hair Felting.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Halter Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Halters, Web and Rope.**

Covert Mfg. Co., West Troy, N. Y.

**Hammers.**

John H. Graham & Co., New York.  
Arthur R. Robertson, Boston, Mass.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Stanley Rule and Level Co., New York.  
The Scranton & Co., New Haven, Conn.

**Handles, Tool.**

Berger Bros. Co., Philadelphia.  
Geneva Tool Co., Geneva, O.  
N. Y. Mallet & Handle Works, New York, N. Y.

**Hangers, Coat and Hat.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.

**Hangers, Pipe.**

Berger Bros. Co., Philadelphia.

**Hangers, Barn Door.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Hangers, Joist and Wall.**

National Iron & Wire Co., Cleveland, Ohio.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Hangers, Parlor Door.**

John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Sargent & Co., New York.

**Hardware Cabinets.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Hardware Cases.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Hardware Mfrs' Agents, Etc.**

John H. Graham & Co., New York.  
Robert Murray, New York.  
Underhill, Clinch & Co., New York.

**Hardware Shelving.**

J. D. Warren Mfg. Co., Chicago, Ill.

**Hardware Specialties.**

Clark & Cowles, Plainville, Conn.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Robert Murray, New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.

**Harness Dressing.**

Frank Miller Co., New York, N. Y.

**Harness Snaps.**

Covert Mfg. Co., West Troy, N. Y.  
W. & E. T. Fitch Co., New Haven, Conn.  
Sargent & Co., New York.

**Hasps and Staples.**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools.**

F. R. Myers & Bro., Ashland, Ohio.

**Hay Forks.**

Ashtabula Tool Co., Ashtabula, O.  
Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.  
Willoughby Fork & Mfg. Co., Willoughby, O.



- Hay Knives.**  
Iwan Bros., Streator, Ill.
- Heaters, Oil.**  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Hinges.**  
Clark Mfg. Co., Buffalo, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.
- Hinges, Blind.**  
R. P. Whipple & Co., Springfield, Mass.
- Hinges, Shutter.**  
Clark Mfg. Co., Buffalo, N. Y.
- Hinges, Spring.**  
Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.
- Hinges, Trunk, Box and Door.**  
Brass Goods Mfg. Co., Brooklyn, N. Y.
- Hoisting Machinery.**  
Burr Mfg. Co., Cleveland, Ohio.  
Kimball Bros. Co., Council Bluffs, Ia.
- Hones, Razor.**  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.
- Hooks.**  
Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.
- Horse and Cattle Ties.**  
Covert Mfg. Co., West Troy, N. Y.
- Horse Nails.**  
Anasible Horse Nail Co., New York.  
Capewell Horse Nail Co., Hartford, Conn.
- Horse Rasps.**  
G. & H. Barnett Co., Phila. Pa.  
Nicholson File Co., Providence, R. I.
- Hose, Fire, Linen.**  
Rossendale-Reddaway B. & H. Co., Newark, N. J.
- Hose Menders.**  
John H. Graham & Co., New York.
- Hose Pipe.**  
F. E. Myers & Bro., Ashland, Ohio.
- Hose, Rubber.**  
F. E. Myers & Bro., Ashland, Ohio.
- Ice Balances.**  
John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.
- Ice Cream Freezers.**  
John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.
- Ice Chisels.**  
John Chatillon & Sons, New York.  
Iowa Farming Tool Co., Ft. Madison, Iowa.
- Ice Creepers.**  
Edwin B. Stimpson & Son, New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.
- Ice Picks.**  
John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
C. E. Jennings & Co., New York.
- Ice Tools.**  
John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.
- Iron, Sheet.**  
Bruce & Cook, New York.
- Iron Fences.**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.
- Iron Work.**  
J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.
- Jack Chains.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Kitchen Specialties.**  
Crescent Mfg. Co., Fremont, O.
- Ladders.**  
Berger Bros. Co., Philadelphia.  
D. Dorendorf, New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
F. E. Myers & Bro., Ashland, Ohio.
- Lamps, Bicycle.**  
John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Lamps, Hydro-Carbon.**  
Welsbach Co., Gloucester, N. J.
- Lanterns.**  
R. E. Dietz Co., New York.
- Lard Presses.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Lawn Fences.**  
W. J. Adam, Joliet, Ill.  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.
- Lawn Mowers.**  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Underhill, Clinch & Co., New York.
- Lawn Rakes.**  
Geneva Tool Co., Geneva, O.  
Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.
- Lawn Sprinklers.**  
Smith & Hemenway Co., New York.
- Lawn Tools.**  
Geneva Tool Co., Geneva, O.
- Lead.**  
Bruce & Cook, New York.  
Colwell Lead Co., New York.
- Lead Pencils.**  
Joseph Dixon Crucible Co., Jersey City, N. J.
- Lead Pipe.**  
Colwell Lead Co., New York.
- Lemon Squeezers.**  
Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.
- Levels.**  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.
- Lightning Rods.**  
D. Dorendorf, New York.
- Locks and Knobs.**  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Sargent & Co., New York and New Haven, Conn.
- Lubricants.**  
Joseph Dixon Crucible Co., New York and Jersey City, N. J.
- Luminous Bolt.**  
Enterprise Mfg. Co., Akron, O.
- Magnolia Metal.**  
Magnolia Metal Co., New York.
- Mallets.**  
Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Haw. Co., Torrington, Conn.
- Manure Forks.**  
Geneva Tool Co., Geneva, O.
- Manure Hooks.**  
Geneva Tool Co., Geneva, O.
- Masons' Lines.**  
Samson Cordage Works, Boston.
- Measuring Pumps.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Measuring Tapes.**  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Kenuff & Esser, New York.
- Meat Choppers.**  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.
- Meat Cutters.**  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.
- Metallic Paint.**  
L. D. Berger, Philadelphia.  
Bruce & Cook, New York.
- Mills, Coffee and Spice.**  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Mills, Drug.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Mincing Knives.**  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.
- Mitre Boxes.**  
C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.
- Mowing Machine Oilers.**  
Wilnot & Hobbs Mfg. Co., Bridgeport, Conn.
- Nails.**  
Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.
- Nail Pullers.**  
Bridgeport Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.
- Nail Sets.**  
John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.
- Needles.**  
Alfred Field & Co., New York.
- Nippers.**  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.
- Nuts.**  
Atlas Bolt and Screw Co., Cleveland, Ohio.  
Columbus Bolt Works, Columbus, O.
- Office Railings.**  
J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Gilbert & Bennett Mfg. Co., New York and Chicago.
- Oilers.**  
Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilnot & Hobbs Mfg. Co., Bridgeport, Conn.
- Oil Heaters.**  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Ornamental Iron Work.**  
Enterprise Foundry & Fence Co., Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.
- Padlocks.**  
Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.
- Paints.**  
L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
- Paper Clips.**  
Cushman & Denison, New York.
- Patents.**  
Davis & Davis, New York.
- Pencils.**  
Joseph Dixon Crucible Co., Jersey City, N. J.
- Pig Lead.**  
Colwell Lead Co., New York.
- Pipe Cutters.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.
- Pipe Straps.**  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Pipe Threading Machines.**  
Armstrong Mfg. Co., Bridgeport, Conn.
- Pipe Vises.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.
- Pistols.**  
J. Stevens Arms & Tool Co., Chicopee, Falls, Mass.
- Planes.**  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.
- Plated Ware.**  
M. S. Benedict Mfg. Co., E. Syracuse, N. Y.  
Luther Boardman & Son, East Had-dam, Conn.  
Alfred Field & Co., New York.
- Plates, Machinery.**  
Schwerdtle Stamp Co., Bridgeport, Conn.
- Pliers, Fencing.**  
Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.
- Plumbers' Supplies.**  
L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Pocket Cutlery.**  
John Chatillon & Sons, New York.  
Alfred Field & Co., New York.  
Jackson Knife & Shear Co., Fremont, O.
- Police Equipments.**  
Tower & Lyon, New York.

**Pollish, Stove.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Post Hole Augers.**

Iwan Bros., Streator, Ill.

**Post Hole Diggers.**

John H. Graham & Co., New York.  
Iwan Bros., Streator, Ill.

**Potato Hooks.**

Geneva Tool Co., Geneva, O.

**Poultry Netting.**

Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.

**Power Hammers.**

The Scranton & Co., New Haven, Conn.

**Price Books.**

Hardware Publishing Co., New York.

**Pruning Shears.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Pulleys, Hoisting.**

Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.

**Pumps.**

John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.  
Torrent Pump & Fence Co., Cleveland, O.

**Punches, Spring.**

Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Radiators.**

Rochester Radiator Co., Rochester, N. Y.

**Mailings, Wire and Iron.**

J. E. Bolles Iron and Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.

**Railroad Brasses.**

Magnolia Metal Co., New York.

**Rail, Barn Door.**

Cronk & Carrier Mfg. Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railway and Mill Supplies.**

American Railway Supply Co., New York.  
R. Woodman Mfg. & Supply Co., Boston.

**Raisin Seeders.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Rakes.**

Ashtabula Tool Co., Ashtabula, O.  
Geneva Tool Co., Geneva, O.  
John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.

**Razors.**

Alfred Field & Co., New York.  
International Cutlery Co., Fremont, O.  
Jackson Knife & Shear Co., Fremont, O.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.

**Razor Strops.**

Smith & Hemenway Co., New York.

**Reamers.**

C. E. Jennings & Co., New York.

**Reels, Fishing.**

Enterprise Mfg. Co., Akron, O.

**Reels, Wood.**

John Sommer's Son, Newark, N. J.

**Registers, Warm Air.**

Berger Bros. Co., Philadelphia.

**Revolution Counter.**

Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Revolving Horse Hay Rakes.**

Geneva Tool Co., Geneva, O.

**Rifles.**

Hamilton Rifle Co., Plymouth, Mich.  
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

**Rivets.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.

**Rivet Sets.**

Eyelet Tool Co., Boston, Mass.

**Roller Skates.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.

**Roof Bolts.**

Columbus Bolt Works, Columbus, O.

**Roof Rods.**

Columbus Bolt Works, Columbus, O.

**Roofing Cement.**

J. L. Perkins & Co., Chicago, Ill.

**Roofing, Granite.**

Eastern Granite Roofing Co., New York.

**Roofing Paint.**

J. L. Perkins & Co., Chicago, Ill.

**Roofing Plates.**

Merchant & Co., Inc., Philadelphia, Pa.

**Roofing and Roofers' Supplies.**

American Steel Roofing Co., Middletown, Ohio.  
L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Merchant & Co., Inc., Philadelphia, Pa.

**Rubber Pump Buckets.**

Torrent Pump & Fence Co., Cleveland, O.

**Rules.**

Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.

**Sad Iron Handles.**

J. A. Cochrane, Cleveland, O.

**Sad Irons.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Sand and Emery Paper.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Sand Screens.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Sash Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Sash Cord.**

Samson Cordage Works, Boston.  
Tower & Lyon, New York.

**Sash Fixtures.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Locks.**

Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.

**Sash Pulleys.**

Fox Machine Co., Grand Rapids, Mich.  
Sargent & Co., New York.

**Sausage Stuffers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Sargent & Co., New York.

**Saws.**

E. C. Atkins & Co., Indianapolis, Ind.  
Henry Diaston & Sons, Philadelphia, Pa.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.

**Saws, Butchers'.**

John Chatillon & Sons, New York.

**Saw Sets.**

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Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.

**Saw Tools.**

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C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Scaffolding.**

D. Dorendorf, New York.

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John Chatillon & Sons, New York.  
Osgood Scale Co., Binghamton, N. Y.  
Pelouze Scale & Mfg. Co., Chicago.

**Scoops.**

Underhill, Clinch & Co., New York.

**Screens, Wire.**

Porter Screen Mfg. Co., Burlington, Vt.  
Underhill, Clinch & Co., New York.

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Atlas Bolt & Screw Co., Cleveland, Ohio.

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J. D. Warren Mfg. Co., Chicago, Ill.

**Screw Drivers.**

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John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
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Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Stanley Rule & Level Co., New York.  
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Jackson Knife and Shear Co., Fremont, O.  
Joseph Rodgers & Sons, New York.

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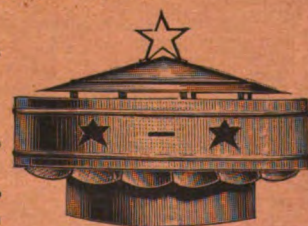
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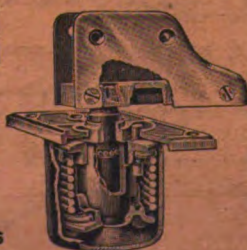
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